

Headquarters: 7900 Westpark Drive Suite A320 McLean, VA 22102

703.827.0200 main 703.827.0175 fax www.mcleanllc.com

Contact:Katie Merchent, Communications ManagerPhone:(703) 752-9008E-mail:kmerchent@mcleanllc.com

## FOR IMMEDIATE RELEASE

## GTSI Acquires InSysCo, Inc.

MCLEAN, VA – August 18, 2011 – The McLean Group today announced that it acted as the exclusive mergers and acquisitions (M&A) advisor to Information Systems Consulting Group, Inc. (InSysCo), a Federal IT professional services provider, in its sale to GTSI (NASDAQ: GTSI), a national leader in delivering comprehensive IT solutions and services to federal, state and local governments. The financial terms of the deal were not disclosed.

Based in Fredericksburg, VA, InSysCo is a privately-held business with more than 110 employees providing program and project management, software and database development and maintenance to the Federal Civilian marketplace, including the Internal Revenue Service, the Company's largest client. The Company was recently awarded a Total Information Processing Support Services 4 (TIPSS-4) Prime contract by the Department of Treasury.

InSysCo's acquisition will expand GTSI's professional services capabilities in the areas of software and database development and maintenance. Sterling Phillips, GTSI's President and Chief Executive Officer stated, "The acquisition of InSysCo represents a significant step in executing our strategy of growing the



professional services component of our business." Bill Johnson, InSysCo's Co-Founder and Chief Strategy Officer added, "We are excited to be joining GTSI with its established brand and long history in the Federal marketplace."

The McLean Group has worked closely with InSysCo's management team for several years to help prepare it for the sales process and evaluate the right timing to execute such a move. The firm played an active role in deal term discussions, facilitating due diligence, and advising the owners on all facets of the process. Danielle Johnson, InSysCo's President added, "The McLean Group has been very helpful in navigating the M&A process and we always knew we had a strong and honest partner in Cameron Hamilton and the rest of The McLean Group team. Cameron has been an excellent facilitator throughout this complex transaction and we are extremely grateful for all of his sage advice, unwavering patience, and knowledgeable help."

This deal adds to the firm's long list of closed transactions in the aerospace, defense and government service sector.

## **About The McLean Group**

The McLean Group, LLC, a national, middle market investment bank headquartered in McLean, VA, provides mergers and acquisitions, corporate finance, market intelligence and business valuation. The firm serves domestic and international clients with a broad resume of successfully consummated financial transactions. For more information, visit <u>www.mcleanllc.com</u>.