

## BLUESTONE ADVISES ALTAMONT CAPITAL PARTNERS IN ITS SALE OF OMNIPLEX WORLD SERVICES CORPORATION TO CONSTELLIS

On August 15, 2017, OMNIPLEX World Services Corporation (“OMNIPLEX” or the “Company”), a portfolio company of Altamont Capital Partners, announced the completion of its acquisition by Constellis, a provider of risk management, humanitarian, social intelligence, training and operational support services to government and commercial customers. Constellis is a portfolio company of Apollo Global Management, LLC (“Apollo”). Founded in 1990 and headquartered in Chantilly, Virginia, OMNIPLEX is a leading provider of integrated security solutions including background investigations, personnel security, and protective security services for Intelligence Community, homeland security, federal civilian, and commercial customers. The Company has 2,100 employees and a network of 1,700 investigators around the country.

The acquisition highlights several key M&A trends in the defense and government services market:



- **Continued Private Equity Consolidation** – Private equity groups and their portfolio companies continue to be highly active buyers in the government services sector. Perhaps no group demonstrates this more clearly than Constellis, which has now completed three acquisitions in under a year following its own acquisition by Apollo in 2016. Recent private equity-backed consolidation efforts in the sector have featured many familiar names including DC Capital Partners, Arlington Capital Partners, and Veritas Capital, as well as generalist funds with broader or more varied investment apertures including H.I.G. Capital, Platinum Equity, and KKR.
- **Focus on Well-Funded Customers and Mission-Critical Programs** – As every administration and budget discussion produces both “winners” and “losers”, acquirers are increasingly investing in companies that support customers and programs of critical national importance. Companies supporting well-funded and difficult-to-penetrate Intelligence Community customers remain in high demand. OMNIPLEX’s multi-decade track record providing mission-critical security solutions to Intelligence Community customers represented an attractive opportunity for Constellis to expand its footprint within this customer community.
- **Strong Market Focus on Well-Positioned Mid-Tier Assets** – Acquirers in the defense and government sector strongly favor mid-tier government services assets that have a solid track record competing on large prime, full and open opportunities. The Company’s established brand, strong competitive positioning, and extensive prime contract portfolio should enable Constellis to expand its addressable market and pursue larger opportunities within the Company’s core markets.

### About Bluestone Capital Partners

Bluestone Capital Partners is a boutique investment banking firm that provides advisory services to middle market companies on mergers and acquisitions, divestitures, and other corporate finance transactions. Over the past two decades our principals have advised on more than 175 transactions in the aerospace, defense, and government technology and services markets, representing billions of dollars of shareholder value.

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