

Defense Daily

GD Acquires Enterprise Services And Cloud Computing Provider NETCONN

Calvin Biesecker | Jul 19, 2011

General Dynamics [GD] yesterday said it has acquired Network Connectivity Solutions, Corp. (NETCONN), a small information technology firm that specializes in enterprise and cloud computing services.

GD said that NETCONN supports net-centric IT operations, including data center infrastructure, high-end engineering, information assurance and edge computing. The company also has strong customer relationships, particularly with United States Cyber Command and the Defense Information Systems Agency, GD said. Other customers include the Office of the Secretary of Defense, Department of Homeland Security and Army.

NETCONN is also a prime contractor on DISA's ENCORE II contract, which GD expects to leverage. ENCORE II is a multiple-award, task order contract used by the military services, DoD, the intelligence community and other federal agencies, and is used by DoD to support its migration to an integrated and interoperable Global Information Grid.

NETCONN, a woman-owned company based in Maryland, will become part of GD's Information Technology business unit. The company has about 160 employees, about 80 percent of which are involved with engineering customer solutions. GD said that NETCONN's top management will act as consultants to the company going forward.

"NETCONN's capabilities and relationships will bolster General Dynamics' strong portfolio of services and solutions aimed at helping the Defense Department cut costs and increase efficiency while meeting large-scale, enterprise IT requirements," Dan Johnson, president of GD's Information Technology business.

Terms of the deal were not disclosed. GD said the acquisition would be accretive to earnings beginning in 2012.

The **McLean Group** served as NETCONN's financial adviser on the deal.