

Welsh Carson Wins Add-On for GovernmentCIO



Education technology and e-learning. Metamorworks/Shutterstock

The sale of government services information technology provider Salient CRGT is the first exit for Bridge Growth Partners.



By Steve Gelsi

July 12, 2021 10:00 AM

Welsh, Carson, Anderson & Stowe LP-backed **GovernmentCIO LLC** agreed to acquire Salient **CRGT Inc.** from sellers **Bridge Growth Partners LLC** and **Frontenac Co. LLC**, for

an undisclosed sum, in a deal announced on Thursday. The companies provide information technology for government services.

For New York-based technology investor Bridge Growth Partners, the sale of Salient CRGT in a competitive auction process marks the first exit since the firm was co-founded in 2013 by **New Mountain Capital LLC** veteran **Alok Singh**.

CRGT was an early investment by the firm and it combined the company with Salient Federal Solutions Inc., a Frontenac Co LLC portfolio company, in 2015 as a merger of equals.

Combined, Salient CRGT and GovernmentCIO will have revenue of \$700 million with 2,200 employees.

Bridge Growth Partners co-founder and CEO **Alok Singh** said he expects the company to hit \$1 billion in revenue before long.

“I’m very gratified that the leaders of Salient CRGT are all going to have key leadership positions in the combined management company,” Singh told The Deal.

Salient CRGT CEO **Tom Ferrando** will join the board of directors and industry veteran **Phil Nolan** will become chairman of the combined company, which will be called GovernmentCIO.

GovernmentCIO’s CEO Jim Brabston will lead the combined company.

Most of the combined leadership of GovernmentCIO and Salient CRGT had worked together previously over the years with **Phil Nolan**, who has been on the board of several companies and is the former CEO of **Camber Corp.** and CEO of **Stanley Inc.** (SXE) for 20-plus years. Nolan is also a member of the global advisory council of Bridge Growth Partners and became chairman of Salient CRGT in the middle of 2018.

In a statement, Nolan said he’s long known and admired GovernmentCIO and that the combined company will leverage their teams and long-term relationships to grow.

Welch Carson general partner and head of technology Mike Donovan said the firm has been impressed by Salient CRGT’s growth in recent years.

Frontenac managing partner Walter Florence led the deal for the firm.

GovernmentCIO and Welsh Carson are being represented by DC Advisory's **Chris Oliver** as financial adviser and **Kirkland & Ellis LLP** as legal counsel.

Robert W. Baird & Co. and **Guggenheim Securities LLC** are Salient CRGT’s financial advisers, with **Kirkland & Ellis LLP** and Willkie, Farr & Gallagher LLP as legal advisers.

COMPANIES MENTIONED

- | | | | |
|--------------------------------|------------------------------|----------------------------|------------------------------------|
| Guggenheim Securities LLC | Willkie Farr & Gallagher LLP | Kirkland & Ellis LLP | |
| Salient Federal Solutions Inc. | CRGT Inc. | Frontenac Co. LLC | DC Advisory |
| GovernmentCIO LLC | Salient CRGT Inc. | Camber Corp. | Welsh, Carson, Anderson & Stowe LP |
| New Mountain Capital LLC | Stanley Inc. | Bridge Growth Partners LLC | Robert W. Baird & Co. |

PEOPLE MENTIONED

- | | | | | | |
|------------|-------------|--------------|-----------------|------------|--------------|
| Phil Nolan | Eamon Nolan | Tom Ferrando | Michael Donovan | Alok Singh | Chris Oliver |
|------------|-------------|--------------|-----------------|------------|--------------|