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GOVEXEC ACQUIRES TWO BUSINESS INTELLIGENCE TOOLS, MILITARY PERISCOPE AND GOVERNMENT CONTRACTING INSTITUTE, TO HELP DEFENSE AND FEDERAL GOVERNMENT CONTRACTORS IDENTIFY, TRACK, AND PURSUE BUSINESS OPPORTUNITIES

Government Contracting Institute Marks the Company's First Opportunity Data Tracking Tool

WASHINGTON, DC -- June 21, 2021 — [GovExec](#), the leading information services company for government leaders and contractors, today announced the acquisition of two contracting intelligence properties: [Military Periscope](#) (Periscope), the globally respected and most-up-to-date, open-source military data source, and [Government Contracting Institute \(GCI\)](#), the business opportunity tool built to target and alert federal government contractors of federal business opportunities aligned to their business expertise. The announcement was made today by Tim Hartman, CEO, GovExec. The terms of the acquisitions are not being disclosed. Peter Goldstone, chairman of GovExec, served as advisor. The deal was completed with financial support from mid-market private-equity firm Growth Catalyst Partners (GCP).

The acquisitions of both Periscope and GCI are a continuation of GovExec's transformation into the leading data and insights services company for the public sector. Periscope and GCI are the newest intelligence tools fueling the company's strategy, specifically for the federal and defense sectors. These new tools fit seamlessly within the existing GovExec portfolio, which supports government and defense contractors at every phase of the buying process, from opportunity research and identification to winning and fulfilling contracts.

"For the last year, we have been strategically searching for unmatched business intelligence tools that support our goals to be the leading information services company," said Hartman. "But equally, these tools contribute to the ecosystem that we are building for government and public sector leaders."

Hartman continued, "Military Periscope and GCI are considered the gold standard in the defense and federal markets and they have dedicated and robust subscriber bases. They fit squarely into our portfolio and bring a level of expertise that is going to further expand the ways in which GovExec can support and inform government contractors and help them identify, fulfill and win government business."

Now building on its presence in the defense sector, the acquisition of Military Periscope underscores its commitment to the defense market and the military and national security audience that has come to value *Defense One* as its go-to-source for news, breaking analysis, and ideas on the topics and trends that define the future of the space. As the leading source of real-time insights on defense, weapons and terrorist happenings across the globe, Periscope is a critical intelligence tool used by government agencies and contractors on a global scale. Periscope will expand the ways that GovExec keeps the national security ecosystem informed and will prove a strong partner to *Defense One* for government contractors working to understand and win the opportunities for which they are bidding.

GovExec has made a series of acquisitions to fuel its growth transformation into the premier intelligence company. Its first two acquisitions across its state and local government portfolio, including *The Atlas for Cities* and *City & State New York*, and recently launched *City & State Pennsylvania*, are complements of its award-winning brand, *Route Fifty*. In addition, the company recently announced its strategic investment in Power Almanac, the most comprehensive and actionable business intelligence tool housing data and insights on U.S. local government decision makers.

Marking GovExec's first opportunity data tool, Government Contracting Institute brings tracking data to the Federal Business Operations process to create a smoother and more transparent process for government contractors. Through its opportunity data platform, GCI identifies, tracks and alerts clients of opportunities that match their business solutions areas. Clients can input keyword search terms that align to their business offerings and the system scrubs the federal government's requisitions data to provide daily alerts across all federal agencies. When combined with GovExec's data and insights platform, contractors will now have the tools to track qualified leads, research opportunities using GovExec's depth and breadth of data sources, and grow using the company's enhanced CRM services, find the right buyers and nurture them through the procurement process.

Military Periscope and GCI will be integrated into GovExec's operations over the coming months.

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About GovExec

As the market-leading information platform, for over fifty years GovExec has empowered the government ecosystem to engage and support government leaders as they work to achieve their missions across federal, defense, and state and local agencies. All powered by the largest and most sophisticated database in the public sector, GovExec's platform services are three-fold—data that informs, media that connects, and marketing services that activate. Reaching over 2.8 million government influencers each month, GovExec's brand and platform portfolio includes Government Executive, Nextgov, Defense One, Route Fifty, The Atlas for Cities, City & State New York, and City & State Pennsylvania.

About Military Periscope:

Combining daily news, data and analysis, Military Periscope, which was developed by the United States Naval Institute in 1986, provides insights about global military weapons to National governments, defense and intelligence agencies, educational institutions, embassies, military libraries and defense contractors. It has become the world's easiest-to-use, most up-to-date open-source military database that government leaders, contractors, officials and educators have come to rely on. The gold standard of military information, Military Periscope serves organizations like the United States Department of Defense, the militaries of U.S. allies, and private defense companies with real-time insights on the Nation's armed forces, weapon systems and terrorist happenings across the globe. To date, the company has delivered profiles on more than 165 nations and 7,500 weapons systems to its dedicated subscriber base.

About GCI:

The Government Contracting Institute (GCI) is the one-stop shop for everything businesses need to know to target, win, and perform government contracts. With its turnkey automated software platform, GCI enables users to create customized searches and alerts tied to keywords for Federal Business Opportunities. GCI was founded in 1982 to provide value-added services to businesses and to provide the federal government with an automated solution to more quickly and accurately publish notices in the print Commerce Business Daily (CBD). They were the first provider of electronic CBD services in the country.