



**FOR IMMEDIATE RELEASE**

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**GOVEXEC ACQUIRES FORECAST INTERNATIONAL TO SUPPORT GOVERNMENT AGENCIES  
AND CONTRACTORS WITH LEADING DEFENSE MARKET INTELLIGENCE  
AND FORECASTING TOOLS**

**WASHINGTON, DC -- January 18, 2022** — [GovExec](#), the leading information services company for government leaders and contractors, today announced the acquisition of [Forecast International](#), the premier provider of subscription-based market intelligence, forecasting, and proprietary research, as well as consulting services for the worldwide Aerospace and Defense industries. The announcement was made today by Tim Hartman, CEO, GovExec and Ed Nebinger, CEO, Forecast International. The terms of the acquisition 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).

Forecast International, which operates globally, is GovExec's latest investment in subscription-based intelligence and forecasting tools, underscoring the company's commitment to data and insights services for the public sector.

"As we have grown across state and local, federal and defense, we have been strategic in looking for companies that complement and expand our expertise for the public sector ecosystem," said Hartman. "Finding a company like Forecast International that is the market leader in intelligence, data and forecasting for the defense sector is a game changer for us. Through its team of talented analysts and subject matter experts, they provide a snapshot of the defense market globally that is unmatched. This addition further expands the ways in which GovExec can support and inform government contractors for the business opportunities of today and tomorrow."

Forecast International becomes a significant piece of GovExec's growing Defense portfolio, which includes Military Periscope, another key decision support tool. Together they will provide the global defense ecosystem with predictive intelligence on upcoming opportunities and the deep-dive analysis required to bid competitively and win those opportunities. Alongside well-respected content brands in *Defense Systems* and *Defense One*, GovExec now can provide defense contractors with end-to-end support in their efforts to accelerate and grow revenue in the global defense market.

The firm's CEO, Ed Nebinger, stated, "It has been a long journey for us, but with the help of many talented analysts and effective key leaders we have built an intelligence machine of which we are very proud. Now, GovExec, with its widespread resources and deep market penetration, will take it to the next level and beyond. We think they are the right team for the job at the right time and wish them every measure of success."

Forecast International's extensive subscription-based offerings include 36 recurring market intelligence and forecast products, 27 Platinum forecast modules, licensing of multiple digital inventory databases which are refreshed regularly, over 70 individual market segment analyses, and more than 1,300 individual reports annually providing coverage of significant worldwide land, sea, air, and space programs.

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 to find the right buyers and nurture them through the procurement process.

Forecast International will be integrated into GovExec's operations over the coming months.

RSM US and Dickinson Wright PLC (legal) served as advisors on the transaction.

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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, content that connects, and marketing services that activate. Reaching 3.3 million government influencers each month, GovExec's brand and platform portfolio includes [Government Executive](#), [GovTribes](#), [Market Connections](#), [Nextgov](#), [Public Sector 360](#), [Government Contracting Institute](#), [Government Marketing University](#), [Defense One](#), [Military Periscope](#), [The Atlas for Cities](#), [Route Fifty](#), [City & State New York](#), [City & State Pennsylvania](#), [News Service of Florida](#), [Professional Development Academy](#), and a strategic investment in [Power Almanac](#).

#### **About Forecast International:**

Forecast International Inc. is a veteran-owned business headquartered in Newtown, Connecticut, in the United States. The company is a premier provider of market intelligence, forecasting, proprietary research and consulting services for the worldwide Aerospace, Defense, Electronics and Power Systems industries. Forecast International was founded in 1973 by a former U.S. Air Force officer who obtained an MBA after retirement, then combined the business principles of this discipline with his continuing

interest in aerospace and related military and civil industries. In its early days, the company pioneered some new methods of forecasting and was, in fact, the first to develop the concept that sufficient forward-looking data existed to enable it to provide rational 10-year forecasts for the aerospace and related industries it covered.