INTERVIEW: A-T SOLUTIONS TO GO AFTER M&A IN SPECIAL OPS, TRAINING AND CYBER SPACES

A-T Solutions, Inc.’s acquisition of risk assessment software company Greenline Systems will not only give it a broader international footprint but also help it enter the critical area of transportation security, the company’s CEO told Global Security Finance in a recent interview.

Vienna, VA-based A-T works with a vast majority of US federal agencies in the defense, security and intelligence spaces, in support of their counterterrorism activities. As such, it has built up a reputation in the critical infrastructure protection, forensics, intelligence collection and chemical, biological, radiological and nuclear defense (known as CBRNE)/IED markets, for its portfolio of risk assessment, mission support and training solutions.

“Our work with the Defense or State Departments, for instance, has of course taken us abroad but the addition of Greenline will help us expand our customer base further internationally,” said CEO Dennis Kelly. “Transportation security is a key area of concern for governments around the world, and Greenline’s agile cloud-based software is designed to identify cross border threats, and for maritime security awareness and cooperation.”

Greenline’s flagship “iBench” platform helps monitor datasets (including Big Data sets) for anomalous behavior in real world transactions or processes.

A-T has a presence in the South American and Middle Eastern markets, and the addition of Greenline will give it additional exposure to the Asia-Pacific region. This international dimension takes on special importance, especially as Kelly says the company has witnessed some delays in procurement from US government customers, in the context of sequestration and the recent federal shutdown.

“Threats in various regions are different but the same at the same time,” explained Kelly. “Terrorists essentially use the same tactics, so we are faced with a common threat despite the variety of means used, from drug dealing to financial scams or even maritime piracy.”

This means that the forensics, intelligence and training aspects of A-T’s work are gaining increasing importance, and Kelly said he is seeing more demand for their expertise.

“Intelligence collection helps customers figure who did what, so it is essential that we continue working to develop that side of the business,” he added.

Since 2008, the company has acquired three smaller companies, including intelligence technology solutions provider, Innovative Technology Systems Inc., and IT firm Trancite Logic Systems.

Kelly went on to list special operations and virtual learning, training and cyber security as additional areas of interest in the counterterrorism space, and areas in which he could see the company making additional acquisitions to “add new customers or bring in new capabilities”.

“A-T looks primarily to grow organically, so we evaluate any acquisition regarding its potential to enhance that growth,” he explained. “That being said, we have a pipeline of companies we are looking into that could add a new dimension to what we already do, enrich our range of anti-terrorism and border security solutions or help us penetrate a market further. We basically look into any area that terrorists could potentially infiltrate to further their goals. Importantly, we do not think of an acquisition in terms of a revenue add, we think of it very strategically.”

Please contact Dennis Kelly, CEO of A-T Solutions, Inc. at denniskelly@atsolution.com for more information on the company

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