

Strategic Acquisitions Pave the Way for Growth in Government Contracting



In June, Creek Indian Enterprises Development Authority made its most recent business acquisition, Integrated Federal Solutions (IFS). IFS is an established 12-year old company which provides technical and professional support services across U.S. Federal Agencies and the Department of Defense. Their business capabilities focus on information technology, data analytics, program/project management, financial systems support, and acquisition management. IFS joins the portfolio of other CIEDA managed businesses striving for a small piece of the enormous

government pie. IFS graduated from the 8(a) SBA program before coming on board with CIEDA, but maintains status as a minority-owned business, thus allowing for special bidding opportunities. "Integrated Federal solutions will be an excellent counterpart to our growing federal and DoD support initiatives, and we are excited to add them to our portfolio of companies," said Stephanie A. Bryan, Tribal Chair and CEO, Poarch Band of Creek Indians.

IFS's boasts esteemed government clients such as U.S. Departments of Treasury, Transportation, and Defense, plus the U.S. Navy, and FEMA. They maintain solid relationships with a multitude of government agencies and have been awarded the

Small Business Achievement Award from the Department of Homeland Security. Nickolas (Nick) Dunn, CEO and Mark Henderson, Vice-President, will remain in their existing IFS leadership roles and current employees, clients, and partner firms are expected to see no change in business operations.

"The acquisition of IFS by the Poarch Band of Creek Indians further strengthens the Tribe's campaign to support the federal government, and we are proud to become an entity that will support growth across federal agencies and the DoD for years to come," said Dunn. Under the CIEDA umbrella, IFS joins five other

businesses focusing on government contracting and DoD work. These include Muskogee Technology, Media Fusion, PCI Aviation, PCI Support Services, and PCI Productions. The latter three of these have secured or are applying for SBA 8(a) status, a designation which allows them to compete for exclusive set-aside government contracts. Cody Williamson, CIEDA President/CEO, in a recent article with Business Alabama Magazine stated, "With the acquisition of IFS, our governmental services staffing is approximately 250. There are big vendors out there, and they have to find small vendors to help them out. The strategy behind bringing in businesses such as IFS and Media Fusion is not only that these companies are successful and high performers, but their connections within these governmental agencies can serve as a conduit to assist in growing our newly formed 8(a) businesses."

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