



News Release

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## **Salient Federal Solutions Acquires Electronic Security Systems (ESS) Division**

*Addition of former Dataline division provides company with full spectrum and lifecycle of emergency response system requirements, adding essential capabilities to portfolio*

**FAIRFAX, VA – October 4, 2011** – [Salient Federal Solutions, Inc.](http://www.salientfederal.com) (Salient), a leading provider of information technology, engineering and intelligence analysis services to agencies in the intelligence, defense, homeland security and cyber domains, today announced the acquisition of the Electronic Security Systems (ESS) division of Dataline, LLC, a Washington, D.C.-based technology provider to the Department of Defense. The acquisition of ESS adds significant new capabilities to Salient's core competencies, providing unmatched expertise in the design, engineering and installation of consolidated emergency response systems.

With the addition of ESS the division, Salient will now make available to its customers a far broader range of integrated ESS and Mass Notification Systems (MNS) services at any required scale or global location. Additionally, through this acquisition, Salient becomes a prime holder of the Integrated Electronic Security Systems (IESS) contract, a vehicle that is specifically designed to provide customers with access to ESS and MNS capabilities. The addition of ESS also increases the number of fully qualified ESS/MNS field engineers on the Salient team.

"The addition of the ESS Division of Dataline adds world-class, mission-critical and field engineering to Salient's capabilities for protecting our troops and installations all over the globe," said Brad Antle, president and CEO of Salient. "This expands our ability to help customers meet their security requirements and to protect both hard and soft

targets anywhere in the world. We focus on missions that matter most to our customers.”

Specifically, Salient now adds access control, alarm monitoring, intrusion detection, video surveillance, asset tracking and other capabilities to its proven competencies in exterior and interior mass notification, as well as alerting to desktops and mobile devices. The result is expertise and services that cover the full spectrum and lifecycle of emergency response system requirements.

“Salient’s acquisition of Dataline’s ESS division follows the company’s strategy of very carefully targeting high-growth areas in the public sector market,” said Bill Parker, chief operating officer of Salient. “Our business model emphasizes organic growth. The ESS acquisition will facilitate such growth by adding essential capabilities to our portfolio and giving us greater access to customer opportunities through the IESS contract vehicle.”

***About Salient Federal Solutions:*** Salient Federal Solutions is a leading provider of Federal IT and engineering solutions that enable government and industry to respond quickly to new or surge mission requirements with exactly the right people, skills, expertise and technical solutions. The company works to accelerate mission impact by delivering highly adaptable technology services, engineering solutions and domain expertise that enable customers to rapidly meet the pressing requirements of today, while anticipating tomorrow's evolving challenges. Salient Federal Solutions is headquartered in Fairfax, Va., with offices in Charlotte, Colorado Springs, Orlando, San Diego and Tampa. More information is available at [www.salientfed.com](http://www.salientfed.com).

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