



Start-up SI International makes first acquisition

By Margret Johnston | Jan 18, 1999

SI International Inc., a start-up based in Vienna, Va., today announced it purchased Statistica Inc., an information technology contractor with \$20 million in annual revenue and 300 employees. The purchase price was not disclosed.

Statistica, based in Gaithersburg, Md., holds a contract with the State Department to manage databases that process immigrant visa and passport applications. The company has been a federal contractor for 21 years.

SI International was founded last year by former executives of CACI Inc. and Computer Sciences Corp. with financial backing from Chicago-based investment banking firm Frontenac Co. The company's goal is to reach \$300 million in annual revenue by buying and consolidating small contractors that provide technology services to the government.

Ray Oleson, chairman and chief executive officer of SI International, said Statistica chairman Jerry L. Ashworth will join SI International as executive vice president for markets and will help develop SI International's strategic plan. There are no plans to lay off any of the 300 employees, Oleson said.

"The key thing with Statistica is they have wonderful customer relations," Oleson said. "Of course, it's the employees who are the reason for that good reputation, so everybody will continue as part of the team."

Oleson said SI International is scheduled to begin a detailed review of another prospective acquisition in February.