

# SRA announces final completion of acquisition of multilat specialist Era

SRA International, an international provider of technology and strategic consulting services, announced at the end of July that it had completed the acquisition of Era Corporation, a privately held provider of advanced surveillance technologies for the air traffic management, airport operations, military and security market.

Era is a pioneer and leading supplier of next-generation surveillance and flight tracking products. The company has nearly 300 employees and develops multilateration, Automatic Dependent Surveillance-Broadcast (ADS-B) and other surveillance technologies to more than 100 customers in the US, Canada, Europe, the Middle East, Africa, South America and Asia.

The company has production facilities and research and development centres in the US and the Czech Republic.

SRA offers IT services including systems engineer-

ing and design, strategic consulting, data mining, disaster planning, enterprise systems management, and outsourcing. Its main customer historically has been the US government.

In its first year with SRA, the consultancy says it expects Era to generate more than \$65 million of revenue and to be accretive to both GAAP and cash earnings per share, according to Barry Landew, executive vice president for strategic development.

The price SRA paid for Era is undisclosed.

This is the second takeover of Era in as many years.

In October 2006, Rannoch Corporation acquired the Czech firm ERA AS, a pioneer in multilateration and ADS-B surveillance technologies. Rannoch added BAE's TAMIS group a couple of months later to provide a yet more encompassing product offering. Although Rannoch Corporation was relatively well known, it decided to

rebrand itself as Era in February 2007. It was common knowledge among delegates at ATC Maastricht held that year that the rebranded Era/Rannoch was positioning itself to be acquired later by a yet larger technology company.

## Recruitment drive

The new Era immediately set about recruiting some of the leading names in the business. In March that year Fred Messina left Sensis, another pioneer in multilat technology, to join Era as head of its corporate development. The next month Bill Colligan, the former president and chief operating officer of CSSI became general manager of Era's Airport Operations Solutions group.

This January Era achieved a coup for itself by recruiting three enormously well known air traffic management figures: Russ Chew, the former chief operating officer at the US' Federal Aviation Administration joined Era's board of director; Tim Quilter one of the

leading technical experts in surveillance technology left Roke Manor to become a director of product management for Era's air traffic management business unit; and, perhaps the biggest coup of all was the hire of Werner Langhans the head of technology development and strategic business development at Austro Control — and arguably the world's leading expert in hands-on use of multilateration and ADS-B — who became a director of the Europe, Middle East and Africa (EMEA) region for Era's air traffic management business unit.

If Era employees may well feel slightly confused about the rapid changes all around them, they can derive some solace from the fact their new employers SRA has a reputation for its enlightened management approach. *Fortune* magazine has chosen SRA as one of the "100 Best Companies to Work For" for nine consecutive years. The company has 6,400 employees and is headquartered in Virginia. ■