

REFERENCE # GSM811

Opportunity: ACQUISITION

Medical/Pharmaceutical Consulting Firm

### Business:

A medium-sized consulting/contracting firm for the medical device and pharmaceutical industries. The company offers a full array of services in all areas of quality assurance, regulatory clinical affairs. This company quickly moved into consulting and contract work, which steadily expanded to become main focus. From a small team, the company grew into a global network of consultants with a vast range of expertise. With a 17-year history and excellent service metrics, the company is well positioned for growth in the US and globally.

### Opportunities:

Few of the company's competitors offer a full range of services with proven service metrics. The company supplies their clients with technical expertise, availability, and competitive rates.

### Market Currently Served:

Currently serving clients throughout USA.

## Gulfstream Mergers & Acquisitions

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### KEY FEATURES:

- Services include: Regulatory Affairs, Compliance, QMS, Training, Clinical, Permanent Placement and Technical Problem Solving.
- 100+ consultants servicing the US, Canadian, European, Asian, and Latin American markets.
- EBITDA 3-year average \$534,017.
- The company offers a full array of services in all areas of quality assurance, regulatory clinical affairs.
- Gross sales and profits will continue to grow in 2019 with gross sales expected to exceed \$4.5 Million. Purchase Orders are already signed and in place for \$4.2 million in sales.
- Renewed large 3-year MSA signed Jan 2019.



### Real Estate:

Office location is in the Southeastern part of the United States. 2000 sq ft.

	2016	2017	2018
Gross Revenue	\$3,315,029	\$3,499,089	\$3,523,016
Officers Salary	\$103,846	\$131,731	\$133,000
Officer Tax	\$7,000	\$8,000	\$8,000
Depreciation		\$3,961	\$6,338
Interest	\$1,276	\$3,907	\$11,725
General Manager	\$112,800	\$125,503	\$170,249
Profit	\$291,388	\$336,000	\$147,328
<b>EBITDA</b>	<b>\$516,310</b>	<b>\$609,102</b>	<b>\$476,640</b>