

Acquisition Opportunity

Information Technologies

Ref #256

Business:

A company that specializes in providing complete IT solutions that assist business owners to be able to operate their software systems efficiently and profitably.

Key Features:

- ❖ Operating for over 20 years
- ❖ True reputation in the area; key accounts
- ❖ SYSPRO Value Partner for over 15 years and the company supports clients presently in 10 states with concentration in Pennsylvania, New Jersey, New York, Delaware, and Maryland.
- ❖ Custom solutions relating to business software that includes accounting, manufacturing, and distribution operations through diverse industry applications.
- ❖ 95% of sales are based on repeat business
- ❖ Customer breakdown: commercial 98%; non-profit 2%
- ❖ Long-term relationships with clients and employees
- ❖ Option to expand in current operations

Key Financial Indicators:

FYE Dec 31 st	2015 Actual \$'000	2016 Actual \$'000	2017 Actual \$'000
Sales	495	409	409
Adjusted EBITDA	131	112	121



Location:

Pennsylvania

Market Currently Served:

Mid- Atlantic

Ownership:

One owner; looking to exit the company for retirement purposes and willing to remain on-board for a handover period.

Opportunities:

- ❖ Expand geographically throughout Mid-Atlantic
- ❖ Create dedicated sales team and marketing plan
- ❖ Update website
- ❖ Incorporate additional customer services
- ❖ Bolt-on for synergistic service company

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