

## REFERENCE # GSM919

### Opportunity: ACQUISITION

#### IT Services

#### Business:

A fast-growing IT services company that provides IT services to Small Businesses generally in North Carolina. These services include computer sales and service, network sales and service, managed IT services, network cabling, business VoIP phone system sales and service, and security camera sales and service. The IT portion of the business makes up the vast majority of the revenue. Hallmarks of the company are their ethical and professional approach and handling of every client and their projects. Their customer service is second to none while emphasizing integrity, honesty, reliability, and respect to everyone they interact with.

#### Opportunities:

The company has extensive experience in many areas of IT. This allows the client to deliver their service without the need to refer to other vendors. A dedicated salesperson or staff would optimize growth potential. Currently no sales or marketing efforts.

#### KEY FEATURES:

- Services include computer sales and service, network sales and service, managed IT services, network cabling, business VoIP phone system sales and service, and security camera sales and service.
- Benefits from being part of an exclusive Lenovo group which is providing much more than usual sales support, marketing opportunities and training. The goal is to grow the Lenovo sales
- There are only 2 large / known IT providers in the area competing for larger customers. In their segment, this opportunity does not directly compete with competitors and has carved out a very successful niche of customers.



#### Real Estate:

Approximately 1200 ft. leased office space. The office includes a reception area, 2 offices, 2 workrooms, a conference room, a kitchenette, and 2 restrooms.

### Gulfstream Mergers & Acquisitions

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	2018	2019	2020
Gross Revenue	\$569,224	\$789,428	\$866,548
Officer Salary	\$72,979	\$74,196	\$74,000
Payroll Taxes	\$6,000	\$6,000	\$6,000
Interest	\$4,201	\$4,992	\$1,604
Company Profit	\$78,038	\$116,693	\$175,589
<b>EBITDA</b>	<b>\$161,218</b>	<b>\$202,151</b>	<b>\$257,193</b>