

TECHNOLOGY COMPANY

Idaho

THE COMPANY

It is our honor to present for acquisition a rare opportunity to purchase a 55 year old highly profitable technology company. The Company has evolved, adapted and owned the rapid technology changes of its industry. Indeed, it is the go-to company in its business-to-business niche market which is evident by a high percentage of repeat customers and dominant market share. Revenue is generated through six revenue categories providing balance and stability. Nearly 60 percent of the Company's revenue is from annually renewable sources; the Company enjoys over 90% annual renewal of those sources. The seller states the Company's success is really a tribute to its highly skilled and tenured staff. Nearly 2/3 of the employees have been with the Company over ten years.

THE LOCATION

The Company's primary market area is in the state of Idaho, however, approximately 20% of revenue is generated nationally.

THE STRENGTHS

- **Staff:** The Company is fully staffed with trained and motivated personnel and good people in key management/supervisory roles.
- **Customer Diversification:** The Company has a broad customer base with a customer list of thousands of companies from mom and pop businesses to companies with hundreds of millions of dollars in sales. Its recurring contract customers number in several hundred.
- **Profitability:** The Company has been continuously profitable for over 20 years. Indeed, last year its overall gross margin exceeded 40% which is considered quite high taking into account its revenue mix.
- **Brand:** Given its long presence in the market and dominant market share, the Company's name is synonymous with the products and services it offers in its market.
- **Expansion Potential:** The Company is poised to grow. Its service product lines lend themselves well to be offered on a national stage.

THE IDEAL BUYER

This profitable and stable Company is a logical acquisition candidate for any company in the same or similar industry interested in expanding by purchasing market share in the Intermountain West. Alternatively it offers a solid platform ready for a new entrepreneurial owner with management skills and capital to take an already successfully company and leverage its expertise to further expand regionally and nationally.

ASKING PRICE

\$4,700,000

(Plus Work in Progress at Cost)

TERMS:

Cash

ASSETS

Net Working Capital	\$140,000
Fixed Assets (estimated)	<u>300,000</u>
Total Assets	\$440,000

All values provided by Seller

INCOME STATEMENT SUMMARY (2021)

Gross Sales	\$5,700,794
Gross Profit	\$2,292,548
Recast EBITDA	\$1,075,308

Financial information provided by Seller

ADDITIONAL INFORMATION

Additional information gladly provided to financially qualified buyer prospects who submit a Confidentiality Agreement (click on the link below).

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

**ARTHUR BERRY
& COMPANY**

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