

Opportunity

BN000042645 - Innovative Supply Chain Security Solutions Provider

Location: Northeast, US



The company is an innovative supply chain asset and cargo security solutions provider that designs, manufactures, and installs its products, which include proprietary alarm systems, automatic cargo security locks, tracking & monitoring devices, and customizable mobile apps for secure shipment management, all designed to protect and eliminate loss. The company provides commercial transportation security to customers from small businesses to international fleets.

Bids Invited

Key Aspects

- The company's gross profit (GP) grew at a compound annual growth rate (CAGR) of 33.7% from 2019 through the trailing-twelve-months (TTM) ending October 31, 2022
- Strong operational history
- The company and its single shareholder currently own a combined 16 registered patents and 13 trademarks
- Numerous products can be integrated into a layered supply chain asset and cargo security approach

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Internal	\$2,880	(\$118)
12/31/2020	Internal	\$2,962	\$526
12/31/2021	Internal	\$2,864	\$4
10/31/2022	TTM	\$2,782	\$357

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Opportunity to expand sales domestically and internationally, as industries struggle with an increase in supply chain theft
- Increase social media and business-to-business (B2B) direct marketing efforts to attract new customers
- Capitalize on the additional revenue streams gained through recent and upcoming product lines
- Expand internet of things (IoT) tracking and monitoring technologies to enhance product portfolio and increase recurring revenues
- Capitalize on the required regulatory reporting requirements related to supply chain security and environmental impacts

Headquartered

- Northeast, US

Current Markets

- Primarily serving truck body & trailer manufacturers, commercial transportation operators, truck rental & leasing companies, consumer goods manufacturers & distributors, the document management & destruction industry, and apparel companies throughout the US and Canada.

Real Estate

- The company operates from a 10,000 sq. ft. facility leased from an unrelated third party. There is room to grow in the current location.

Shareholder Objectives

- The company is fully owned by a single shareholder. Ownership is seeking an investor to accelerate the company's growth. The owner is active in the business's day-to-day operations and is willing to remain with the company after the sale.

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