

# Opportunity

## BN000045581 – Software Development Company with Proprietary Trademarked Suite

Location: Southwest US



The company specializes in software development, focusing on providing advanced AI-powered solutions for medical coding and claims adjustment. The products are designed to enhance operational efficiency in both accounts receivable and accounts payable processes. Moreover, these solutions cater to the specific requirements of management, ensuring federal and state regulatory compliance.

## Bids Invited

### Key Aspects

- Operating for decades, with several long-term clients in the medical claims payment space
- Trademarked software offerings with highly-trusted industry brand name
- Annual software contracts provide ongoing revenue streams with minimal capital investment
- Strong balance sheet with over \$1 million in total assets and zero long-term liabilities
- Software easily integrates into existing systems and can complement other software suites

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,280	\$683
12/31/2021	Internal	\$2,038	\$523
12/31/2022	Internal	\$1,580	\$45
2/28/2023	TTM	\$1,968	\$335

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

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## Opportunities

- Provide software contracts in a SaaS model to generate monthly recurring revenues
- Recently launched new software offering has high potential for rapid scaling, according to ownership
- Growth in long-term recurring revenue opportunities with new installations of software offerings
- Remote operations can save on operational costs as well as third-party training expenses

## Headquartered

- Southwest US

## Current Markets

- The company serves clients in the medical insurance billing and claims market including healthcare providers, health plan administrators, billing specialists, and Electronic Medical Record (EMR) vendors throughout the United States.

## Real Estate

- The company operates from a 2,800 square-foot facility leased from an unrelated third party. The facility lease is transferrable to new ownership. The company can operate on a fully remote basis, according to ownership.

## Shareholder Objectives

- The sole owner is seeking a more balanced lifestyle and an eventual full exit from the company. The owner is open to various deal structures in order to facilitate a transaction.

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