

Opportunity

BN000047667 – Consulting Services for Professional Employer Organizations

Location: Southern, U.S.



The offering consists of three separate entities working in conjunction, one acts as a brokerage selecting Professional Employer Organizations (PEO), the second provides guidance for wide-ranging specialized insurance plans, and the third contributes outsourced human resource services to business clients.

Bids Invited

Key Aspects

- Multiple revenue streams through the emerging ancillary entities and an already established client base
- Lucrative franchise referral system consistently garnering new business activity
- Stringent selection criteria, internal research & vetting, and negotiation of bids conducted with all end providers
- All services include ongoing comprehensive support and consultations to ensure the best provider selections
- More than 19 years industry of experience with approximately 75 irrevocable service agreements in place

Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Adj. EBITDA '000 |
|--|----------------|--------------|------------------|
| 12/31/2021 | Combined | \$1,736 | \$387 |
| 12/31/2022 | Combined | \$1,935 | \$265 |
| 12/31/2023 | Combined | \$2,417 | \$83 |
| Revenues and costs may be subject to intercompany transfers not identified | | | |

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

Southwest Deals (R)
swdeals@benchmarkintl.com
(512) 347-2000

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Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594

Benchmark International is the trading name of Benchmark International CSS, LLC

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Opportunities

- Continued expansion to client businesses throughout the United States
- Increase the scale and scope of the Firm beyond small to mid-size businesses to larger organizations with essential PEO administrative needs
- Augment the Firm's activities with synergies via a planned credit card merchant service entity still in development
- Expansion to new insurance case designs and servicing segments, both nationally and internationally

Headquartered

- Southern, U.S.

Current Markets

- The Firm offers consulting and brokerage services related to PEO, insurance, and human resource provider selections for small to mid-size business clients throughout the United States.

Real Estate

- The Firm operates from a 2,500 square-foot office space, and leased from an unaffiliated third party. The lease is assumable by new ownership or staff could operate completely remotely in the future.

Shareholder Objectives

- The owners would like to remain with the Firm for a long-term partnership and transition period to new ownership with an eventual full exit. Both owners agree on the sale and are open to various deal structures to facilitate a transaction.

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