Opportunity
BM011171 – Reseller of Fleet Telematics Systems
Location: Southeast US

A leading reseller of state-of-the-art GPS tracking systems for public and private entities operating fleets of up to 1,000 vehicles throughout the US. The owners have also developed in-house online technology to streamline the usage of different data sources in one interface.

Bids Invited

Key Aspects
- Monthly recurring revenue streams from subscription based fees
- Strong management team responsible for day-to-day operations
- Large, diverse customer base of over 600 unique accounts
- National reach with long-term relationships with local, state, and federal government entities
- Robust platform developed that consolidates fleet management data from multiple sources
- Highly scalable business model

Key Indicators

<table>
<thead>
<tr>
<th>Period Ending</th>
<th>Revenue Source</th>
<th>Revenue '000</th>
<th>Gross Profit '000</th>
<th>Adj. EBITDA* '000</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/31/2016</td>
<td>Internal</td>
<td>$4,452</td>
<td>$2,016</td>
<td>$455</td>
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<tr>
<td>12/31/2017</td>
<td>Internal</td>
<td>$4,244</td>
<td>$1,985</td>
<td>$591</td>
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<td>12/31/2018</td>
<td>Internal</td>
<td>$4,280</td>
<td>$1,852</td>
<td>$510</td>
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<tr>
<td>12/31/2019</td>
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<td>$4,515</td>
<td>$2,018</td>
<td>$727</td>
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<td>12/31/2020</td>
<td>Internal</td>
<td>$4,151</td>
<td>$1,908</td>
<td>$814</td>
</tr>
</tbody>
</table>

* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

Paul Manry
pmanry@benchmarkintl.com
Opportunity
BM011171 – Reseller of Fleet Telematics Systems
Location: Southeast US

Opportunities

• Single sign on (SSO) using Active Directory (AD) integration for enterprise class clients

• Mobile application development including:

  • Time and Mileage

  • Drive Vehicle Inspection Report (DVIR)

  • Job Logging

• Expanded comprehensive services offerings

• Migration to Linux based network

Headquartered

• Southeast

Current Markets

• Private businesses, municipalities, and government entities across the United States, with flexibility to expand to other countries with certain product lines.

Real Estate

• The company operates out of an office space leased from an unrelated third party.

Shareholder Objectives

• The two shareholders are a husband and wife team interested in exploring their options and open to various deal structures. The owner in charge of operations is available for a transition period of up to two years if needed to assist new ownership with growth and expansion initiatives.