

# Opportunity

## BN000032127 – Nationwide Technical Field Services Company Focused On The EV Charging Station Infrastructure Market

Location: New Mexico, U.S.



The company is at the forefront as a key player in the nascent electric vehicle (EV) charging station industry, which industry experts project to have imminent and dramatic growth. The company provides managed technical field services including installation, monitoring, and break-fix repair services as an affordable, effective, and reliable EV charging network is established.

## Bids Invited

### Key Aspects

- The adaptability and evolution of the company to focus on the EV charging station division positions it for future scalable growth
- Long-standing, key clientele provide repeat business and word of mouth referrals
- The managed technical field installation and repair divisions utilize a nationwide database of over 7,000 reliable field technician contractors
- The company maintains advantageous ability to integrate and service varied electrical systems, which employ divergent cabling, networking, installation, and service needs

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,371	\$352	(\$448)
12/31/2021	Internal	\$2,350	\$542	(\$411)
12/31/2022	Internal	\$1,727	\$257	(\$547)
12/31/2023	Internal	\$3,732	\$1,787	\$927

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

**Southwest Team (L)**  
**swteam@benchmarkintl.com**  
**(512) 347-2000**

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### Opportunities

- Well-positioned to capitalize on the electric vehicle charging station market's forecasted growth explosion
- The nationwide push for green energy projects has provided many government incentives which can become additional streams of revenue
- The company may deploy comprehensive marketing campaigns to build awareness of the company's specific brands
- The company can augment the existing business model to serve new government clients, which provides more stable workflow when economic conditions may otherwise cause a detriment in the private sector

### Headquartered

- New Mexico, U.S.

### Current Markets

- The company retains two client bases; the EV charging division serves industries incentivized for on-site EV charging station installation. The secondary technical field division provides contracted field support and repair services to a variety of industries including IT, healthcare, communication, real estate, hospitality, and retail.

### Real Estate

- The company is headquartered in a 3,240 square-foot facility and is leased from an unrelated third party.

### Shareholder Objectives

- Ownership is comprised of one majority and one minority owner, both of whom are looking to grow the company with a strategic partner before an eventual full exit. They are open to a variety of deal structures to facilitate a transaction.

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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

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