

# Opportunity

**BN000038941 – Innovative Information Technology, Strategy, and Management Consulting Firm**

Location: Southern United States



**BENCHMARK**  
INTERNATIONAL

- Information technology, strategy, and management consulting firm. The company focuses on helping clients leverage technology to drive value and better outcomes for their organizations. The company provides expert and dependable consulting and advising based on their extensive real-world experience as senior business leaders, and information technology (IT) executives.

## Bids Invited

### Key Aspects

- Extensive network of consultants, specializing in a wide range of areas within the IT and management spectrums
- Long history of experience in the healthcare industry
- Women owned and led business.
- Ability to serve a vast territory within the United States
- Service disabled veteran owned small business certified.

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2017	Compiled	\$12	\$12	\$2
12/31/2018	Compiled	\$53	\$54	\$29
12/31/2019	Compiled	\$22	\$22	\$9
12/31/2020	Compiled	\$705	\$514	\$91
11/1/2021	TTM	\$1,879	\$645	\$185

\* 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:

**Tyrus O'Neill**  
**oneill@benchmarkintl.com**  
**615-924-8950**

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

**Benchmark International | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871**

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## Opportunities

- Geographic expansion
- Opportunity to expand and ramp up service offerings to a wide array of new customers and markets
- Extend market share in the healthcare industry through their current client portfolio

## Headquartered

- Southern United States

## Real Estate

- The company operates from an 800 sq. ft. facility leased from an unrelated third party. There is room to grow in the current location, which is about 70% occupied.

## Shareholder Objectives

- The owners would like to retire and move onto other non-related business ventures, but are open to various deal structures. They are also willing to remain on with new ownership for a transition period.

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