

# Opportunity

## BN000036512 – Provider of Geospatial and Semantic-AI Solutions

Location: Northern Virginia and Indiana



The company is a professional services supplier of advanced software technology and solutions for enterprise modernization, specializing in geospatial and semantic-AI applications. The company is known best for its technologies to fuse a large corpus of complex data, perform multi-modal analytics, and provide trustworthy, evidenced-based solutions for decision-making.

## Bids Invited

### Key Aspects

- As of December 31, 2021, the company has a backlog of approximately \$3.6M
- 99% of business is within the federal contracting sector
- Strong intellectual property foundations in data science, knowledge graphs, and semantic-AI
- New Blanket Purchase Agreement prime contract with the Department of Defense, Joint Artificial Intelligence Center
- GSA Multiple Award Schedule (MAS) contract vehicle
- Recognized as top e-Governance solution provider by govCIO Outlook
- Selected by the U.S. Department of Interior for key role in developing the next generation *National Geospatial Platform*
- Awarded Phase I/II Small Business Innovation Research for *Next Generation*

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA* '000
12/31/2018	Internal	\$4,347	\$468
12/31/2019	Internal	\$5,332	\$902
12/31/2020	Internal	\$5,120	\$307
12/31/2021	Internal	\$4,007	(\$390)

\* 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:

**William Sullivan**  
**[wsullivan@benchmarkintl.com](mailto:wsullivan@benchmarkintl.com)**

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### Opportunities

- As of March 2022, the company has a pipeline of \$8.3M+ of annual revenue
- Utilize prime and subcontracting past performance and intellectual property to capture large, multi-year government prime contacts
- Recently awarded a subcontract under the Air Force Geospatial Support Services, opening the door for significant future work
- Uniquely positioned to provide next generation analytical systems for U.S. intel community

### Headquartered

- Northern Virginia

### Current Markets

- The company primarily provides service for federal government contracts throughout the U.S.

### Real Estate

- The company operates from two facilities totaling 6,267 sq. ft. leased from unrelated third-parties. There is room for expansion at both facilities.

### Shareholder Objectives

- The company is owned by seven shareholders. Ownership is seeking a strategic partner to leverage the company's unique intellectual property, skills, and experience to grow revenues and expand market reach.

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