

Opportunity

BN000040290 – Service Provider and Value-Added Reseller of Business Process Automation Software

Location: Eastern, US



The company is an information technology (IT) service and consulting firm that specializes in providing business process automation services. The company focuses on the value-added re-selling of software subscriptions for a process automation platform and offers support and project services related to that software.

Bids Invited

Key Aspects

- From 2018 through 2021, revenue grew at a compound annual growth rate (CAGR) of 159.7%
- From 2018 through 2021, gross profit grew at a CAGR of 132.4% with margins averaging 50.9%
- According to management, in 2021 approximately 96% of the company's total product revenue originated from repeat customers, while 78% of the company's total revenue originated from repeat customers with new customer acquisition already increasing in Q1 2022
- Awarded several prominent awards within the past three years and numerous certifications since inception

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2019	Internal	\$1,146	\$541	(\$25)
12/31/2020	Internal	\$2,342	\$867	\$140
12/31/2021	Internal	\$2,744	\$1,369	\$455

* 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
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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.

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Opportunities

- The company was selected by its supplier to participate in several new customer co-marketing campaigns, which launched in early 2022 and have already resulted in the acquisition of several new customers
- Opportunity to cross-sell software subscriptions and services to an acquiring company's existing customers
- Expand personnel count to increase the capacity to handle additional clients and add services revenue
- Expand into offering additional IT products and services

Headquartered

- Eastern, US

Current Markets

- Manufacturing, retail, education, non-profit, technology, consulting, financial services, banking, healthcare, and business services throughout the United States.

Real Estate

- The company's operations are fully remote. The company also leases a small office space (310 sq. ft.) for team meetings and collaboration.

Shareholder Objectives

- The company is solely owned by a single shareholder, who's role within the company is President and CEO. He is now looking to plan an exit strategy and feels as though new owners could take advantage of the opportunities available within the growing industry. He is willing to remain with new ownership for a transitional period of up to 18 months and is open to discussing remaining involved for a longer period.

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