

# Opportunity

## BN000040700 – Industry-leading Software Company Providing Solutions for the Electric Utilities Market Relating to International Standards

Location: Midwest United States



**BENCHMARK**  
INTERNATIONAL

The company delivers solutions, products, and services for the electric utility industry by enabling support for open international standards. The company has solutions installed and is operational in thousands of live power systems on six continents, enabling resilient, high-performance power system applications using widely-adopted international standards. The company's protocol libraries are used in devices by all major vendors.

## Bids Invited

### Key Aspects

- Industry leader in power systems communication protocols, including IEC 60870-6 and IEC 61850
- Leading off-the-shelf products and source code provider for open standards-based electrical utility communications
- Powerful and flexible analytic platform that enables the development of advanced solutions
- Influential involvement in standards development
- Excellent product quality and quality control
- Outstanding customer support
- Lean operations
- Low employee turnover

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
11/30/2018	Compiled	\$4,075	\$2,245	\$448
11/30/2019	Compiled	\$3,398	\$1,532	(\$351)
11/30/2020	Compiled	\$3,787	\$1,898	\$182
11/30/2021	Compiled	\$3,124	\$1,613	\$153

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

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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

- Increase standards-based consulting services for the IEC 61850 standard that is rapidly being adopted in the U.S. and for the Common Information Model that is being rapidly adopted in Europe
- Company's existing intellectual property enables efficient development of advanced utility modernization solutions
- Derive solid baseline income from a set of mature core products and associated consulting and support services

## Headquartered

- Midwest United States

## Current Markets

- Electric utility companies, suppliers, vendors

## Real Estate

- The company operates from a 10,000 sq. ft. facility it purchased in 2010. There is room to grow in the current location, which is about 50% occupied. The company is in the process of selling this facility and will lease back a portion needed for operations. Management indicates that most employees are currently working remotely and eventually the company will transition to a 100% remote working environment.

## Shareholder Objectives

- The employee-owned company is seeking a buyer to take advantage of the unique and robust intellectual property developed to usher in a new era of efficient and reliable utility solutions. The buyer has opportunities to grow market share and expand the business. The company is open to various deal structures.

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