Opportunity

BN000035073 – Custom Software Solutions Services Company

Location: Mid-South U.S.

The company is a well-established software services company that builds and manages custom software solutions for clients with distributed workforces operating primarily in the food services and consumer product industries.

Bids Invited

Key Aspects

- Average adjusted EBITDA margins of 20.7% from 2019 to the trailing twelve months (TTM) ending May 31, 2022
- Average revenue of $2.73M from repeat clients from 2019-2021
- Backlog revenue of $1,571,705 as of July 13, 2022
- In operations for over 25 years
- High switching costs for customers
- Software solutions developed in-house
- Impressive history of household name brand customers

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	$4,757	$1,906	$1,371
12/31/2020	Internal	$3,172	$806	$365
12/31/2021	Internal	$3,534	$1,146	$711
1/31/2022	TTM	$3,727	$1,285	$825

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

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Opportunities

- Grow and scale account management with blue-chip clients that have been retained by the company for many years
- Capitalize on growing demand for business-to-business (B2B) SaaS solutions and business-to-employee (B2E) solutions by leveraging web, mobile, and Internet-of-Things (IoT) development
- Increase client base by continuing to target middle-market companies that do not possess internal product development talent
- Target additional food service businesses and other distributed workforce-oriented companies

Headquartered

- Mid-South U.S.

Current Markets

- The company builds and manages digital products for a wide variety of businesses and has great depth in the products provided in the following industries: 1) Consumer product companies with an additional focus on distilled goods with distributed sales; and 2) Retail with an additional focus on food services (restaurant and grocery) who have distributed 'brick and mortar' operational needs.

Real Estate

- The company operates fully remote using telework applications.

Shareholder Objectives

- The company is owned by three shareholders, all of whom are seeking a full sale of the company. One owner is inactive, one plans to remain with the organization upon acquisition, and the third owner is willing to stay for a pre-determined transition period.

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