

# Opportunity

## BN000036591 – Boutique Consulting Firm with Specialization in Healthcare

Location: United States



A boutique consulting firm providing services in various fields of management consulting. The firm's consulting specialties include strategy, business process, organization, culture design, project management, and change management.

## Bids Invited

### Key Aspects

- Rapidly growing firm with over a century of combined professional consultant experience
- Proven business model providing exceptional value at reasonable rates and flexibility
- Well-established presence in the healthcare industry throughout the United States
- Certified woman-owned business
- Solid client base with an estimated 80% retention rate
- Strengths in Sourcing-as-a-Service, Contracting-as-a-Service, and Data Analytics-as-a-Service to supplemental operations teams with scale labor forces and expertise

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Internal	\$1,584	\$463
12/31/2020	Internal	\$1,797	\$568
12/31/2021	Internal	\$1,490	\$421
12/31/2022	Internal	\$1,372	\$394

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

**Southwest Deals (R)**  
**swdeals@benchmarkintl.com**  
**(512) 347-2000**

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## Opportunities

- Anticipated growth as healthcare emerges from the COVID-19 pandemic and spending increases throughout the sector.
- Benefit from the firm's strong reputation in the healthcare industry and apply to additional industries.
- Expert consulting staff across the U.S. allows the firm a wide geographic reach for future growth.
- Customize the firm's services to existing and new clients wishing to transform and recast their business models.

## Current Markets

- The firm provides management consulting services to healthcare, telecom, vendor managed services, retail, pharmaceutical, real estate, property management, and construction organizations throughout the United States.

## Real Estate

- The firm operates 100% remotely.

## Shareholder Objectives

- The sole shareholder is seeking a strategic acquirer and is open to a variety of deal structures to facilitate a transaction.

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**Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594**

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