

Opportunity

BN000036840 – Enterprise Asset Management (EAM) Professional Services Firm

Location: Southeast US



The company is an Enterprise Asset Management (EAM) professional services consultancy firm that provides a comprehensive suite of services and solutions for mid to large scale clients who typically have a large amount of physical assets. It specializes in various software solutions, systems, and services to maintain and optimize asset management sustainably.

Bids Invited

Key Aspects

- Specializes in IBM MAXIMO, which consistently rates in Gartner's Magic Quadrant
- Strong history of delivering projects on-time and on-budget
- The company has grown organically using staff from lines of business in which it excels
- Accredited Advanced IBM Business Partner and is Silver Certified
- Matterport partner with a custom application programming interface (API) to IBM MAXIMO
- IFS Ultimo partner
- Award-winning proprietary licensed Internet of Things (IoT) Software-as-a-Service (SaaS) Platform

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$4,008	\$3,765	\$825
12/31/2020	Internal	\$4,744	\$4,540	\$1,283
12/31/2021	Internal	\$3,325	\$3,198	\$316
5/31/2022	TTM	\$3,313	\$3,189	\$632

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

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Opportunities

- Focus on growing its proprietary SaaS and IoT Visual solutions offered to generate a higher amount of recurring revenue
- Capitalize on the US Congress passing a comprehensive bill to rebuild the United States infrastructure; EAM will have a strong growth in this area due to state of good repair programs
- Expand its current capabilities including staff augmentation, site assessments, strategic asset management plans, mobility solutions, and asset data collections and validation
- Expand into the utilities, oil, gas, and pharmaceutical markets

Headquartered

- Southeast US

Current Markets

- The company primarily focuses on government infrastructure, transportation, and higher education customers in the United States.

Real Estate

- The company operates as a fully remote entity but is legally headquartered in Florida, with two satellite offices.

Shareholder Objectives

- The company has a sole owner who is seeking a full sale of the business. He is willing to remain with the company under new ownership.

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