

Opportunity

BN000035700 – Software Solutions and Consulting Firm with Recurring Revenue

Location: United States



An asset management firm and software development company providing engineering consulting and software to capital intensive industries.

Bids Invited

Key Aspects

- From 2019 to 2021, revenue grew at a compound annual growth rate (CAGR) of 15.3%, excluding PPP loan income
- 2021 annual recurring revenue (ARR) was \$1.2M
- From 2019 to 2021, 100% customer retention rate
- Top-selling software is patented and trademarked
- Software solutions are uniquely designed to drive the work process for capital intensive organizations
- Company products are currently in over 150 industrial sites, with services having been provided for over 300 facilities around the world
- Universal interface permits the use of its software with any Enterprise Resource Planning (ERP) system

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA* '000
12/31/2019	Internal	\$1,846	(\$143)
12/31/2020	Internal	\$2,865	\$215
12/31/2021	Internal	\$2,453	\$213

* 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
pmanry@benchmarkintl.com

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

- Continue to expand and target clients in the oil and gas, government, renewable energy, water treatment, and trash to steam power industries
- Capitalize on the recent release of its mobile software solution
- Implement a strategic marketing campaign with an appointed leadership role to capitalize on existing products and services and increase brand recognition
- Increase customer base and repeat business by expanding into other markets segments
- Continue to target international customers to expand the company's footprint

Current Markets

- The company currently serves capital intensive markets, such as the power plant, renewable energy production, chemical plant, and international industries as well as oil & gas refineries, the US government, and universities.

Real Estate

- The company operates fully remote, only requiring two annual strategy planning sessions which are held in hotel conference facilities.

Shareholder Objectives

- The company is owned by three shareholders, all of which are active in the day-to-day operations of the company. Current ownership is looking for a strategic buyer to assist in leveraging current products and services by implementing a strong marketing campaign with reliable leadership. The shareholders are open to different deal structures.

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