

Opportunity

BN000032655 – Premium Insurance Brokerage Firm with TPA capabilities and Proprietary Software

Location: Northeast United States



The company is a group insurance brokerage firm that designs, installs, administers, and supports an array of health and welfare benefit and 401(k) plans for employers. The company is also a Third-Party Administrator (TPA) and owns proprietary technology for paperless, digital group insurance quoting, procurement, administration, and premium billing processing.

Bids Invited

Key Aspects

- Exceptional and proven proprietary software products
- Highly experienced staff with vast corporate backgrounds in management, human resources and accounting
- Unique product and service offering in an industry with high barriers of entry
- Sterling reputation with proven case studies and successful projects with blue chip clients

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Tax Returns	\$2,610	\$336
12/31/2020	Tax Returns	\$1,941	\$274
12/31/2021	Tax Returns	\$1,980	\$182

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

Tyrus O'Neill
oneill@benchmarkintl.com
615-924-8950

*Revenues shown in the table to the right are subject to intercompany transfers

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.

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

- Opportunity to establish a recurring revenue model from its software products
- Capitalize on the company's health and welfare benefits trust to produce exclusive, customizable products and attract agents nationwide
- Offer continuous education to its employees to retain talent and attract new team members that can contribute to the company's growth plans

Headquartered

- Northeast United States

Current Markets

- The company serves a variety of industries and business with fewer than 500 employees.

Real Estate

- The company operates from a 5,500 sq. ft. facility leased from an unrelated third party. There is room to grow in the current location, which is about 70% occupied.

Shareholder Objectives

- The company is fully owned by a single shareholder. The owner is ideally seeking a strategic buyer who can contribute to the company's current growth plans.

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