

Opportunity

BM020205 – Designer, Programmer, and Installer of Sound, Lighting, and Automation Solutions

Location: Southwest US



BENCHMARK
INTERNATIONAL

The business provides wholesale and retail solutions in lighting, lighting controls, electrical, audio-video, and automation. The business performs complete home and business solutions for sound, light and automation, as well as installation services.

Bids Invited

Key Aspects

- Specialized design, programming, and installation capabilities for product selection
- CEDIA certified and registered outreach instructor
- Strong reputation and well regarded in its markets
- Distinguishable highway sign for the New Orleans showroom
- Formal training for team members

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$2,008	\$733	\$79
12/31/2020	Internal	\$1,661	\$515	(\$60)
12/31/2021	Internal	\$1,837	\$651	\$92
12/31/2022	Internal	\$2,872	\$822	\$22

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

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 | 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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Opportunities

- Increase sales via an outside sales team
- Complete eCommerce website
- Continue to grow motorized window design, programming, and installation segment
- Add additional locations within the New Orleans metro and other areas with high demand
- Invest in further marketing efforts for current product offerings, with a focus on complete design and control solutions and commercial market sales

Headquartered

- New Orleans, Louisiana

Current Markets

- The business provides Retail and wholesale sales and design for high-end residential and commercial markets. Customers are currently general contractors, electrical contractors, designers, architects and homeowners.

Shareholder Objectives

- The owners are passionate about the business and would like to remain on post-closing. However they are at resource capacity and are missing possible opportunities of which a strategic partner could take advantage after a transaction.

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