

# Opportunity

## BN000035875 – West Coast Industrial Internet of Things (IIoT) Field Leader

Location: West Coast



**BENCHMARK**  
INTERNATIONAL

The company provides end-to-end manufacturing chain solutions via a platform-as-a-service (PaaS), plug-and-play Edge and Cloud IIoT solution, providing factory-floor data collection and data analytics with artificial intelligence (AI) & machine learning (ML)-enabled Edge computers, over 1,800 industrial-grade sensor options and optional cloud services through Microsoft Azure. The company also manufactures several specialized computer products including the gold-standard of thermocouple-simulator calibrators, certified engine & machine monitors, and several instrumentation amplifiers.

## Bids Invited

### Key Aspects

- One of the few companies providing a learning, evolving model for machines and processes on the Edge due to a pending "Intelligence Edge Node" patent
- Resulting from the company's PaaS, plug-and-play Edge and Cloud IIoT solution, as of Q1 2023, the company has been accepted into Microsoft's Catalyst Accelerator Program
- Established strategic relationships with Microsoft, Intel, AMD, Arrow Electronics, and Balluff including Buy-Sell and Co-Marketing agreements relating to the PaaS solution
- Maintains an outstanding governmental contract performance record as well as 8(a) certification

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
6/30/2019	Compiled	\$1,993	\$1,248	\$296
6/30/2020	Compiled	\$1,482	\$999	\$128
6/30/2021	Compiled	\$1,155	\$855	(\$257)
6/30/2022	Compiled	\$1,411	\$1,086	(\$102)

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

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### Opportunities

- Utilize Microsoft's Catalyst Accelerator Program to be highlighted throughout the organization
- As of Q2 2023, the company will have increased access to Microsoft Executives & Partners, company targeted customers, via the Microsoft Catalyst Accelerator Program
- Increase engineer staff to expand project execution capabilities
- Expand governmental service offerings to include engineering design & PCB assembly services via the company's newly purchased fully-automated SMT-line

### Headquartered

- West Coast

### Current Markets

- The company serves a diverse client base that includes many Fortune 500 companies. Markets served include industrial, military, research laboratories, pharmaceutical, process control, and manufacturing.

### Real Estate

- The business operates from an approximate 13,000 square foot facility, which is leased from an unrelated third party. The lease is transferable to new ownership.

### Shareholder Objectives

- Ownership is seeking either a strategic partner to aid in growing the company to full potential as part of a long-term exit strategy or a full acquisition. Ownership is open to a variety of deal structures.

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