

Specializing in Federal Government Business....a Federal Government Contractor

*Highly profitable, low risk business with average annual increase of 47% in sales for last 5 years
with minimal increase in operating costs*

Eastern United States

Est. 2004 Sales: \$7,236,000

- ★ Ideal turn key sales company/division for an acquirer wanting immediate entry into this growing lucrative and stable market.
- ★ Multi year GSA contracts in place until 2007 assuring continuing revenue stream.
- ★ Long established transferable customer relationships worldwide. Company has sells to US Government locations both nationwide and abroad.
- ★ Blanket Purchase Agreements (BPA's) with NASA, USDA, USCG, the Army and several Federal Prime contractors.
- ★ Top tier IT manufacturer authorizations including CISCO (Premier), Dell (GSA Teaming Partner), HP, IBM, InFocus, The MathWorks, Apple, Canon, Toshiba, Mitsubishi.
- ★ Strong company focus and specialization in IT Security.

Business Description

Do business with the largest, most credit worthy customer in the world!! Our client's 20 year history, reputation for service, and market presence with Federal buyers nationwide and internationally has resulted in continued growth with historically no bad debt. Acquisition of our client will provide a platform company and infrastructure with industry, technical and market expertise in the Federal Government arena market.

Our client has developed and utilizes internal and proprietary software which facilitates the entire sales and purchase cycle. The system empowers all sales people to be savvy buyers by giving them the ability to cross-shop multiple vendors to assure the lowest cost basis while also pinpointing the market selling price. Their software dramatically enhances their competitive advantage and maximizes profit margin.

Investment Highlights

- **Increase in federal IT spending:** The budget has taken a back seat to the need to fight terrorism. This new war will be different, in that there likely will be less need for stealth bombers and other traditional high-cost weapon systems, and more need for better information systems.
- **Critical mass:** The Company's projected sales of \$7.236 million in 2004 will be attractive to buyers looking to establish a foothold or increase share in the market.
- **Scalable Business Model:** Our client's reputation, vendor and customer relationships and business model can be expanded geographically. The business model is not location sensitive. Additional locations and revenue can be added seamlessly.

For further information regarding **Client # 53216** you are invited to contact:



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