

Available for Acquisition

Market Leading Regional Court Reporting and Litigation Support Company

*Highly profitable operating model, in-house technology
backbone, exclusive software license in its market*

Est. 2008 Revenue: \$3,260,000

Est. 2008 EBITDA: \$1,086,000

Location: Mid-Atlantic States

- ***Exclusive Technology:*** The Company has an exclusive license in its market for an industry-specific program that provides burning of audio of the deposition on a CD along with an electronic version of the transcript. Included also on the CD are copies of exhibits and an ASCII file.
- ***Total Service Value- Added “Product” Offering:*** The Company is positioned to provide full litigation support functions for its clients. These value-added service offerings set the Company aside and above from the competition.
- ***Unique Operating Model:*** The Company is able to work with less operating overhead and higher profitability through a unique operating model. Unlike traditional firms, the Company removes the editing and scoping function from the reporters which permits the reporters to increase productivity. The result is higher profitability for the Company with fewer reporters.
- ***Branding:*** The Company has developed a regional market brand through a consistent, strategic and coordinated market messaging.
- ***Technology Backbone:*** The Company’s market-leading services are made possible by an experienced in-house technical staff and systems. The infrastructure in place affords the Company to offer value-added services but also pioneer new technology such as Realtime Web Depositions with secure, confidential communication and hyperlinked briefs.

For further information regarding **Client # 0707**
you are invited to contact:

eMerge M&A

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Market Leading Regional Court Reporting and Litigation Support Company

Highly profitable operating model, in-house technology backbone, exclusive software license in its market

- **Experience and Specialization in Complex Cases:** The Company's experienced and mature staff specializes in handling more complex commercial litigation and catastrophic injury plaintiffs firms that yield higher profits. The Company has directed its efforts towards a higher profit, more complex client base.
- **Mass Tort Experience and Client Base:** The Company has an established presence, reputation, experience base and staff in handling and providing case management for complex mass tort cases. They have been involved with mass tort cases revolving around plastic additives antitrust litigation, hydrogen peroxide antitrust litigation, and MMA antitrust litigation. Management sees the mass tort market as a growth area leveraging off the Company's in-house technological capabilities that provide a value-add needed to compete in this market.

Business Summary

The Company has achieved its level of success and sustained growth with no outbound sales efforts. The Company has in fact "built a better mouse trap." With no outbound salespeople, the Company acquires customers through its reputation, website, advertising and periodic mailings. Significant opportunity exists to build off the technology, product offering, reputation and customer service model intrinsic to the Company.

Founded in 1983, the Company has over its 25-year history established itself as one of the regions premier court reporting and litigation support organizations in the industry. To set the Company aside and above in the industry, the shareholders have created an organization and business model based on providing a quality experience for their customers. The reputation, business model and culture intrinsic to the Company are the perfect platform for a buyer looking to gain a presence in this lucrative metropolitan market.

Furthermore, the Company has developed and modified traditional operations of most firms in their industry. The Company's in-house IT and technology abilities empower the Company to marry new technology with the traditional products to provide a competitive edge in their market. In addition to competitive advantages, the Company's technological capabilities and more efficient operating model have resulted in a much higher profitability than other firms.

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