

Premier Distributor and Reseller of Imaging Supplies For Data Centers, Copiers, Printers, and Fax Systems

Sought after manufacturer(s) authorization status resulting in one of the leading national resellers and distributors for major international manufacturers.

Estimated 2011 Revenue- \$14,300,000

Estimated EBIT \$1,086,000

- *Strong and Strategic supplier relationships:* The Company has several distinctive and strategic direct factory reseller authorizations with IBM, Lexmark, NCR and HP. More details will only be shared with prospective acquirers after a Confidentiality Agreement is in place.
- *Platform in place:* The Company provides an acquirer an existing platform with operational and sales infrastructure as well as strategic direct factory supplier authorizations in place for an expanding national presence or to cross sell other products into the customer base.
- *Broad product line:* Offering over 3,600 SKUs, the Company is a “one-stop-shop” for its customers for imaging supplies.
- *Broad customer base:* With 1,200 accounts, and no one “major” customer, the Company is not exposed to possible negative consequences normally associated with customer concentration.
- *Diversified customer base:* The Company’s customer base spans a broad range of vertical markets, which insulates the Company from a downturn in any one industry.
- *National reach:* Most of the Company’s deliveries are “drop-shipped” from manufacturers’ addresses nationwide.

For more information on client #D1804, please contact:

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Business Summary

Our client Company is a factory direct distributor and reseller of computer, copier, fax and printer supplies to a diverse customer base consisting of companies in the finance industry (15%), distribution (14%), wholesale–reseller (12%), retail (11%), manufacturing (7%), publishing (6%) and miscellaneous (35%). The Company has several distinctive and strategic manufacturer authorizations that will only be disclosed once a Confidentiality Agreement has been executed. These include but are not limited to *IBM* independent reseller, *Lexmark* independent reseller and *NCR* independent reseller.

The Company serves approximately 1,200 customers nationwide. The majority of deliveries are drop shipped from manufacturers' locations nationwide, thereby eliminating the need to carry a large inventory. Turnkey operating and sales infrastructure is in place to expand the business or cross sell new products.

The Company is currently one of the top independent supplies resellers for *IBM* consumables in the United States. Revenue is derived from sales of *IBM* data center products (26%), *Hewlett-Packard* workgroup products (18%), media products (14%), *IBM* workgroup products (13%), ribbon products (12%), *Lexmark* workgroup products (9%) and miscellaneous (8%).

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