

**A Leader In National Medical Equipment Repair And Calibration
With Ability To Service Multiple Machines And Vendors
Contractual Expertise With Large Medical Facilities.**

**Diverse Customer Base Including Hospitals,
Surgery Centers, Physician Offices, & Spas.**

A compelling opportunity to acquire a growing, diversified, medical equipment repair company servicing Ophthalmic, Dermatological, Surgical and other machines. Business model is highly scalable with Sales and Marketing focus, attractive option for GPOs and IDNs.

- Multi-year contract expertise locks in revenue stream
- Inelastic demand for services due to mandatory US Joint Commission regulations
- Strong base of customers built with referrals and minimal sales outreach

2018 Revenue: \$3.0

Eastern US

2018 EBITDA: \$0.7M

Company Highlights

- **Unique Service Capabilities:** Company has significant in-house knowledge of all types of machines in its niche and trains/supports field engineers with web-based solution. Ability to source or manufacture replacement parts.
- **Compelling Price Value:** Company offers significant savings vs. OEMs to maintain and calibrate machines. Also offers convenience of a one-stop-shop for large facilities with multiple systems. Growing use of multi-year contracts to lock in revenue.
- **Robust Quality System:** In-house QC system enables healthcare facilities to pass stringent and mandatory US Joint Commission inspections. Company is compliant with GE Quality Management System Review and undertaking steps to achieve rigorous TriMedix Quality Control compliance.
- **Committed Company Culture:** A strong history of customer commitment and satisfaction with support of field engineers has created many longstanding relationships. Most employees have a long tenure with the company which improves expertise, efficiency and reduces service time.
- **High Barriers to Entry:** The company has evolved to learn and service most medical machines in their niche and is one of a few companies to offer this capability. Most competitors are focused on one type/brand and do not have the in-house knowledge to support the requirements of large facilities with multiple machines.

Business Summary

Company is a leader in their market niche with top-quality service that often exceeds that offered by OEMs and competitors. The business model is highly scalable and could expand quickly with dedicated sales and marketing pursuing IDNs and GPO contracts.

The Opportunity

- **Office Machine Service & Repair:** Leverage your technical competencies and logistics to diversify and expand into growing field of Medical equipment repair with high margins, high barriers to entry and inelastic demand.
- **Medical Services/Medical Device:** Leverage your relationships in healthcare facilities and your sales force to sell lucrative service contracts that are required by the US Joint Commission and cost effective compared to OEM contracts.
- **IDNs & GPOs:** Offer value added cost saving contracts to your network while diversifying your revenue stream and securing your client relationships.

The founder-owners wish to see the company continue its success and expansion and are training the next generation of leaders. Their willingness to stay and lead the company in the interim will create a smooth transition and leave a strong core team in place to support the new owner.

For more information, on **client # 18113**, please contact:

Stephen Hansen
shansen@emerge-ma.com
201.675.0456

eMerge M&A

www.eMerge-MA.com

eMerge M&A, Inc
295 Madison Avenue
12thFloor
New York, NY 10017