

Manufacturer and Reproducer of Software on Multiple Media

Software manufacturer - full capabilities on multiple media - a "one stop shop" approach.

Custom short to medium run producer with numerous value-added services.

Business Summary

Founded in 1997, with current ownership since inception, our client provides software manufacturing services, including CD, DVD, tape, diskette, and videotape duplication in the United States. Reproduction equipment is also available. In 2005, CD/DVD duplication accounted for 57% of sales, assembly 28%, CD/DVD outsourcing 14%, while tape and floppy disk storage contributed 1%.

A customer base of approximately 100 active commercial accounts comprises software reproduction (60% of sales), printers (14%), contract manufacturers (13%), advertising agencies (8%), and government/education/financial entities (5%). Among the Company's account base are a number of strong, long-standing customer relationships built over the Company's history. The Company serves clients in the Northeast (97%) and elsewhere in the United States (3%).

Why Buy This Company?

- **Industry Player:** Gain access to the Company's blue chip customer base. Provides a northeast presence. Provides diversity for a long run producer into a customized and shorter to medium run market.
- **Office Equipment Dealer:** Diversify into new product offerings and gain access to new customers. This business is not highly technical and offers a recurring revenue stream. The Company is currently an authorized Xerox printer reseller as well.
- **Systems Integrators:** The Company is performing limited system integration presently. Acquiring this Company provides access to new customers and provides an on going revenue stream.
- **Commercial Printers:** Acquiring this Company provides a source and capability to maintain and reach new customers. Rather than lose business as printing goes to this media, be on the leading edge and offer this service to your customers.
- **Anyone Else:** This is a growing market that provides an on going revenue stream. This nature of the business is not highly technical but technical enough with a relatively high barrier to entry to limit some competition. Gross profit runs consistently at about 75%.

For further information regarding **Client # 33383** please contact:

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