# Acquisition Opportunity

# Leading IT Staffing and Software Developer Specializing in Data Warehousing and e-Business

#### **Highlights:**

**Solid Financial Performance** – Consistent revenue increase anticipated to exceed **\$28,500,000.00** in 2000.

<u>Unique Value Discipline</u>- Our Client is a leading edge technology oriented company. Products, projects, and experience are drawn upon to be of greatest value to the customer base. Consultant expertise is matched with customer technology direction to mazimize value and retain both customer and consultant.

<u>High Quality and Loyal Client Base</u> - The Client offers a high level of technical expertise through vast and diverse technical experience in multiple disciplines. Client has Consultants and Projects in over 20 customers. Customer base is Fortune 100 and spans several vertical markets including financial services, healthcare and telecom.

<u>Scalable Infrastructure</u> – The Client has used their high level of technical skills to automate and web enable their entire infrastructure. Growth, additional offices, or product migration could all be accomplished with minimal investment and maximum ROI.

For more information regarding **client #: 36048** please contact:

eMerge M&A

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**Total Assets** 

4,118

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### **Business Description**

Our Client company offers a unique and successful approach to their diverse and profitable customer base. As a technology oriented company, our Client is able to draw on resources from multiple areas of expertise to satisfy customer technology requirements. As a result, matured and "closed" customer targets are opened and retained based on value offered by our Client. This combination of business and technology has resulted in the unique value offered by our Client and transferrable to a purchaser.

Solutions and other technology related products include e-Business and Web Enabled Applications, Data Warehousing, Internet/Intranet Services, Application and System Engineering Services and implementation, and Client/Server Applications Development.

#### ———— RECAST HISTORICAL AND PRO FORMA INCOME STATEMENT HIGHLIGHTS —

For the Fiscal Years Ended December 31

	(¢000)					
		Historical	(\$000)		Projected	
	1997	1998	1999	2000	2001	2002
SALES	\$13,246	\$22,584	\$22,296	\$28,500	\$38,475	\$53,865
<b>GROSS PROFIT</b>	\$5,104	\$8,547	\$6,921	\$9,842	\$13,751	\$20,488
AS % OF SALES	38%	38%	31%	33%	36%	38%
EBITDA	\$710	\$1,545	(\$313)*	\$2,122	\$5,182	\$9,314

<sup>\*-</sup>Extraordinary event outside the course of normal business resulted in a non operating related loss in 1999.

September 30, 2000 YTD

(Non Adjusted)

(\$000)

Current Assets 3,860

Current Liabilities 1,359

Long Term Liability 1,866

Other Assets 258

Stockholders' Equity 873

Total Liabilities & Equity 4,118