

*Niche Security Products Distributor
Converged Logical and Physical Solutions
Headquarters Southwest Region Client #36241 E*

	2010	2011	2012	2013E	2014E
Revenue	\$18.0M	\$21.4M	\$22.1M	\$22.0M	\$24M
EBITDA	\$1.24M	\$1.92M	\$2.70M	\$2.4M	\$2.6M

- 20 Year history in the specialized niche of providing Value Added Distribution Services for clients and VARs in the security space
- Often are chosen as the go-to source to introduce European emerging security products into the US Supply Chain
- Offer the specialization and services required in the rapidly developing converged security market (BYOD, Network and Endpoint Security, Cloud and SaaS, Virtualization, etc.) Offer key products that solve critical mandates.(HIPPA,)
- Offer a complete line of industrial memory products
- Currently support 27 security product vendors and approximately 300 active VAR's
- Fill a niche that is difficult for the large master distributors to address. Could be positioned as a distributor within a distributor. Several master distributors already partner with them.
- Potential strategic acquisition for a large systems integrator that could build a security component into each major system roll-out.
- Internally developed CRM and Integrated Order Management System enable superior management control and decision making ability.

The Company has earned the business of the VAR's and Clients they service with subject matter expertise, support and order fulfillment excellence. They also have solidified their position as a trusted partner for emerging foreign and domestic security products vendors to penetrate the US Supply Chain. The pace of product change in security is accelerating due to the major developments in Cloud Computing, SaaS, BYOD, Virtualization and the government's mandate for dual authentication technology. The Company is poised to capitalize on these trends and their position for future growth.

The founders recognize that they have reached an inflection point and would need to make a substantial capital investment in order to optimize their growth potential. They have engaged our firm to conclude an acquisition by a strategic buyer that will leverage the Company's market position by providing the resources and distribution capability to achieve meaningful growth. The owners want to focus their future efforts on developing business and designing and configuring security solutions.

For more information regarding client #: 102712 V please contact:

eMerge M&A, Inc.
212-804-8282
www.eMerge-MA.com