

## **Acquisition Opportunity: US-Based Enterprise Technology Consultancy**

### **Company Business:**

This privately-held profitable IT professional services firm had \$20.8m in revenue in 2007 and is projected to surpass \$25m by the end of 2008. The Company is a specialist in ERP implementation, application management, SAP, Oracle, custom software development, and support.

They employ 150 people across 3 offices in the United States and 1 office in India. Their clients are large, well respected, and well-diversified across 7 industry verticals and including strong relationships in consumer products, energy and gas, pharmaceuticals, and manufacturing.

### **Key Strengths:**

- SAP expertise and brand name end-client track record
- Solid reputation in the industry
- Deep managerial, operational, engineering, and sales talent

### **Financial Summary:**

The Company has produced revenues of \$20.8 million in 2007 and is forecasting over \$25 million in revenue in 2008. The company is profitable with forecast significant increase in profitability over 2007. The Company has been consistently cash flow positive and is poised for significant revenue and EBITDA growth.

	2005	2006	2007
<b>Revenue</b>	\$ 9,866,778	\$ 16,879,822	\$ 20,805,265
<b>Expenses</b>	\$ 9,101,342	\$ 15,890,612	\$ 18,875,328
<b>EBITDA</b>	\$ 765,436	\$ 989,210	\$ 1,929,937
<b>EBITDA %</b>	7.8%	5.9%	9.3%

### **The Opportunity:**

The owner is offering to sell the Company in a 100% ownership transaction. They will accept an ongoing management contract for a limited period. Other key managers are interested in staying on.

**Your Action:**

*Our research indicates that this opportunity could fit with your firm's business. This summary is designed to assist you in determining if this Company represents a possible fit with your firm's objectives. If you would like more information about this Company, please call or return the Confidentiality Agreement below, and we will send you additional details on the Company.*

**Confidentiality Agreement:**

*You agree that your sole use of the information provided to you by David L. Ross and Associates, Inc. and/or its Client will be to consider this opportunity for an equity investment. You further agree to only release such information to those people whose analysis is necessary for your decision. You agree that you will handle all information received in the same manner as you handle your own internal confidential information, and shall not release it to anyone outside your company without the written permission of David L. Ross and Associates or its Client. You represent that you are acting as a principal investor, and not as a broker or intermediary. You agree to carry out preliminary discussions with this company concerning a possible transaction through David L. Ross and Associates to avoid unnecessary exposure, and for the efficient flow of initial information. You understand that David L. Ross and Associates is in a position to arrange a meeting for you with the Client's principals at your request. The respective obligations of the parties under this Agreement shall survive for a period of 36 months following the date below.*

_____ <i>Signature</i>	_____ <i>Company Name</i>
_____ <i>Officer Name</i>	_____ <i>Date</i>
_____ <i>Officer Title</i>	_____ <i>Telephone Number/Fax Number</i>
_____ <i>Company Address</i>	_____ <i>Email Address</i>

*For additional information on this company please sign the Confidentiality Agreement and fax it to Fax number +1 (508) 819-5415, Attention: ERP Consultancy*