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BUSINESS PROFILE (File #100703)

INDUSTRY: Service (B to B)
REVENUE: \$1.4 Million
EBITDA / DCF: \$416,000

Description: Over a period of 23 years, The Company has evolved from providing computer services to a handful of professional offices in a government niche to now servicing all the offices in this niche throughout the state.

The Company was founded in 1987 by the owner when the need for this service became apparent. Soon after, the Government requested that the founder of The Company create a statewide network to service this niche.

The Company created the necessary software and also installed and maintained the equipment throughout the state to provide access to the system. The Company's system now receives, retains and disseminates over 90% of the files maintained by this government niche and there is strong potential for expansion to other states.

The Company also serves private business & industry with a commercial IT Services department which began in March of 2005. The Company continues to grow and today, the commercial It services side of the business accounts for about 50% of the company revenues.

Summary: Service business in operation for 23 years. It is still owned by the founder. The company serves two market segments:

1. Commercial (BtoB) with 100+ clients.
2. Government funded contract and serves a very profitable niche. Service to this second segment is being considered for national expansion.

Location: Midwest - Indiana

Financial: A history of profitability and growth. The business had sales in 2009 of \$1.4 Million and Discretionary Cash Flow of \$416,000.

<u>Year</u>	<u>Revenue</u>	<u>DCF</u>
2010 Interim	\$1.208 Mil	\$416,000
2009	\$1.410 Mil	\$218,000
2008	\$1.438 Mil	\$279,000
2007	\$1.255 Mil	\$209,000

Employees: 12 employees including the owner

Management Situation: Management is in place and is expected to transition with change of ownership.

Facilities: Leased office space occupies 2,000 square feet with 1100 square feet of sales area. Plenty of parking. Lease is expected to transfer with ownership.

Reason For Sale: Retirement

ADDITIONAL COMMENTS: