

Providing Equipment, Consumables, and Service

Client #10391

This company sells both the “razor” and the “blades”. They provide equipment and the materials used by the equipment. The vast majority of their revenue comes from regular / ongoing material supply and related service.

This is a purely B2B operation, targeting the medical industry (hospitals), and industrial/commercial clients. Their offering is an essential one – critical to their client’s compliance and safety efforts.

They have a number of long-term contracts in place today, with new work coming to them almost exclusively through referral. There is no coordinated outbound sales effort at the moment. They do not have a website.

This is great opportunity for a new owner to build upon the legacy business and grow into any number of available growth avenues.

The current owner has very few day-to-day responsibilities – relying on an experienced office manager and operations manager to operate the business.

2020 Revenue was \$1.8M and adjusted EBITDA was \$573K.

To learn more about this opportunity, please call 484-534-8600 x100 or email us at info@bma1.com.