

Distributor & Installer with Annual / Recurring Service Revenue

Client #10393

This company sells, installs, and services the best brand in the business. Their revenue comes from new product sales (average new customer spending \$10 to \$15K) and the ongoing service of that same product. The manufacturer's multi-year warranty requires that the equipment be maintained by a certified service provider so the percentage of their installed base that they service is high.

The company is growing. Sales are as high as they have every been and their backlog is growing as well. There are very real growth opportunities available with the addition of one or two new service crews and continued expansion into an adjacent market that they already serve. There are also significant cross-selling opportunities with other service providers that are already serving the same customers.

The current owner is looking for a suitable acquirer who can take the company to the next level while staying committed to the company's employees and the highest level of customer satisfaction.

The owner would welcome the opportunity to remain involved in the business for a mutually agreeable period of time to ensure a smooth transition to the new owner.

2020 Sales were \$2.2M+ with 40% Gross Margins and an EBITDA of \$700K+. 2021 is shaping up to be another great year.

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