



SEEKING ACQUISITIONS OF INFORMATION TECHNOLOGY COMPANIES

CLIENT HIGHLIGHTS:

- Tech-enabled operations
- Growing and sizable market
- Positive and stable cash flows
- Recurring revenue preferred
- EBITDA margin > 15%
- Owners seeking transition or reduce role in the business

REVENUE SIZE: \$5-\$100 MILLION

Target Industries: Computer systems integrator services, Control system installation, Data Analytics, Instrument control panels, Production planning and control consulting services, Calibration & Measurements

Geographic Location: Greater New York, New Jersey, DC, Maryland, Virginia & Georgia areas

Financing Terms: To be negotiated

The NYBB Group has been retained by an operationally-focused investment firm seeking to acquire and grow a single, privately held business. Their Managing Partner has extensive experience in principal investing and strategic growth. They are backed by several of the largest, most active investors in the lower middle market sector. Their investors are very active, experienced investors, who have deployed capital to more than 200 privately held companies in the past 25 years.

Their Managing Partner was a former Investment Manager at a global alternative investment management firm with \$4.7 billion under management. He has evaluated, executed, and monitored approximately \$1 billion worth of private equity transactions. He has an MBA from the Wharton Business School and graduated from Rutgers University with BSC in Chemical Engineering with Distinction.

Their investors are a combination of institutional investors, high-net-worth individuals, and current/former CEOs of operating companies. They provide business owners with liquidity and a dedicated, flexible succession plan that is different from strategic or private equity buyers.

FOR MORE INFORMATION CONTACT:

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Disclaimer: The NYBB Group does not give tax, accounting or legal advice. Prior to finalizing an agreement to purchase a business, it is the purchaser's responsibility to make an independent verification of all information. The NYBB Group is not responsible for the accuracy of any information presented.



The NYBB Group
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