



SDVOB VA Medical Equipment Supplier

Acquisition Highlights

- **Contract-Driven Revenue with Exceptional Stability -**
Predictable revenue base with no seasonality, no backlog, and no CapEx requirements, enabling consistent year-over-year growth
- **Strong Financial Performance and Clear Growth Trajectory** – The company maintains efficient same-day project completion, allowing high throughput and strong margins.
- **National Expansion Potential Through FSS Contracts** – A scalable platform for a buyer seeking federal contract growth.



2025 Revenue: \$13,379,599

Asking Price: Bid Basis

Business Description

A federally certified SDVOSB specializing in durable medical equipment and home-access installations, this business provides turnkey delivery, setup, and servicing of accessibility products for government healthcare facilities. With more than a decade of operating history, the company has built a dominant presence in its region, supplying and installing modular ramps, stair lifts, vertical platform lifts, and vehicle lifts.

The business generates highly predictable revenue through multi-year federal contracts, with approximately 94–97% of sales coming from Veterans Administration hospitals across multiple VISNs. Projects are completed same-day, allowing for high throughput and minimal backlog. Revenue is diversified across service fees, labor, and product sales.

Operationally, the company maintains leased warehouse locations throughout the US that are staffed by experienced office managers at each location, with the owner working full-time overseeing installations, repairs, training, and field operations.

With no seasonality, no backlog, minimal CapEx requirements, and a clean litigation and claims history, the company presents a scalable platform for a buyer seeking predictable government-contract revenue, strong margins, and expansion potential across the national VA system. The owner is seeking retirement and is open to transitional involvement post-sale.

YEAR	2025	2024	2023
Gross Revenue:	\$ 13,379,599	\$ 13,238,546	\$ 11,871,219
SDE:	\$ 1,554,005	\$ 1,954,529	\$ 2,098,285
Adj. EBITDA:	\$ 1,252,585	\$ 1,706,924	\$ 1,850,690