



Acquisition Profile

Technology & Engineering Company

Executive Summary

Burley & Associates has been retained to identify an acquirer for this well respected System Hardware and Software Development Company. Headquartered in Hauppauge, NY since 1983, the Company designs, develops, manufactures and implements fire dispatch hardware and software, as well as other electronic and software systems for commercial applications.

The Company's primary line of business is a family of fire dispatch hardware and software products that includes computer aided dispatch, incident paging, bulletin boards, truck bay printer interface, GIS mapping, GPS tracking, caller ID, volunteer call in, and inventory maintenance systems.

The Company also provides consulting, design and manufacturing services, working closely with its customers to understand their emerging needs, providing unique solutions and services to support their requirements and maximize their resources, enabling them to efficiently and effectively focus on their mission. For example, in the area of fixed income securities, the Company is known for designing, manufacturing and maintaining information display and distribution systems, real time information web sites, custom trading keypads and keyboards among other products and services.

The senior management team is comprised of two owners. While both are interested in retiring, they are available for a long transition period (1-3 years) depending upon the acquirers' desires. The balance of the staff includes a Senior and Junior Software Engineer as well as a Senior Technician. Both the Senior Software engineer and Technician have been with the Firm for over nine years.

Financial Summary

The financial position of the firm is quite sound. The Company's revenues have grown annually at an average (CAGR) of 12% over the past three years and an impressive 34% in 2007 over 2006.

A snapshot of the Company's revenue and earnings history is as follows:

	<u>2007</u>	<u>2006</u>	<u>2005</u>
Revenue	\$ 1,795,075	\$ 1,246,913	\$ 1,592,887
Net Income	\$ 214,053	\$ (34,210)	\$ 30,374
Single Owner SDCF	\$ 587,720	\$ 348,667	\$ 406,557
EBITDA	\$ 427,720	\$ 188,667	\$ 246,557

The Company has strong relationships with multiple well-respected and active clients and a record of positive cash flow. They have no long-term debt, a reasonable working capital position, and sufficient cash. Prospects for the firm are also encouraging, maintaining strong relationships with its current client base and developing good prospects to expand further. In its current form, this company is expected to do well in this environment, however with the backing of a larger more senior firm, or more energized management, the Company could leverage its current relationships dramatically.

Acquisition Summary

The ideal acquirer will be a firm engaged in similar or complementary work with a strategy to acquire several noteworthy and profitable customer relationships, product lines, and engineering, design, and manufacturing capabilities.

Other opportunities and types of buyer will also be entertained including private equity groups and high net worth entrepreneurs. A buyer with knowledge of this industry could also excel with the Company following an "owner-operator" model much the same as the current owners.

The shareholders will entertain offers of varying financial and legal structures; each will be evaluated on its own merit and in relation to other offers.

The shareholders will also entertain selling the fire dispatch hardware and software area of the business separate from the consulting, design, manufacturing, and fixed income securities area.

Whether as a whole, or in divisions, proposals and Letters of Intent are expected in the 4 to 6 times EBITDA range, subject to deal structure and other terms.

Contact:

Christina Kinzer
Burley & Associates, Inc.
Phone: 301-840-3847 ext. 1318
Fax: 301-840-3864
Email: christina@burleyonline.com

Upon proper qualification of the potential acquirer, including the customary exchange of financial information and confidentiality agreements, a detailed Confidential Offering Memorandum will be provided for further review.

All inquiries will be held in strict confidence.