



The buyer described herein has retained Burley & Associates to locate a business to acquire and serve as the acquisition advisor for the buyer. This buyer has been pre-qualified by our firm in terms of financial ability, intent, business background, time-frame, and other critical factors. We have a full profile, financial statements, resumes, and other documentation on file. This buyer has signed a Blanket Confidentiality and Representations Agreement to cover any company introduced by Burley & Associates, including those represented by other brokers/firms.

If you are a business owner/executive and are interested in a potential acquisition, please contact us to discuss the process for introducing your company to this buyer. Our buyer is paying our fees and you will not pay a fee for introduction to this buyer.

If your firm represents a business that meets the criteria below, please fax or email any readily available information to 301-840-3864 or christina@burleyonline.com. This buyer has retained our firm to represent them in this transaction and the buyer is paying our fees. You will not be asked to pay a co-broker fee.

About the Buyer Group:

Buyer Type:	Operator/Strategic Investor	Timeframe:	Willing to close within 30-90 days
Funding:	\$1,700,000 Cash (immediately available) \$5,400,000 Assets (un-pledged) \$8,500,000 Cash available with pre-identified financing		

Overview:

The buyer is a group of three experienced executives and operators in the information technology space (the "buyer group"). The group brings scores of experience in business strategy and information technology, including networking infrastructure, outsourcing, systems integration, management consulting, IT strategic planning/design/implementation/testing, IT governance, systems management, program management, operations management, and business development. The group is experienced in both commercial and government sectors.

The buyer group can be characterized as a healthy mid-point between an operator and an investment group. As an operator, the group will take a hands-on role to partner with management to capitalize on existing strengths and exploit the strengths that the buyer group brings. As an investment group, a strategic approach and long term vision is at the core, with sound business planning and industry analysis. The result is a buyer that brings the best of both a hands-on owner operator and an investment group, without the restraints traditionally imposed by venture capital investment groups.

About the Business Sought:

Business Type / Industry:	Information Technology Services/Products, Software, or Technology Enabled Company
Location Preferences:	Virginia, Maryland, and Washington DC Metro Area preferred Will also consider other states in the continental U.S.
Preferred Size Range:	\$1,000,000 - \$15,000,000 in Annual Revenues
Acquisition is:	Both strategic and financial

Overview:

The company to be acquired will be an information technology service or product company (including software), or may be a company in a non-technical industry whose solution is technology enabled. The company should have positive cash flow and the ability to expand its services, product lines, customer base, or geographical reach. The target company may be a niche player with an elite product or service, or a more main stream solutions provider or value added reseller. In all cases, the buyer group would put in place a strategy to exploit the strengths of the company for growth, whether by adding very specialized services to an existing VAR business model, exploiting an existing niche capability, or adding a portfolio of consulting or managed services. The target company should cater to the small/medium business market, potentially with some Fortune 1000 customers. Companies that sell to the Federal, State, and Local Government market places are also of interest.

For more information contact Burley & Associates at 301-840-3847
 Christina Kinzer ext. 1306 Lorette Farris ext. 1308 John Burley ext. 1307