

Introduction

Burley & Associates, Inc. has been retained to locate a business to acquire and serve as the acquisition advisor for our buy-side client.

- Our Client has been pre-qualified by our firm in terms of financial ability, intent, business background, time-frame, and other critical factors.
- Our Client has signed a Blanket Confidentiality and Representations Agreement to cover any company introduced by Burley & Associates, including those represented by other firms and brokers.
- Our Client is paying our fees and you will not pay a fee (or a co-brokerage fee) for introduction to this buyer.

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.

If your firm represents a business that meets the criteria below, please email (or fax) any readily available information on your client to christina@burleyonline.com or 301-840-3864. Referral fees will be paid for non-client introductions.

Acquisition Target Profile

The company to be acquired will be a provider of Technology, Systems Engineering, Telecommunications and/or other services that could complement those of the buyer. The target company will have a Federal Government client base with established contracts. Preference will be given to companies with core competencies in Army, Navy, FAA, AF, USDA, or Homeland Security.

The following summarizes the key criteria of the target company:

Revenue:	\$5 to 20 million annual revenues
Earnings:	Positive earnings / cash flow
Preferred Industries/Markets:	Information Technology Systems Engineering Telecommunications Acquisition Management Test and Training Range Support Systems Environmental and Ecosystem Management R&D in Physical, Engineering, and Life Sciences Aircraft Part and Auxiliary Equipment Broadcasting, Wireless, and other equipment manufacturing Other related services provided to the Federal Government
Customer Base:	Federal Government Commercial Government Contractors Some State and Local acceptable Specific interest in Army, Navy, FAA, AF, USDA, Homeland Security

Company Characteristics:	Federal Government Contractor Significant contract backlog Can be prime or subcontractor Preference for non-8(a) contracts, but 8(a) not excluded Owner interested in an exit (full-buyout) or a merger
Geographic Preference:	No limitations, however preference is given to the Washington, DC Metro Area, California, and Colorado.

About Our Client

Our Client is a professional services company providing Information Technology and Engineering Support Services to the federal sector and private industry throughout the United States and several other countries. The company was founded in 1994 and is certified by the U.S. Small Business Administration as a Small Disadvantaged Business (SDB) 8(a) program participant.

The company has a senior management team that is experienced in supporting virtually every type and size of contract found in the federal government and private industry and has substantial infrastructure to support growth through acquisition.

The company provides its customers with a spectrum of services and support in systems engineering design and development, information technology, acquisition management, network security, test and training range operations and maintenance, training and education, and environmental and ecosystem management support.

Our client is pursuing a merger or acquisition for growth and to attain scale to compete as a large business. Having outgrown the size standard for many of their SIC and NAICS codes, the company has specific interest in leveraging its proven infrastructure for rapid growth through acquisition.

Acquisition Funding

The acquisition will be funded through a combination of cash on hand, and funds provided by a commercial bank with which our client has a long-standing relationship and is poised to fund an acquisition.

\$4,000,000	Equity
\$2,000,000	Allocated and immediately available cash
\$12,000,000	Cash available with pre-identified bank financing

All figures are estimated, rounded, and subject to change.

Contact

Christina Kinzer or John Burley
Burley & Associates, Inc.
Phone: 301-840-3847 ext. 1314
Fax: 301-840-3864
Email: christina@burleyonline.com
john@burleyonline.com