



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](mailto: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.

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### About the Buyer Group:

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**Buyer Type:** Holding Company, Operator & Strategic Investor      **Timeframe:** Willing to close within 30-90 days

**Funding:** \$1,670,000 Immediately available funds  
\$2,000,000 Pre-arranged financing  
\$2,500,000 Allocated to acquisitions (not including any seller financing or earnouts)

**Overview:**

The buyer is holding company with extensive experience and expertise deploying enterprise systems, managing IT and engineering resources, managing both large enterprise and small business budgets, and managing technology portfolios and global IT teams. In addition, the company has specific experience in the project management, technology, telecommunications, and healthcare space. The two principals of the firm hold MBAs from top tier management schools as well as substantial experience as CEO, CIO, and COO of companies ranging in annual sales from \$2.5 million to \$250 million. The objective of the buyer is to acquire a company in the MD/DC/VA area with growth potential that can be realized to a greater degree by leveraging the buyer's expertise, management strengths, and contacts.

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### About the Business Sought:

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**Business Type / Industry / Core Competencies:** Program and project management  
Business process re-engineering / management / outsourcing  
Systems integration and information technology

**Location Preferences:** Maryland, Virginia, and Washington DC Metro Area

**Preferred Size Range:** \$1,000,000 - \$10,000,000 in Annual Revenues

**Acquisition is:** Both strategic and financial

**Overview:**

The company to be acquired (the target company) will have core competencies in one or more of the areas listed above. There is specific interest in the IT, telecommunications, and healthcare industries, however interest is not limited to these. Companies with either a commercial or government client base are of interest, as well as companies that service both public and private sector clients. The company should have positive cash flow and the ability to expand its services, customer base, or geographical reach. Minority owned government contractors and 8(a) firms are of interest, but this is not a requirement.

For more information contact Burley & Associates at 301-840-3847  
Christina Kinzer ext. 1314      John Burley ext. 1316