



## **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 provide a platform for growth and expansion in a business-to-business or government customer market, with a significant component of the business related to electrical power systems or information technology infrastructure for commercial facilities. The ideal target company will be currently providing some form of value-added services, such as professional services, installation and on-going maintenance, in addition to any equipment sales.

The following summarizes the key criteria of the target company:

Revenue:	\$3 to \$10 million annual revenues
Earnings:	\$500,000 minimum EBITDA or Discretionary Cash Flow
Industry Preferences:	Stand-by Generator Systems Uninterruptible Power Supplies Solar Power Systems Facilities Infrastructure/Cabling Information Technology
Business Model Preferences:	Systems Integration Value Added Reseller Light Manufacturing Field Installation & Maintenance
Markets Served/Customer Base:	Data Centers Large Scale Corporate or Retail Offices Healthcare Facilities Industrial Facilities Transportation/Warehousing Facilities Preference for mix of commercial and government clients

Company Characteristics: Substantial customer base  
Revenue backlog preferred  
Mix of transactional and recurring revenues  
Track record of stability or nominal growth  
Appropriate staffing and resource levels

Geographic Preference: Greater Washington, DC area (preference)  
Mid-Atlantic Region  
Virginia  
Maryland  
West Virginia  
Pennsylvania

## **About the Buyer**

Our client is a holdings company backed by private investors. The company is led by seasoned executives, each with over 15 years experience developing and growing multi-million dollar business units within middle market technology and telecom companies. One of the principles has a strong sales, marketing, and technical background, including an MBA in Technology Marketing and a MS in Computer Information Systems, and would assume an operational role in the acquired company as the CEO, President, or similar. Another principle is an attorney with significant internal operational and contracting experience and would assume an Executive Vice President or similar role.

Our client can be characterized as a healthy mid-point between an operator and an investment group. As an operator, the principles will take a hands-on role to partner with management to capitalize on existing strengths and exploit the experience and talents that the principles bring. 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 an acquiring company that brings the best of both a hands-on owner/operator and the best of an investment group, without the restraints traditionally imposed by venture capital style investment groups.

## **Acquisition Funding**

The acquisition will be funded through a combination of cash, commercial bank financing, and other consideration.

\$1,500,000	Immediately available cash
\$2,000,000	Cash from pre-identified financing

## **Contact**

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