



Cloud-Based Enterprise Software Solutions Provider

Price \$5,000,000

Location:	New Jersey
Listing Price:	\$5,000,000
2017 Revenue:	\$3,267,081
2018 Revenue (Est.):	4,272,193
2017 SDE:	(521,414)
2018 SDE (Est.):	601,168

Summary Description

The Company is a leading developer of web-based software solutions with many years of experience in its space. The Company's products replace in-house solutions that are usually created on spreadsheets and is designed to make cumbersome processes more efficient while reducing risk, increasing security, and providing "what if" modeling scenarios which help organizations make informed decisions and gain a competitive advantage in their marketplace.

The Company has a diverse and impressive customer roster consisting of loyal, blue-chip organizations. Client contracts are often multi-year and the outsourced web-based product creates a high level of customer stickiness. Most of its business comes from repeat clients and word-of-mouth referrals.

Ownership is highly receptive to staying on post-transition. In addition, a very well trained and highly qualified team will stay in place and support new ownership in all aspects of the business.

Growth and Expansion

The Company has reinvested its cash flows in developing the Company and creating a proven business that can scale. Given its fixed cost and overhead structure, the company would be able to dramatically increase its earnings by expanding its top-line. A modest investment in expanding the sales team, incremental marketing support (Google adWords, SEO, campaigns, etc), and the further development and implementation of its existing resources is expected to increase earnings for the business at least 100% by 2020.

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