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**ID#: TEC011**

**FOR SALE: Absentee Owner - Wireless Tech & Network Engineering Company**

*100% collateralized and 20 years of telecommunications experience!*

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| **Financial Overview**  **List Price:** **$7,325,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | **2018** | **2019** | **2020** | | $6,064,685 | $6,452,919 | $6,820,909 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | **2018** | **2019** | **2020** | | $1,090,834 | $1,250,103 | $1,986,249 |  * **Profit Margin:** 29% * **Multiple:** 3.65 * **Seller Financing:** Owner is willing to finance or do an equity roll up to 15%. |  | **Description**  With almost $8M in assets, the loan will be nearly 100% collateralized, and the owner is willing to finance or do an equity roll! This engineering company with over 20 years of telecommunications experience specializes in Wireless Technology Services, Network Roll-out, and Project Mgmt. With an owner that only performs high-level oversight and has no daily role, they have been supplying professional services for some of the wireless industry’s largest companies from small to large scale projects or turnkey solutions.  Along with offering expert design, service analysis, and solutions for a wide range of technologies, they also provide site acquisition and technology consulting for wireless vendors and service providers focused on wireless networks.  Their staff is known for providing first-rate wireless engineering solutions, network design and implementation services to wireless vendors and carriers, making them a “one-stop-shop” for their customers. See company benefits below:   * **Number of projects and volumes have increased since COVID-19** * The seller is a passive owner! - this wireless tech service company has 2 Senior VP’s who each manage and operate a division * With almost $8M in assets, the loan will be nearly 100% collateralized, and the owner is willing to finance or do an equity roll. * Not relationship driven – more reputation driven based on quality of work and brand and experience in the market * Authorized Service Provider (ASP) for wireless vendor OEMs and wireless carriers * No dedicated salesperson; they receive enough work from clients as an approved tier one vendor (Verizon, Sprint/T-Mobile)   This company was founded in Seattle, WA in 2001 and has locations around the US. With 82 employees, they are known to deliver the highest industry standard.  As the telecommunications industry expands with every passing year, the growth opportunities are infinite for this firm. The company could expand to as much as $9M top line revenue in the next year or two; 5G expansion is going to lead to 3 to 4 years’ worth of business in both the Telecom and Mobile Divisions. |
| **Assets: $7,969,788**   * **Equipment:** $6,723,134 - 14 sweep testing kits, 6 fiber testing kits, 12 PIM testing kits, 11 GPS alignment tools, 7 fiber testers, 1 concrete coring machine * **Vehicles:** $1,039,088 - 22heavy duty trucks * **Inventory:** $207,566   *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*  **A/R:** $854,224 **A/P:** $390,079  **Pipeline:** $7.2M ($4.5M in cell side)  **Backlog:** $3.5M  **WIP**: $804,193 |  |
| **Business Information**   * **Year Established:** 2001 * **Location:** Headquarters in Kent, WA, locations also in CA, TX, NJ, PA, WI, IL, and Montreal, Canada * **Service Area:** Nationwide * **Services:** Site Acquisition, Architecture & Engineering   Project Mgmt., Macro Sites, DAS/Small Cell, Network Rollout, Technology Consulting   * **Clients:** Wireless vendors, service providers focused on wireless networks * **Reason for Selling:** Retirement / Age (66) * **Personnel:** 82 W-2: 2 VP’s that each manage a, 6 admin, 28 in the field on construction side, 40 in telecom division, 6 project /construction managers; subcontractors as needed * **Seller Training Period:** 6 months to 1 year, assuming owner remains part-time after the initial transition * **Growth Opportunities:** 5G expansion in both Telecom and Mobile divisions, have dedicated salesperson to focus on sales, increase number of subcontractors, open a NJ * **Current Owner’s Responsibilities:** High-level oversight only, no daily role |  |
| ***- CONFIDENTIAL -*** Last Revised CMH 3.4.21 | | |
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