

# Healthcare IT Consulting

## Eastern U.S. Operations

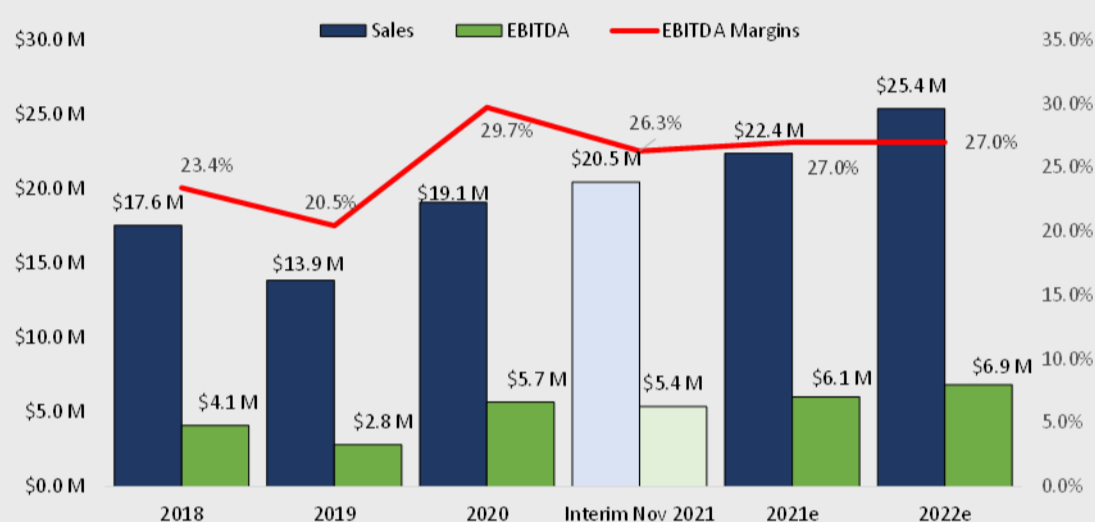
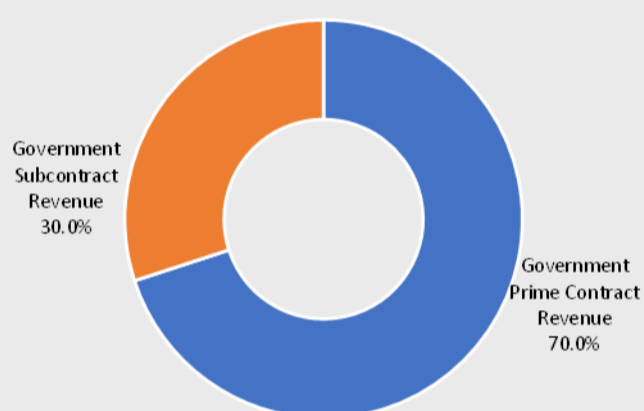
### BUSINESS HIGHLIGHTS

2021 Est. Rev.  
**\$22,500,000**

2021 Est. EBITDA  
**\$6,000,000**

The Company offers security consulting and software engineering services focusing on Agile principles in user experience, systems integration, data analysis and quality, cybersecurity, and operations services for clients. The Company coordinates extensively with many federal, state, and local government agencies to provide solutions that encompass a wide range of technologies and custom-designed products and platforms.

2020 Revenue Mix as % of Sales



### Additional Information

- S-Corporation
- Total Staff of 114
- No Long-Term Debt
- Focused on Serving Federal Market

### Growth Opportunities

- Expand Agency Partnerships
- Develop Partnerships w/ Govt. Incumbents
- Expand to Tangential Markets
- Establish State/Local Footprint

### INVESTMENT APPEAL

- **Strong Backlog of Contracts** — The Company has developed a strong and growing pipeline and backlog of multi-year contracts expected to be completed through 2022 and beyond, which has also led to strong name recognition in the industry.
- **Key Customer Relationships** — The Company maintains strong customer relationships that span longer than five years, with top customer revenues coming from federal government agencies.
- **Not Dependent on Ownership** — The Company's management is structured optimally with highly-qualified, highly tenured, and reliable personnel such that it can run well without ownership's presence.
- **High Margin Business** — The Company's EBITDA remained above 20.5% of sales throughout the historical period and is expected to remain above 25% in future years.

**Andre Farahmandi**  
Senior Vice President  
Email: afarahmandi@generational.com  
Office: 972-232-1140



**THE M&A ADVISOR  
INVESTMENT BANK**

**Generational Group**  
8300 N. Mopac Expy  
Austin, TX 78759

**NDA Link:** [NDA 65147](#)