

# ALCON PARTNERS

## **Strategic Acquirer of IT Product and Service Companies**

### **Overview**

An established and highly regarded IT solution provider with over \$400 million in sales seeks to enhance its growth through strategic acquisitions.

The company differentiates itself through its strong management & support infrastructure, commitment to excellence, and close business relationships with its clients and business partners. As such, they are an ideal acquirer for a smaller IT business owner seeking to exit while ensuring a bright future for the business and its employees.

### **Acquisition Criteria**

- Markets of highest interest include Federal (esp. DISA, VA, Intelligence), Healthcare, Education, and Financial Services.
- Managed Services, Consulting and Project-based Businesses, and Solution Providers are all of interest.
- Applications of interest include Satellite Communications, Biometric & Video (Physical Security), Functional Mobility, Oracle solutions, Data Centers, Virtualization, Security, AAS, and Medical Technology and Equipment.
- Pure VARs with minimal service offerings, staff augmentation, or pure software companies are not of interest.

Specific financial criteria are as follows:

- Revenue > \$10 million
- Targets need not be profitable, but must have the potential to generate > \$2M EBITDA
- Less than 200 employees

### **Deal Structure**

100% acquisition preferred. Current owner may continue with the business or leave after a transition period, at owner's discretion.

### **Geography**

United States or Canada.

### **Contact**

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