

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 2110

Custom OEM Computer Systems Builder

NOTE – ALL CONTACT MUST BE THROUGH ZOELLNER GARTEN & COMPANY

Description: The Owner describes his Business as a “Custom OEM Builder”. They build and repair all types of computers and computer systems. This includes servers, desktops, workstations, laptops, and personal computers. Their clients are local, regional, national and includes government contractors. These are definitely not the most commonly used computers and systems. They are built for specific purposes, last far longer than the more typical computers, and can be virtually indestructible if that’s what’s needed.

Niche: It’s their unique capabilities, long history, reputation, and special designs that attract and maintain clients. The Company has a unique and valued relationship with Customers and Vendors.

Opportunity: The Owner is ready to retire. He has not focused on growth and has in fact declined service work as he didn’t want to add employees. The market is there, and growth opportunities are available for anyone wanting to grow the Business.

Financial: Revenues have been over \$2.5 million (2018). They declined in 2019 and 2020 due to Covid. In 2021 revenue began to recover and is growing in 2022. Due to the nature of the Business, EBITDA has been unusually high (except for 2020) in both dollars and percentage.

Management; Personnel: The Owner manages the Business. Employees consist of one office person and technical staff; the technical staff varies with the workload.

Personal Property Assets: The Assets consist of testing equipment (all components and products are rigorously tested), antistatic tables and mats, and smaller items.

Facility: The Greater Cincinnati location is leased and very secure. It has office and production space and climate-controlled storage (needed by a few clients).

Reason for Sale: It’s time for the Owner to retire. He will be available for any reasonable transition period.

Asking Price: Please contact us to discuss an Asking Price and terms.

To Learn More: If interested, please contact us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.

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