



Profile #280100

CONFIDENTIAL EXECUTIVE SUMMARY

TYPE: Best-In-Class Security and Communication Systems Designer and Contractor

LOCATION: Western United States

DESCRIPTION: **2008 revenues \$35+ million; \$8+ million adjusted EBITDA. Rapidly-growing platform ready to leverage identified new markets and acquisitions.** This well-managed and highly profitable Company designs a turn-key integrated system solution for institutional, commercial, and industrial projects and contractors. It engineers, fabricates, distributes, installs, and services low-voltage security systems (burglar alarms, fire alarms, access control, CCTV) and communication systems (teledata, audiovisual, intercom, mass notification, call stations). It is the largest low-voltage system provider in its market and 80% of its revenues are derived through the Company's repeat customer base. The Company also provides commercial alarm monitoring, system inspection and maintenance services.

POTENTIAL: **The Company is well-positioned for the next level of growth.** The Company has an excellent reputation and is located in a market experiencing growth that is expected to continue for the foreseeable future. Population growth is driving the need for more schools, office buildings, hospitals, malls, etc., which are the Company's core projects. The Company anticipates additional growth opportunities through the government's focus on infrastructure development. The Company is currently increasing recurring revenues from monitoring and maintenance contracts. At the end of 2008, the Company had a \$29 million backlog for 2009 and expects 2009 revenue to reach \$40+ million. Current owners believe \$50 million or more in annual revenues are attainable in two years through organic growth alone. The Company has an excellent footprint for geographic expansion with acquisitions available to enhance this growth.

FACILITIES: Warehouse and office space total 26,000 square feet.

EMPLOYEES: The Company has approximately 140 employees. It has a very stable base of engineers, field technicians, and management. Key management will remain with the Company. Owners prefer to retain a minority position after the sale.

HISTORY: The Company has been in business for 10+ years and is an LLC.

FINANCIAL: The Company financials are reviewed.

	2005	2006	2007	2008 (est)	2009 (forecast)
Revenue (\$000)	16.9	24.0	30.3	35.0+	40.0+
EBITDA (adjusted) (\$000)	1.4	4.7	5.6	8.0+	10.0+

PRICE: Indications of interest are being considered. Sellers willing to be flexible with structure to facilitate bonding issue.

REASON: Company is ready for the next level of organic growth and acquisitions.

Seller is represented exclusively by Aaron, Bell International, Inc. (ABI). All information is strictly confidential, provided by the Seller, subject to change or removal from the market without notice and not warranted by ABI. This information is NOT to be distributed to any third party. All contacts with company or their employees must be approved by ABI in advance. For additional information, please contact:

Lindsay Gardner, Managing Director

lgardner@aaron-bell.com

9101 East Kenyon Ave., Suite 2300, Denver, Colorado 80237 • Office 720.200.0470 • www.aaron-bell.com