



Profile #280100

CONFIDENTIAL EXECUTIVE SUMMARY

- TYPE:** **Best-In-Class Security and Communication Systems Designer and Contractor**
- LOCATION:** Western United States
- DESCRIPTION:** **2007 revenues \$30+ million; \$5.4 million adjusted EBITDA. Rapidly-growing platform ready to leverage identified new markets and acquisitions.** This well-managed Company designs a turn-key integrated system solution for commercial, industrial, and institutional 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 extraordinary growth that is expected to continue for the foreseeable future. Population growth is driving the need for more industrial facilities, schools, office buildings, hospitals, malls, etc., which are the Company's core projects. The Company installs and services residential security systems in high-rise condo projects, but there are additional opportunities for further expansion into the high-end residential market. The Company is currently increasing recurring revenues from monitoring and maintenance contracts. At the end of 2007, the Company had a \$20 million backlog for 2008 and expects 2008 revenue to reach \$40 million. Current owners believe \$50 million or more in annual revenues are attainable in three 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. The Company and one of the partners own the facilities which can be included in the sale if the Buyer so chooses.
- EMPLOYEES:** The Company has approximately 150 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 a partnership.
- FINANCIAL:** The Company financials are reviewed.

	2007	2006	2005
Revenue (\$mil)	30.5	24.0	16.9
EBITDA (adjusted) (\$mil)	5.4	4.7	1.4

- PRICE:** Indications of interest are being considered.
- REASON:** Company is ready for the next level of organic growth and acquisitions.

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