

Data Collection Equipment Sales & Service Company

NVC2103

This Company is a leader in business technology, offering innovative point-of-service products and wide-ranging service plans to a diverse customer base. It specializes in reconditioning and sales of various kinds of data collection devices. It also offers numerous maintenance programs for these products that have been specifically designed to fit the varied needs of its clients. Customer loyalty is reached through an unsurpassed level of customer service and responsiveness. Numerous long-standing relationships with nationally renowned multi location businesses have facilitated steady growth, as well as provided a stable stream of future revenues.

With revenues of less than \$7 million and an impressive adjusted EBITDA of over 15%, this Company sees itself on a clear path of substantial growth.

INVESTMENT HIGHLIGHTS

Superior Branding – The Company has enjoyed a superior reputation for many years. Its focus and expertise on extending the life of products is well-received, as efforts to be environmentally responsible are at the forefront. Quality and integrity are embedded in the Company's culture.

Recession Resistant – The Company is particularly successful due to these devices being mission-critical; when they are in need of repair, it must be done. Servicing, as opposed to purchasing new equipment, is a cost-effective means to preserve the devices and maximize the return on investment. Its focus on profitable, recession-resistant industries such as supermarket and convenience store chains has resulted in lucrative, recurring revenue streams.

Extensive Geographical Reach – Ample operational capacity, as well as consistent industry demand, enables the Company to service clients located throughout the United States and internationally.

State-of-the-Art Technology – The Company has remained committed to emerging technologies, best practices, new products, and staying abreast of latest developments.

Customer Service – Excellent customer service is imperative and the essence of its business. The Company's first priority is always addressing the varied and specific needs of its customers. Ongoing system support is provided through equipment performance monitoring, maintenance, responsive service, and technical assistance.

GROWTH OPPORTUNITIES

Increase Sales Force – There is a limited sales presence today. By increasing the number of salespeople and expanding on the sales structure, as well as escalating telesales efforts, it is believed that business could increase substantially.

Industry Expansion – The expansion opportunities for the Company are extensive. There is significant potential to increase the Company's services and product line into additional growing, high profit industries. The Company has exposure to big box stores and signature capture devices that have not been fully developed. Industries such as these, that are experiencing increased demand, could be targeted.

All inquiries or communications concerning the Company should be directed to:

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