



Business Research & Information Provider

Reference No. 10069

Revenues: \$736,000
Cash Flow: \$101,000
Asking price: \$375,000

Opportunity Summary

This well-established, successful company publishes and distributes business and information technology research reports and other data to businesses, public and private institutions, and individuals. Founded in the early 1990's, the business enjoys a world-wide customer base numbering over 200,000 accounts. With its long standing distribution relationships with some of the best known and regarded research and information providers, this business enjoys a strong competitive position in the market. In its 12+ years in business, this company has garnered an excellent reputation for service and quality, a large customer base, and significant name recognition. The asking price is well justified by the strong historical revenues, consistently positive cash flow, value of the assets, established customer and information provider relationships, and further growth potential. This is a great opportunity for a strategic buyer seeking to expand into this market or for an individual entrepreneur seeking an established, profitable business.

Competition

The company's most significant competition comes directly from the information providers. The company's competitive advantages include its distribution relationship with several major providers and its very extensive existing customer base built over its 12 years in business.

Opportunities

This business has significant growth potential for the right owner. There remains substantial opportunity for growth in increasing the number of provider relationships and expanding the service aspect of the business.

Facilities

The business occupies 2,000 sq. ft. of office and support space in a major commercial center in the suburbs of New York City. With most of its sales conducted electronically, the business can be relocated easily.



Seller Involvement

Seller will assist the buyer, as necessary, to ensure a successful transition and would consider remaining with the business for up to 24 months on reasonable employment terms.

Seller Financing

Seller financing may be available for the right buyer.

Contact

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