

Available for  
Acquisition  
Mid-Atlantic US

# HIGH MARGIN CONTENT MANAGEMENT SOLUTIONS PROVIDER TO LEGAL & GOVERNMENT SECTORS WITH DOMINANT MARKET SHARE

#2101

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## REVENUE EBITDA

**\$6.0 M** **\$1.4 M**  
2021 PROJ. 2021 PROJ.

**\$5.3 M** **\$1.3 M**  
2020 ACTUAL 2020 ACTUAL

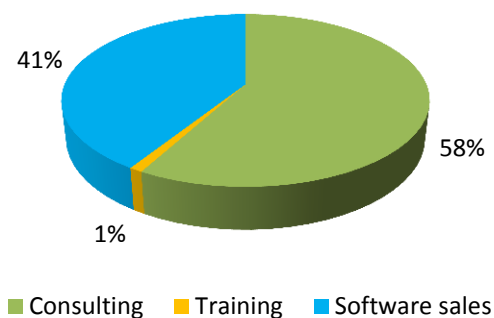
**\$5.9 M** **\$1.4 M**  
2019 ACTUAL 2019 ACTUAL

## BUSINESS HIGHLIGHTS

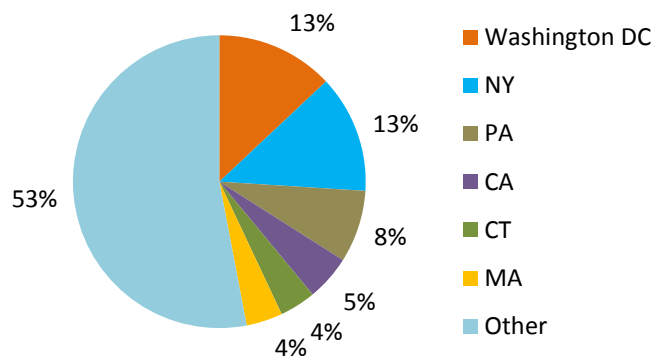
Nationally recognized as the leading provider of enterprise-class content, document and records management software, integration, installation, maintenance and training services to law firms, Fortune 500 corporations, government agencies and other professional services firms, this Company has received numerous awards over its 25 year history.

With more than 100,000 user seats installed, annual maintenance agreements and a very high customer retention rate, the majority of the Company's revenue is recurring. In partnership with multiple industry-leading software vendors, the company offers proprietary productivity enhancement tools and support which form a unique integrated service offering that consistently attracts new clients and is difficult for competitors to replicate. The Company's distinctive competence, market focus strategy, strong reputation and industry brand awareness has resulted in double digit annual revenue growth and a consistently high net profit margin in excess of 20%.

## 2020 REVENUE SOURCES



## 2020 REVENUE BY CUSTOMER LOCATION



## INVESTMENT CONSIDERATIONS

**Dominant Market Share in a Rapidly Growing Industry** - The Company is the largest U.S. reseller for an industry leading vendor partner, which commands a 70% market share in the sector. The \$34 billion global document management services market is projected to increase at a compound annual growth rate of 6.9% to \$57.6 billion by 2027.

**High Customer Retention Rate, Switching Costs and Profit Margins** - The Company's unique integrated service offering and proprietary software modules are attractive to current and future customers for whom direct value comparisons with competitor offerings are more challenging, difficult for competitors to replicate, increase post installation customer switching costs and generate long term recurring revenue with consistently high profit margins.

**High Barrier to Market Entry** - As the only vendor partner reseller authorized to offer a Government Services Administration (GSA) schedule, the Company has the unique ability to provide software and services to the federal government and other government agencies that can or are mandated to purchase via a GSA contract.

**Greg Marsh, Director**

Email: GM@anewvalue.com

Phone: 215-850-1403

**NEW VALUE CAPITAL LLC**

2 North State Street

Newtown, PA 18940

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