



International Acquisition Opportunity

CRM Software Company with Growing International Presence Significant Minority Interest for Sale



Business Description: This Independent Software Vendor (ISV) is a leading Business Support Systems (BSS) Software Solutions Provider, specializing in Product Catalog and Order Management Solutions and large-scale system integration for multinational Tier-1 Communications Service Providers (CSP). The Company has developed an award winning, best-of-breed, niche software, providing end-to-end solutions, combining strong integration capability with advantageous pricing.

Distribution: The Company provided BSS solutions for a variety of International Teir-1 CPSs; they also recently signed a Software License Sale (SLS) contract with Canada's largest wireless operator. The company's products and services reach over 50 million subscribers and oversee more than 1.5 million transactions per day. The Company plans to expand through SLS efforts with; GCC Partners Russia, CIS Partners Asia and with North American Partners. To that end the Company has amassed an immediate pipeline (2016) of projects worth EUR 36 Million.

Operational Strengths: The Company's agile and adaptable flagship CRM allows for ready diversification to ecommerce, online banking and privatized energy distribution in the utilities sector. The Company recently appointed one of the most high profile and well esteemed in the global OSS/BSS arena as its new CEO.

Notes to Financials: Currently the main revenue stream comes from the local currency which was affected negatively by the last three local elections, all resulted with local currency devaluation. We mention that to explain the apparent lack of Revenue and EBITDA growth when reflected in Euros. In 2015 they decided to expand internationally and the 2016 pipeline of 36 Million EURO is all from international players. From here forward Management expects 30% annual revenue growth with 2016 Expected EBITDA of 9-10M Euros.

Financial Summary (All amounts in Euros)				
	2016 Est by Seller	2015	2014	2013
Revenue	23,500,000	18,916,059	20,192,809	19,040,026
Adjusted EBITDA	9-10MM	6,580,237	7,057,156	5,686,234

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
International	Audited	Yes	12	7379

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