



Acquisition Opportunity

**Procedure Management Software Co
Seeks Growth Capital/ Strategic Partners**



Business Description: The Company leading provider of procedural management solutions sold into highly regulated, high-risk industries worldwide. It develops, markets, and supports software and services that increase human reliability and safety in these environments. Its technology is the industry leader in mission-critical, procedure management software and competency assurance solutions sold to refining, chemical, pipeline, energy, power and manufacturing companies.

Distribution: The company's flagship product is comprehensive policy and procedure lifecycle management system that transcends typewriter technology, outputting procedure content to any format on any device anytime, anywhere. The content conforms to how people work and provides access to information including multimedia output and scalability to new technologies. Solutions include sophisticated work technologies that increase human reliability, operational excellence, safety and compliance. Sources of revenue include licensed software, recurring maintenance and high-margin services. **Customers** include **Exxon Mobil, Chevron, Flint Hills Resources, CITGO, Con Edison, Lubrizol, DuPont, Nova Chemical, Firestone Polymers and the New York City Fire Department.**

Operational Strengths: Management is highly experienced with deep vertical industry knowledge. The Founders each have over 25 years in the field. Top VPs have computer science and nuclear engineering degrees and backgrounds.

The Transaction: Management seeks \$3MM - \$5MM to grow the business to the next level. Capital will be applied to sales, marketing, product development and rollout of the SaaS offering. The Company is 100% owned by the two Founders. In addition to growth funding, Founders will consider a recap for a control position.

Financial Summary			
	2016	2015	2014
Revenue	\$5.5MM	\$6.4MM	\$6MM
Adjusted EBITDA	\$366K	250K	\$400K

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
SW	Compiled	Yes	20	5112,7372

Direct All Inquiries to:
Gottesman Company
Refer to: S-2906-1 JPM
Tel: 212-330-8010 Fax: 646-434-4557
E-mail: office@gottesman-company.com

2/28/17

Gottesman Company – 200 East 71st Street – New York, NY 10021

www.Gottesman-Company.com

This document is confidential and contains proprietary information belonging to Gottesman Company. It is unlawful to reproduce or distribute without express written consent of Gottesman Company. No warranties or representations are made in connection with the information provided herein. Gottesman Company is an M&A Business Broker, whose mission is to locate opportunities and introduce participants.