



Acquisition Opportunity

Mobile Device Security Services Co. Seeks Sale

Business Description: Founded in 2009 and based in the Mid Atlantic, the Company provides enterprise mobility solutions that enable businesses and government agencies to allow their employees to use mobile devices, smartphones and tablets for work. It offers unique enterprise mobility services and a strong product portfolio that assist clients through the entire mobility lifecycle. In addition to keeping enterprise data safe, the Company facilitates the migration of traditional desktop work applications to mobile apps for their employees.



Distribution: The Company is an authorized reseller of the six-leading mobile device management platforms (MDMs). These include Mobile Iron, Airwatch, XenMobile, MS Intune, Good, and Maas360. After selecting one of the six for a customer, the Company installs and trains clients how to use and operate the solution. The Company is one of seven companies worldwide selected by Google to manage Android for Work Customers. In addition to platforms, the Company also offers the best workplace security applications including WatchDox, Lookout, Air Patrol, NetMotion, Acellion and Proofpoint

Operational Strengths: The Company sells its services, training and products to both commercial and federal entities including, the **NSA, Ford Motor Co, DEA, ATF, FTC, FDA, HHH, Texas Instruments, Bechtel, US Army, Navy, Airforce, Marine Corp and Postal Service.** Federal contracts are typically for three years. The Company is a DOD Top Secret Facility. The Company has a JPAS account and a FSO for all cleared work. The Company also has employees cleared to high levels. **GSA Schedule Holder:** The Company has a GSA contract with Enterprise Mobility Products, services, as well as trainings listed on it for easy procurement for Federal, State, and Local Government.

The Transaction: The owner seeks a sale of the company to a strategic buyer to provide a measure of liquidity and insure the future growth of the business. He will remain with the operation for one to two years thereafter.

Financial Summary			
	2016	2015	2014
Revenue	\$2.5MM	\$2.8MM	\$1.5MM
Adjusted EBITDA	\$250K	\$250K	\$100K

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Mid Atlantic		Yes	7	7373,7379

Direct All Inquiries to:

Gottesman Company
Refer to: S-2906-2 JPM
Tel: 212-330-8010 Fax: 646-434-4557
E-mail: office@gottesman-company.com

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

www.Gottesman-Company.com

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