



# Transcription and Translation Business, East Coast

2015 Revenue: \$14.5 Million • EBITDA: \$2.7 Million

## Business Activity

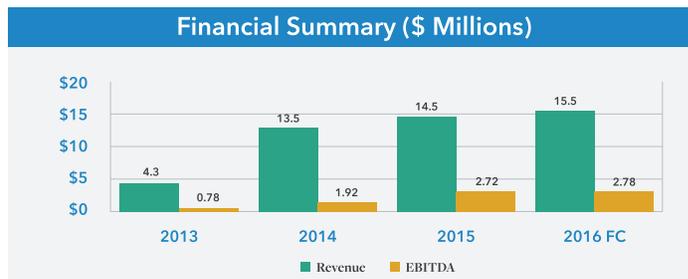
The Company is a well-respected brand in the non-medical transcription and translation industry.

## Market and Customers

Clients include large well-known companies, as well as smaller businesses. In 2015, there were more than 2000 customers. The top ten customers represented 19% of revenue. Half of all 2015 revenue came from customers who have used the Company's services for three years or more.

## Financial Summary

The Company has created a strong, scalable operational business model. A small internal team manages both clients and a large pool of talented linguists (all of whom are 1099). With minimal involvement from the CEO, the Company maintained revenues of \$13.5 and \$14.4 million in 2014 and 2015, respectively. The



*As one of the biggest non-medical transcription businesses in the world, this company earned 88% of 2015 revenue from transcriptions and 11% from translations.*

Owner/CEO would like to sell the Company to someone who is passionate about growing the business. Note the Company has never had a sales, marketing or business development person.

## Business Opportunity

### Overview

The opportunities afforded by this acquisition are substantial. Access to a loyal base of both clients and linguists is extremely valuable. The acquirer could also grow revenues significantly by promoting both existing products and introducing new products already being tested. While the Operations of the Company run smoothly, operational costs can be reduced by continuing development of a unified workflow system that will substantially reduce account managers' time.

### High Customer Satisfaction

The Company works with some of the world's most recognized brands as well as smaller businesses. It uses a "high touch" approach while not aiming to be the lowest priced competitor on the block. This approach has paid off year after year by delivering recurring revenue from existing customers and new revenue from referrals.

### Top Talent

The Company hires only the very best linguists in North America. Because of this recruiting philosophy, they have loyal, passionate linguists who produce the kind of quality product the Company's customers demand (and pay for).

### Strong Culture

The firm has been built on a culture of providing every employee an opportunity for personal and professional growth. The Company has gone above and beyond in treating people well and with respect. This same culture carries through to relationships with linguists and clients. The Company also carries a strong social mission in helping others.

### Large Upside

With the addition of more capacity for translation services, the Company recently delivered its largest project yet—worth nearly \$1 million. The Company is now positioned to handle more projects of this size and larger. In addition, there is an infrastructure in place to handle more business (perhaps double current revenues), which means significantly higher margins on each of those new orders, because fixed costs are not increasing. What it needs is an Owner/CEO focused on selling its services.

### Transaction

The transaction includes all tangible company assets and goodwill.

### Other

Interested parties will be asked to sign a confidentiality agreement.

## Contact Information

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