



Business Transformation & RPA Consulting Firm
ACT Client #201403
Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer a globally recognized Business Transformation, Shared Services, and Robotic Process Automation consulting firm for acquisition. The Company's practitioner-led team of 120 global resources leverages a track record of success, proprietary methodologies, and the latest automation tools, to consistently deliver solutions which enhance efficiency, productivity and client engagement. Founded in 2006, the Company has built its reputation as an expert partner that completes complex projects on time and on budget, delivering significant value to its clients.

Operational Highlights

Global Demand for Robust Operating Models: Businesses around the world are reshaping their operating models, implementing RPA methods and hybrid workforces to drive productivity and economic returns.

High-Growth Consulting & Technology Practice: The Company was among the first to recognize growing market demand for RPA & System Implementation consulting and realigned its services accordingly in 2017.

Scalable, Practitioner-Developed Approach: The Company's methodologies have been crafted and refined over 14 years through intensive academic research and high-complexity engagements with enterprise-scale clients.

Recognized Industry Experts: Principals are frequently booked for keynote speaking engagements at popular industry events and conferences, and the Company publishes its own research reports and industry whitepapers

International Experience: The Company has nine (9) offices located in North America, Latin America, Europe, and Asia.



Financial Highlights

Strong Revenue Growth: The Company's revenue grew at a 23.3% CAGR for the three-year period 2017-2019.

Highly-Profitable: The Company's average gross margin is 46.7% (2017-2019). EBITDA grew 223.3% per annum for the period described.

Stable Cash Flows: The Company has a 14-year track record of cash-positive operations.

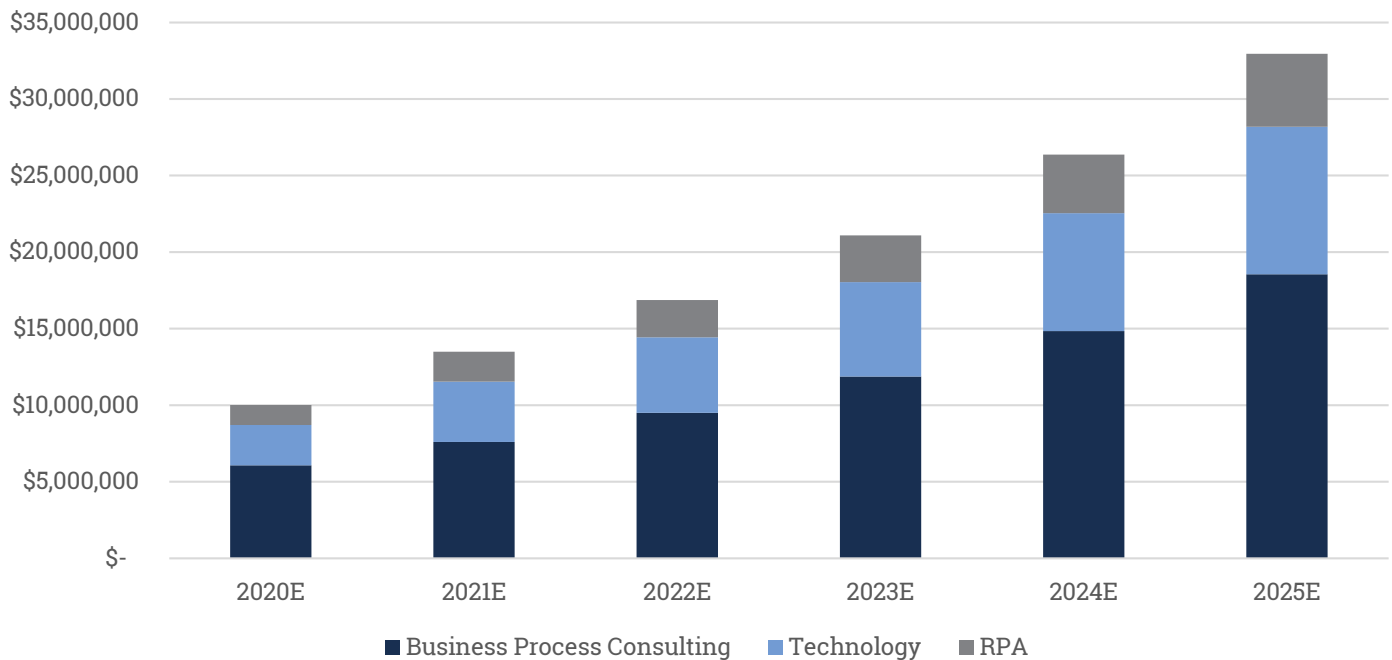
Healthy Balance Sheet: The Company has a strong balance sheet with minimal operating leverage.

- Net Working Capital (12/31/2019): \$1.62MM
- Current Ratio (12/31/2019): 3.48
- Long-Term Debt/Equity Ratio (12/31/2019): 0.19

Financial Information (Historical & Pro-Forma)

(\$USD millions)	2017	2018	2019	2020E	2021E	2022E	2023E
Revenue	\$3.7MM	\$6.7MM	\$6.9MM	\$10.0MM	\$13.5MM	\$16.9MM	\$21.1MM
Gross Profit	\$1.9MM	\$3.1MM	\$2.9MM	\$5.0MM	\$6.7MM	\$8.4MM	\$10.5MM
EBITDA	\$31,749	\$637,198	\$1.1MM	\$2.2MM	\$3.1MM	\$3.8MM	\$4.8MM

Pro-Forma Revenue Mix



Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA’s and CIM requests should be submitted to Michael Seeley, ACT Associate:

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