

Available for Acquisition #201409

California B2B Telecom & Security Systems Provider

ACT Capital is pleased to offer a highly profitable telecom and security systems integrator for acquisition. For the past 50 years the Company has successfully provided solutions including voice, video and security solutions to business, education, and government entities throughout Northern California. The Company is a trusted advisor and has solidified itself as the go-to provider for hundreds of educational institutions throughout the region. In its second generation of ownership, the Company is poised for growth with an incredible bench of technologists, implementation specialists, and field service technicians, all of which are long-term employees with a strong desire to remain with and grow the Company under a new owner and leadership.

Investment Highlights

- **Massive Population Shifts to Northern California.** Massive population shifts from California's main economic centers to northern California's rural communities has resulted in new cities, communities, and major economic centers like Sacramento. The Sacramento region has experienced over 25% growth in the last decade, which has resulted in the development of numerous new schools and local businesses. The Company has 5 decades of deep roots in the education and business arena, which will allow them to take advantage of these new opportunities.
- **New Products & Expanded Sales Force.** In addition to the NEC and Mitel/Shoretel/Ring Central business telephony and the Motorola facility security products, the Company has become the national GSA listed supplier for Valcom Clock&Bell and added the Verkada AI-based security products, HALO smoke/vapor detection systems and Zoom Collaboration to their solutions portfolio.
- **Services – Annuity.** The Company's track record of renewing >95% of their support contracts offers a tremendous base of annual revenue, but also allows close connections to customers, therefore, winning expansions and new projects within their core base.
- **New Sales Resources.** In addition to adding cloud based recurring revenue streams that has grown MRR to almost 40% of the business in 2024, they also added additional dedicated sales resources to focus on the expanded school and government building infrastructure budgets. This is resulted in 2024 being a great growth year with 2025 looking even better.

Facts & Figures

- **Authorized Distributors** for leading technology manufacturers such as NEC, MITEL, Motorola, Valcom, PELCO, Avigilon, and HALO
- **Committed Employee Base**
 - 15+ Average Tenure
 - Most are DOH Compliant
 - Have designed and implemented hundreds of solutions
 - Continuous training on new technologies

40%

Gross Margin due to massive tech refresh for California schools and growth in Cloud-based services

20%

Consistently returns approx. 20% in annual EBITDA margin



Leader in VOIP, IP CCTV, Security, Video, Access Control, Unified Communications, and Remote Monitoring Solutions.



Robust technology and implementation team committed to providing the latest and most effective technology solutions.



Strong reputation and relationships with leading education and government clients in the northern CA market.

Available for Acquisition #201409

Summary Financial Information

	2020	2021	2022	2023	2024
Revenue	\$2.25M	\$3.18M	\$2.89M	\$3.29M	\$4.10M
Gross Profit	\$0.94M	\$1.18M	\$1.17M	\$1.17M	\$1.51M
Adj. EBITDA	\$0.43M	\$0.57M	\$0.54M	\$0.50M	\$0.77M

Contact Information

For more information, please contact:

ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
Mercer Island, WA 98040

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).

NDAs and CIM requests should be submitted to:



Kevin Outcalt

Managing Director

koutcalt@actcapitaladvisors.com

(925) 785-9486



Jeff Zanardi

Managing Director

jzanardi@actcapitaladvisors.com

(408) 832-7241