

Available for Acquisition #220801

Manufacturer of SaaS-Enabled Tablet Kiosks for Schools, Business and the Enterprise



Company Overview

ACT Capital Advisors is pleased to offer a manufacturer of tablet kiosks for acquisition. The Company produces a range of commercial quality tablet enclosures, supports, and docking mechanisms in combination with a cloud-controlled software management system. The SaaS-based system provides easy deployment and management of hundreds of tablets at a time in demanding environments. The SaaS offering tracks this activity, geo-locates unmounted tablets and gives IT personnel the ability to manage large amounts of devices over multiple locations.

Investment Highlights

- **Proprietary Product Line** – The Company has 14 patents covering the technology within their most popular products. This creates a strong barrier to entry for potential competitors.
- **Large Enterprise Accounts** – Sales efforts have focused on landing large accounts in hospitality and retail. Their customer base includes marquis names such as Costco, Royal Caribbean and Kaiser Permanente.
- **Capacity for Growth** - The Company has manufacturing, warehouse and office facilities to support a run rate of roughly double 2022 sales (\$8 million annually) without additional capital expenditures.
- **Opportunity to Develop New Sales Channels** - The Company has a small group of resellers but no organized development of this channel. Additionally, the Company has done some sales through a Shopify store, but could grow this channel to support repeat business and replacement parts.
- **Integrated SaaS Offering** – The SaaS offering is billed as a monthly subscription. Adding the management software to the hardware assembly results in customer stickiness. There isn't a better combined solution available.

	2019	2020	2021	2022
Revenue	\$ 2,469,852	\$ 2,632,746	\$ 1,582,235	\$ 3,967,500
Gross Profit	\$ 1,397,197	\$ 1,573,853	\$ 882,375	\$ 2,371,768
Adjusted EBITDA	\$ 92,405	\$ 336,744	\$ (380,693)	\$ 507,467

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Contact Information

For more information, please contact:

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Interested parties should execute the #22081 Confidentiality Agreement (CA) and return it to ACT Capital Advisors. We will provide additional details of the opportunity upon receipt of the CA.



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