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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased.
There is no cost or obligation to pursue this company for sale.

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MEDICAL BILLING SOFTWARE Relocatable

Annual Revenues: \$3,356,678
Cash Flow: \$2,472,685
Asking: \$17,300,000

This company, founded in 1988, is a developer of a recurring revenue business model medical billing software used by the behavioral health industry.

The company has experienced very high margins (12-month EBITDA margin as of 6/30/18 was 68%), and produces high annual revenue per employee of \$559,446, as well as \$383,228 in EBITDA per employee.

This business is operated virtually with employees working remotely from throughout the country.

This business is truly turn-key with strong, stable, long-term staff in place. After the first two months of on-boarding a new client there is a very low level of ongoing staff time required beyond customization (which is billed for), and software updates. The software lease fees become a source of monthly recurring revenue.

Growth and expansion opportunities include: 1, initiate an active sales and marketing campaign - virtually no marketing or advertising has been done in the past; 2, increase prices - this business' monthly pricing is similar to some competitors maintenance charges AFTER buying software; 3, continued revenue growth will lead to higher margins - this business can grow by about 25% without adding additional staff (its primary expense), so most of that revenue will drop to the bottom line; and 4, offer an out-sourced billing service.

This software is used in client clinics in 30 states and includes some larger healthcare systems that appreciate its enterprise-level functionality. There's a low level of annual client churn (less than 11% from 2010-present), and it has attracted, on average, seven net new clients per year.

The owner is committed to a successful transition and will stay on for 2-5 years after closing.

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