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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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MANAGED IT & IP TELEPHONY SERVICES Michigan

2018 Revenue: \$4.77MM
2018 EBITDA: \$1.12MM

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- **Recurring Revenue Business Model Focus: Steadily increasing company's revenues generated from managed services contracts (48% of annual sales) with enhanced sales resource and focus.**
 - **Diversified Customer Base: With over 275 clients, no single customer represents more than 3.5% of annual revenue, and the top 5 customers represented 15% of sales in 2018. Their customer base is also well diversified across several industries.**
 - **Growth in Revenues and in Profitability: The Company has achieved a 69% sales growth from 2015 - 2018 while steadily increasing EBITDA margins from 19% to over 23% over the same period.**

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