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ADVANCED STRUCTURE CABLING PROVIDER Southwest USA

**Est 2021 Revenues: \$9,500,000
Est 2021 EBITDA: \$625,000**

Company designs, installs and integrates advanced structured cable networks, security systems and audio-visual systems with a growing projects backlog.

Highlights:

- **25+ year track record**
- **Focus on integrating higher value-add, higher margin security and A/V systems along with advanced structured cabling networks**
- **Company delivers one-stop, comprehensive solutions for customers seeking to install advanced technology systems**
- **Strong, established presence within a high-growth USA state**
- **Attractive end markets– Healthcare, Universities and local Education networks, State and Municipal government sponsored Projects, Hospitality, Multi-family residential and other commercial**
- **Diversified Customer Base: No customer accounts for more than 10% of revenue and many customer relationships are longer than 10 years**
- **Company drives direct to customer project contracts, (70% of revenue) vs. general contractor formats**
- **Company led by founder with strong management team, project managers and technical installation / integrator teams**
- **(70) Non-union employees**

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