



Nationwide Online Testing Systems

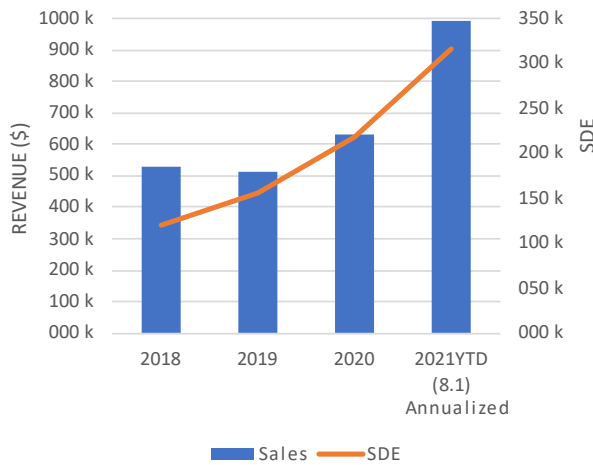
OFFERING



Don't miss this rare opportunity to acquire an established online testing systems business. The Company provides for the delivery of practice and certification exams and related services in support of test delivery, that can be broken up into two categories: 1) Proctoring options and 2) Custom designed Candidate Management Systems.

The Company serves clients in various markets such as associations, government bodies, and corporations. Throughout the nation for over two decades. They are highly regarded for their state-of-the-art technology, allowing for minimal technical support requirements in a more personalized fashion.

Financial Performance



INDUSTRY TRENDS (1)

- **Ramping Revenue Growth.** Industry revenue increased 12.3% in 2016, 10.6% in 2017, 9.9% in 2018, 9.2% in 2019 and 13.2% in 2020.
- **Growth For Security Software Market.** Security continues to be a lucrative market for the software industry, as an increasing amount of corporate data is exposed to the Internet. Worldwide revenue for security software increased about 8% in 2016, 10% in 2017, 9.7% in 2018 and 13.9% in 2019, according to Gartner. High growth categories included security information and event management (SIEM) and IT outsourcing. Global spending on security software is forecast to grow 8.3% annually through 2024.
- **Employment by software publishers increases.** Overall employment by software publishers changed 6.4% in May compared to a year ago, according to the latest data from the Bureau of Labor Statistics.

(1) Vertical IQ

BUSINESS HIGHLIGHTS

People: Made up of a core group of employees and dedicated business partners who have worked with the Company for over 20 years. Because of their scalable structure, they can respond to client needs in a timely and cost-effective manner.

Price: All contracts are unique and based on the clients' services required and total annualized attempt volumes.

Services: Agile testing system that can respond quickly to a client's needs, with 38 fully translated language front ends, unparalleled customization of testing programs, superior feedback, and unmatched security.

Customers: Diversified list of customers in various markets with no customer concentration issues.

Return on Investment Table Similar to SBA Financing Structures

	SBA	Notes
4-Yr Weighted Average SDE	\$235,000	18'-21'YTD (8.1) Annualized Weighted-Average Seller's Discretionary Earnings
Officer's Replacement Salary	\$66,000	Assumption
Earnings Available for Debt Service	\$169,000	
Purchase Price	\$950,000	Purchase price
Down Payment (20%)	\$190,000	
Financed Amount	\$760,000	
Total Project Cost	\$950,000	including costs financed
Loan Terms		
Loan Amortization (years)	10	
Monthly Payment	-\$8,154	5.25% interest
Annual Payment	-\$97,850	
Net	\$71,150	
ROI	37.45%	cash on cash
Debt Service Coverage (Most banks require > 1.25)	1.73	Based on SDE after Buyer Salary

Notes: Above figures are estimation only. This is for informational purposes only and buyer is advised to consult with his or her respective advisers.

Copyright c VR 2009-2021

Business is Priced at \$950,000 - NDA required to view information.

Contact Young Bebus, Managing Broker at Youngb@VRTwincities.com or Sean Carey, Business Broker at Sean@VRTwincities.com

Office: (651) 330-1767 | VR Business Brokers, Mergers & Acquisitions | www.VRTwincities.com