



Project Flex

We are pleased to represent this dynamic and growing company in a great niche.

Project Flex is a Digital Transformation firm in the Puget Sound Region with ~150 clients and a great reputation.

Here's an overview & some company attributes.

- History of sales and profitability growth
- Digital transformation including CRMs, ERPs, APIs, 3PL, and more including three plus years of working with AI.
- 35-40% profit after owner's compensation
- Repeat customers who provide ongoing (recurring) revenue
- Company culture has produced loyal employees with a high retention rate
- Reason for selling is after 20+ years the owner feels he has reached his managerial ceiling
- Owner willing (wants) to stay on to concentrate on sales and strategy, and be part of something larger

Talent & Accomplishments include:

- Full-digital project lifecycle capabilities: design, development, deployment & beyond
- High degree of experience with cutting-edge technologies
- AI, HIPAA, NFT, Blockchain, Shopify & Enterprise Application Development experience
- Current client list includes many nationally-recognized brands and companies
- Company holds numerous proprietary apps and intellectual property that it resells or licenses on a reoccurring basis

The numbers.

Revenues & EBITDA*:

	2018	2019	2020	2021	2022P
Revenues	\$1,374,081	\$1,432,451	\$1,567,156	\$1,707,267	\$2,001,233
Growth %		4%	9%	10%	16%
Adjusted EBITDA**	\$484,000	\$600,000	\$624,000	\$677,000	\$861,000

*Earnings Before Interest, Taxes, Depreciation, and Amortization (Rounded)

** EBITDA adjusted for fair market owner compensation (after allowing for a \$150,000 owner salary in 2018-2021 and \$200,000 in 2022), moving expenses, and top-heavy pension contribution