

# FOR SALE: Installation of Surveillance Systems for Corporate Clients

*Great work-life balance- current owner lives out-of-country part time!*

## Financial Overview

**List Price:** **\$900,000**

### Gross Sales

2023
\$1,081,373

### Cash Flow

2023
\$300,973

**Valuation:** 2023 Cash Flow x Multiple = Valuation  
 \$300,973 x 3 = \$902,919

## Assets Included in Purchase\*

**Equipment:** Drills, drivers, hammer drills, ladders, crimpers, wire cutters, pliers, screwdrivers, stapling equipment, conduit benders, cable testers, camera testers, laptops

**2 Vehicles:** Ford Transit and a Ram truck

## Business Information

**Services:** Installation of surveillance systems, secure wireless camera networks, license plate capturing cameras, Point of Sale (POS) surveillance systems, and video system design

**Clients:** Primarily commercial: multi-building apartment complexes, HOA's, hotels, strip malls, restaurants, hospitals, etc.

**Service Area:** San Francisco Bay Area (80%), Regional (15%) and National (5%)

**Staff:** 6 including Operations Manager, 2 low voltage cable installers, 2 IT staff and 1 Bookkeeper/ Admin. Plus there are 2 crews of independent contractors that are utilized

**Owner's Responsibilities:** Oversight, lives out of the country 5-6 months out of the year

**Building:** 500 sq. ft. office space – low overhead

**Reason for Selling:** Retirement

**Seller Training Period:** 6-12 months

**Year Established:** 2008

**Location:** San Francisco Bay Area, California

**Growth Opportunities:** Increase installation of temperature scanning cameras and video monitoring, expand to vertical markets (fire alarm installation, smart home systems, etc.), add government & municipal contracts

## Funding Example

**Purchase Price:** **\$900,000**

<b>10% Buyer Down Payment</b>	\$90,000
<b>10% Seller Financing</b>	\$90,000
<b>15% Earnout based on Performance</b>	\$135,000
<b>65% Bank Loan</b>	\$585,000

## Description

This surveillance system installation company is based in the San Francisco Bay Area, California. The company specializes in installing surveillance systems for commercial clients, which include multi-building apartment complexes, HOA's, hotels, strip malls, restaurants, hospitals, and more. The services offered include low voltage cable installations, IT support, and system maintenance. Catering to commercial businesses in the San Francisco Bay Area, the company has built a reputation for providing reliable and efficient surveillance system installation services to various industries, including property management, hospitality, healthcare, and retail. With a focus on the commercial sector. The team consists of six full-time employees, including an operations Manager, two low voltage cable installers, two IT staff members, and one Bookkeeper/Admin. The company also works with two crews of independent contractors to handle larger projects or peak demand periods. The seller oversees the company's operations and is responsible for strategic planning and decision-making. However, they live out of the country for five to six months out of the year. In their absence, the Operations Manager handles day-to-day tasks and ensures that the business continues to run smoothly. This business operates out of a 500 sq. ft. office space, which helps keep overhead costs low. The reason for sale is to plan for retirement and in order to ensure a smooth transition for the new owner, the seller is willing to provide training for up to 6-12 months after the sale.

Priced at **\$900,000**, a 10% down payment will return \$191,912 in the first year after debt payments. There are several growth opportunities that can be pursued by the new owner. These include expanding into temperature scanning camera installations and video monitoring services as well as exploring vertical markets like fire alarm installation and smart home systems integration. Additionally, there is potential for expanding into government and municipal contracts to further increase revenue streams. By capitalizing on these opportunities, the new owner can build upon the existing foundation and drive continued growth for the business.

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