

Acquisition Opportunity

[IBCS] – [Medical Scribe Staffing Company]

Corporation Type: Limited Liability Company Location: DFW NAICS Code: 561311, 561410, 541930

The Company specializes in providing medical scribe staffing services to emergency departments and clinics. Its primary goal is to enhance healthcare documentation through the use of dedicated scribe personnel. These scribes are responsible for capturing and managing patient information in real-time. By handling the documentation tasks, the scribes allow healthcare professionals to focus more on patient care. This support improves both the efficiency and accuracy of medical record-keeping. As a result, the overall quality of patient care and operational workflow in healthcare settings is significantly enhanced.

ASKING
\$650,000

Top Details/Business Activity

- **Proven Longevity:** The company has been a leading industry player since its establishment in 2013, demonstrating over a decade of success and growth.
- **Streamlined Operations:** The company is guided by comprehensive systems and processes, ensuring efficient and effective operations.
- **Consistent Revenue:** The company has maintained an average gross revenue of \$3.66 million over the past four years, with a forecasted increase to \$4.17 million in 2024.
- **Robust Cash Flow:** For 2024, the company's cash flow is anticipated to surpass \$292,000, reflecting strong financial health.
- **Pristine Financial Records:** The company's financial records are impeccably maintained, with no addbacks, ensuring transparency and accuracy.
- **Reputable Brand:** The company has built an excellent reputation for delivering high-quality service consistently.
- **Referral-Based Growth:** A substantial 80% of the company's business is derived from referrals and repeat clients, highlighting its strong customer loyalty and satisfaction.

Strengths

- **High Quality and Positive Reputation:** The company is recognized for its superior service quality, which has cultivated a positive reputation among clients in the healthcare sector.
- **Consistent Cash Flow:** Demonstrates robust financial health with steady and reliable cash flow, ensuring operational stability and the ability to invest in growth opportunities.
- **Owner Removed from Daily Operations:** The owner's minimal involvement in daily operations exemplifies a strong, independent management team capable of running the business autonomously.
- **No Owner Perks:** The financials are straightforward and not inflated with discretionary expenses, providing a clear picture of the business's operational profitability.

Weaknesses

- **Dependence on Staffing:** As a staffing company, the business heavily relies on the availability and quality of its workforce, which can be vulnerable to fluctuations in labor supply and demand.
- **Labor Market Sensitivity:** The company's performance is closely tied to the labor market conditions, making it susceptible to economic downturns or shifts in employment trends that could affect staffing levels.

Reason for selling:

- The owners are seeking to explore new opportunities and commitments that align with their evolving professional and personal goals. As a result, they are looking to sell the business to focus on these new ventures.

Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2024 Annualized \$'000	2023 \$'000	2022 \$'000	2021 \$'000	2020 \$'000
Revenue	4,169	3,643	3,655	3,759	3,572
Adj. EBITDA*	292	(45)	70	119	314

*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

Included in offering:

- Working Capital: up to \$319,000
- Fair Market Value of Fixed Assets: \$5,000

Business Days and Hours

- Monday – Sunday: 24/7

Employees:

- The Company employs 12 to 20 full-time staff and approximately 300 part-time employees, equivalent to 200 to 250 full-time positions. The key employee, the COO, will remain in their role under mutually agreeable terms.

Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

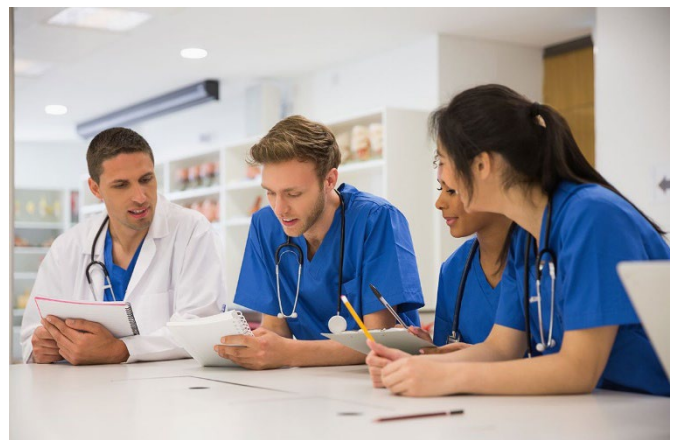
Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Ian Biggs, Managing Director

ian@thevantgroup.com

(720) 289-8262



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Company Name: Medical Scribe Staffing Company
Sale Price & Down Payment: \$650,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. If Buyer decides not to pursue the possible purchase of the Business or Seller decides not to pursue the sale of the Business, Buyer will promptly destroy, delete and return to Broker all Information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.
9. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
10. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

Company Name

Street

Signature

City State Zip

Print Name

Phone

Date: _____

Fax