

## Virtual Mentoring Software Company for Sale

Founded in 1989 by an Harvard University trained Counseling & Consulting Psychology HR expert, The Company is a mentoring consulting firm specializing in providing its clients with consulting and SAS services to help them discover the potential of individuals within their organization, whether new entrants or seasoned executives. The Company is a virtual company at this point and its founder & CEO is technically its only employee. Annual revenues are at about \$400,000, with annual financial benefits to the owner totaling about \$200,000.

The Company typically works with just under 20 clients at any time, most of which are Fortune 1000 companies. The largest client makes up about 40% of annual revenues. This specific client is on a 4 year contract that is up for renewal in 2018. The Company is in regular contact with that client and has no reason to believe that they will not renew the contract. The rest of the revenues are generated by clients that each generate about \$7,000 to \$20,000 in annual revenues, depending on their size. Many clients are on multi-year contracts that can range from 1 - 5 years in length.

The company could be run from virtually any location in the USA or the world, and is an ideal add-on acquisition for an existing HR Consulting firm that wants to gain access to The Company's blue chip customer base and/or branch out into providing its existing customers with a mentoring software solution that generates recurring revenues.

The Company has channeled its many decades of experience in professional mentoring into the development of its mentoring software. Onetime fees from onboarding new customers to the software, and licensing fees for its ongoing use, now generate more than 90% of The Company's annual revenues. This proprietary software - an industry-leading, global enterprise class, multi-tenant, corporate mentoring SaaS application with over 20,000 users, is built on current Microsoft technologies. The software has a very active user population (60%) with a near 90% annual renewal rate. Its forms are highly customizable and can thus be tailored to the individual needs of an organization. An intuitive interface translates into rapid deployment and high levels of staff engagement.

The Company's intellectual property portfolio was built over 30 years and includes The Company's sophisticated matching algorithm engine, several hundred reusable white papers, blog posts, podcasts, newsletters, e-learning courses, e-books, domain names, industry best practices etc., with over 6700 active subscribers consisting of highly-qualified HR professionals.

The owner has reached retirement age and is looking to sell his company. He is in good health and available for a transition period, to transfer his customer contacts.

Please contact Anja Bernier at Efficient Evolutions LLC ( [abernier@efficientevolutions.com](mailto:abernier@efficientevolutions.com) or 781 806 0880) if you have an interest in learning more about this acquisition opportunity. A detailed Offering Memorandum is available to qualified buyers, after the execution of a non-disclosure agreement. We pay referral fees for successful introductions to buyers. Please contact us for details!