



ACQUISITION OPPORTUNITY CONFIDENTIAL PROFILE

Offering #:	Industry: Software and Device Manufacturer
Location: Southern CA	Target Industries: Health Care & Financial
2006 Revenues: \$5.0. MM Est.	2006 Estimated Cash Flow \$1 million
2005 Revenues: \$2.5 MM	2005 Estimated Cash Flow \$400K

- Cutting edge software/Hardware VPN Appliance with 2-factor strong authentication capabilities
- Products that generate subscription-based recurring revenue

HARDWARE/SOFTWARE MANUFACTURER OF SECURITY PRODUCTS

This firm provides a comprehensive mix of security hardware and software product solutions, coupled with expert professional services that solve multiple security problems faced by global companies and organizations. It also provides comprehensive network security solutions and information asset protection for corporations, organizations, and government agencies around the world.

It offers products that generate subscription-based recurring revenue with tremendous upside in the Health Care and Financial verticals. With 145 active clients, this technology firm manufactures as well as resells a mix of security hardware and software product solutions. A \$2MM development effort resulted in a unique VPN Appliance offering. These solutions, coupled with expert professional services, can solve multiple security problems faced by global companies and organizations.

Besides being the largest RSA reseller in the West, this firm is able to provide comprehensive network security solutions and information asset protection for corporations, organizations, and government agencies around the world.

As part of the acquisition, the prospective buyer will acquire the following: (a) Ownership of Two (2) fully released Products: A VPN Appliance (the result of \$2MM Development effort) and a Secured Instant Messaging product (b) Professional Services Capabilities for RSA Security, Funk, and Airespace (c) Development Capabilities for Security Software & Security Hardware Product Integration (d) Capabilities for Network Design & Engineering. Revenues projected to over \$5MM for 2006.

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