

# Acquisition Criteria

**Overall Objective:** TenBridge Ventures LLC seeks to acquire companies through the strategic acquisition of established and profitable businesses in the U.S. Ideal candidate target companies would have the following characteristics:

## Business Description Criteria

- (1) Unique product mix with medium to high technology component
- (2) Product-based company preferred, but not required
- (3) Healthy established business model with viable potential to lead a market niche
- (4) Demonstrated growth/momentum; potential to scale
- (5) Solid, proven leadership with potential to remain engaged
- (6) Unsaturated niche
- (7) Birmingham-based company preferred, but not required

## Financial / Structure Criteria

- ✓ \$350,000 - \$1.5 million of Adj. Net Income
- ✓ \$2 million of Revenue or higher preferred, but others will be considered
- ✓ 10% annual revenue growth potential
- ✓ 20%+ Adj. Net Margin
- ✓ Low customer concentration
- ✓ Controlling ownership position
- ✓ Seller financing an option, but not required

## Characteristics NOT of Interest

- ✗ Highly Distressed / Workout opportunities
- ✗ Highly regulated businesses (banks, insurance companies, and utilities)
- ✗ Restaurants
- ✗ International headquartered companies

## Contact Information

Brent Fuhrman  
Managing Director  
c - 205.492.8209  
e - [bfuhrman@tenbridgeventures.com](mailto:bfuhrman@tenbridgeventures.com)