

Fabricante experimentado de tecnología patentada





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Desde su sede en California, la empresa se especializa en el diseño, ingeniería, fabricación y distribución de una gama de lectores de tarjetas estándar y personalizados para su uso en equipos electrónicos especializados. El plano del cuerpo de plástico y la configuración de los circuitos permiten utilizar un único tipo de placa electrónica en varias series de lectores. El conjunto de cabezal magnético lector adjunto está diseñado para adaptarse universalmente a todas las variantes. El sistema puede configurarse para dos opciones de detección de tarjetas: óptica directa o mecánica. La descodificación de los datos la realizan controladores integrados que se basan en un algoritmo propio, reprogramable según las especificaciones del cliente.

Como el propietario participa activamente en las tareas de liderazgo, las relaciones con los proveedores y las especificaciones de ingeniería de los productos diseñados internamente, lo ideal es que el comprador incorpore a un ingeniero para que absorba los conocimientos durante la transición. Además de mantener un sitio web activo, comprometerse con los ingenieros y beneficiarse de las referencias de una clientela recurrente, el vendedor emplea la publicidad directa por correo y participa en Exposiciones Globales Anuales (G2E, etc.) para ampliar la red de contactos del sector.

A pesar de un bajón financiero tras la pandemia de 2020, la empresa no tiene deudas y proyecta unas ventas de 1,8 millones de dólares para 2023. Los ingresos del año pasado ascendieron a 1.414.687 \$, junto con unos beneficios discrecionales de 249.341 \$ y un EBITDA de 172.345 \$. Con un alcance local e internacional que abarca dos décadas, las cuentas por cobrar y los trabajos en curso pueden negociarse en la venta, lo que convierte a esta empresa en una valiosa adición para llevar un negocio existente al siguiente nivel.

La propiedad utiliza aproximadamente la mitad de una tienda de 2.100 pies cuadrados para el inventario y algunos equipos. Este negocio tiene una base sólida y presenta oportunidades de expansión.

TARGET PRICE

\$1,100,000

GROSS REVENUE

\$1,414,687

EBITDA

\$249,341

BUSINESS TYPE

Electrónica/Computadora

INVENTORY

\$339,916

REAL ESTATE

Arrendado.

ESTABLISHED

2019

COUNTRY

Estados Unidos

BUSINESS ID

L#20230571

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