

ESTABLISHED IT INFRASTRUCTURE & SMART SYSTEMS DEPLOYMENT PLATFORM (IT NETWORKING, CABLE INFRASTRUCTURE, ELECTRICAL SYSTEMS INTEGRATION, VOICE AND WIRELESS CONNECTIVITY)

Manhattan, NY

Listed Price: \$ 11,475,000

Listing ID: CNY8881125



Listing Details

Gross Revenue:	\$ 16,864,000
Cash Flow:	\$ 1,817,000
FFE:	\$ 1,200,000 (Included in Price)
Real Estate:	\$ 2,000,000
Inventory:	\$ 151,521
Form of Ownership:	S Corp
Terms and Conditions:	Negotiable
Reason for Sale:	Retirement

Training & Support: Complete Training & Support will Be provided...

Listing Summary

Business Description: **30+ Year Operating History | Government & Enterprise Clients | Scalable National Platform**

Overview

The company is a technology infrastructure and services company founded in 1989 and headquartered in New York City.

With over 30 years of operating history, The company has evolved into a trusted provider of network infrastructure solutions, IT consulting, smart building technologies, and technical services across enterprise, education, healthcare, transportation, and government markets.

The company operates as a single-source infrastructure deployment partner, delivering end-to-end solutions from planning and design through installation, integration, and ongoing support.

History & Evolution

Since its inception, The company has grown from a provider of custom cable assemblies into a full-spectrum IT and network services organization.

Over four decades, the company has expanded its offerings to include:

- Structured cabling and fiber optic infrastructure
- Electrical systems integration
- Security and communication technologies
- Wireless and smart premise deployments
- IT consulting and workforce solutions

This long-standing presence has enabled the company to develop strong relationships with enterprise clients, Fortune 500 companies, municipal agencies, educational institutions, and city and state government entities nationwide.

Core Capabilities

The company delivers end-to-end solutions that allow organizations to build, optimize, and maintain mission-critical technology infrastructure.

Network Infrastructure Installation

- Structured cabling (fiber & copper)
- Data & voice networks
- Wireless connectivity & cellular repeater systems
- Large-scale infrastructure deployment

Security & Communication Systems

- CCTV and video surveillance
- Access control systems
- Smart premise technologies
- Communication systems integration

Electrical & Smart Building Services

- Low & high voltage electrical systems
- Integration aligned with network and communications infrastructure

IT & Technical Services

- IT consulting and project management
- IT staff augmentation & workforce solutions
- Technical support services

Product Sourcing

- Network components
- Communication hardware
- Infrastructure equipment procurement

This integrated service model enables the company to execute projects ranging from localized installations to national and global infrastructure engagements.

Market & Client Focus

The company serves small, mid-sized, and large enterprises, including:

- Fortune 500 companies
- Municipal & educational institutions
- City and state government agencies
- Healthcare & transportation organizations

The company emphasizes customized, secure, and scalable deployments backed by certified technical professionals and adherence to industry best practices.

Competitive Advantages

- **Established Track Record:** 30+ years of sustained operations
- **Full-Service Model:** Projects managed from design through support
- **Certified Technical Workforce:** Engineers, project managers, and field technicians
- **Licensing & Compliance:** NYC Master Electrician & NYS security certifications
- **Strategic Channel Partnerships:** VARs, MSPs, system integrators
- **Flexible Engagement Model:** Prime contractor, subcontractor, or white-label deployment partner
- **Operational Infrastructure:** Warehouse, fleet management, logistics capability

Investment Highlights

- Positioned in high-growth smart infrastructure, security, and network modernization markets
- Strong barriers to entry due to licensing, technical expertise, and certifications
- Diversified client base across public and private sectors
- Scalable workforce and platform-ready infrastructure
- Expansion opportunities through geographic growth and add-on acquisitions
- Attractive acquisition candidate for strategic contractors or private equity-backed platforms

Historical Summary:

History & Evolution

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Owner Qualifications:

Some Prior business experience is helpful. Technical expertise is not required...

Competition:

Limited

Potential Growth:

Unlimited

Financing/Terms:

Negotiable

Location

Lease Expire:

0000-00-00

Option:

Yes

Lease Security:

27100

Monthly Rent:

\$ 27,100

Type of Location:

Commercial

Facilities:

3,400 sq ft Commercial Building owned by the sellers, plus an offsite local rented warehouse that is 10,000 sq ft.

Operation

Year Established:

1989

Days & Hours of Operation:

Mon - Fri 9 AM - 5 PM

Owner Hours:

40

Employees:

75

Managers:

8

Absentee Owner:

No

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