

# **NTS - Software & Services Company**

## ***Advantages to Strategic Buyer***

1. Focused Software Product Line – easily understood and managed. Little chance for conflict with buyer's products.
2. Established Diverse Customer base – many sizes, many industries.
3. Stable, proven product. Mature product already has all needed features. Development limited to streamlining and modest feature enhancements.
4. Clear title to intellectual property – all in house development from scratch, in standards-based, web-native architecture.
5. Profitable for 13 straight years. Gradual, steady growth history.
6. No debt, no outside obligations other than office space lease. No outside equity, investors or pressures.
7. Existing mature sales pipeline, recurring revenue renewals.
8. No Accounts Receivable – almost all cash operations.
9. No third-party entanglements or obligations. Limited reseller dependency.
10. No hidden liabilities. All software licenses have been issued with 'as-is' clause and limitation of liability to fees paid. Very little chance of disgruntled customer seeking refunds or litigation.
11. Operational infrastructure in place (staff, networks, servers, products, collateral). Servers owned, not leased. No capital investments required.