

# TELECOMMUNICATIONS PRODUCTS AND SERVICES COMPANY

## COMPANY OVERVIEW

The Company, founded in 2004, is a national provider of telecommunication products and services. The Company started its business by providing shelters for the electronics supporting telecommunication towers, electrical sub-stations, and other transmission oriented networks. Shortly after its founding, the Company expanded its product offerings by adding fiber optics systems and introducing tower support services, including the provision of telecommunication towers. The Company's primary customers are network providers, outside plant general contractors, energy and petroleum companies, private radio, railroads, municipal and state government, telephone companies, and wireless carriers and tower owners.

The Company's Midwest headquarters is a 12,000 square foot office, which also includes a stocking location that houses 25% of the Company's inventory. In addition, the Company has 11 stocking locations strategically located throughout the United States.

The business is structured into three operating divisions -

- **Telecommunication Services** - Shelters, cabinets, power systems, generators, automatic transfer switches, and project management
- **Tower Services** - Tower modifications, raw land builds, project management, installation, configuration, audits, and close-outs
- **Outside Plant Services** - Network design, construction, installation, configuration, splicing, and project management

The Company has differentiated itself by acquiring and controlling product delivery. Unlike other infrastructure construction businesses that use a "broker" business model, the Company maintained just-in-time inventory levels to provide nimble and flexible customer responsiveness. This approach distinguished the Company with its ability to provide instant and accurate information packets, including pricing bids and cut sheets, as well as timely customer delivery. The Company's delivery service levels have garnered a repeat client base of over 275 customers throughout the United States.

The assets of the Company are being marketed for sale by a court appointed Receiver, MainStream Management. [Click HERE](#) to request an NDA.



## REQUEST AN NDA



## Key Facts

- Revenue of \$13.3 million in 2014
- 34 full-time employees
- Diversified product offerings across three operating divisions: Telecommunications, Tower, and Outside Plant
- Established, direct relationships with global wireless carriers and network providers for tower work
- Over 275 customers from 2012-2014

## Strategic Purchase Considerations

The assets of the Company are well suited for strategic buyers interested in -

- Capitalizing on the operations, processing capabilities, and customer and supplier relationships to expand a telecommunications business
- Creating vertical integration to complement an existing supply chain, production capability, and/or marketing activity



## MAINSTREAM MANAGEMENT, LLC

Since 1999, MainStream has advised leaders on finance, operations and corporate growth to advance the long-term value of their organizations