

BUSINESS ACQUISITION

# I'm looking to acquire an established SMB in Quebec

Dominic Guimond, Eng. — President, GESMOND



I want to acquire a profitable SMB, take over its leadership and grow it with the existing team. I get actively involved from day one to strengthen the organization and ensure its long-term continuity, with a development horizon of 10 years or more.

CRITERIA

## What I'm looking for

|                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sectors          | <p>I favour mainly B2B businesses, with real operations and repeat customers:</p> <ul style="list-style-type: none"><li>– <b>Business services:</b> including technical and industrial services, managed IT services, and established specialized software serving a professional clientele</li><li>– <b>Specialized distribution and wholesale</b></li><li>– <b>Niche manufacturing and processing</b></li></ul> <p>Ideally, businesses where process improvement and the use of data and technology can accelerate growth.</p> |
| EBITDA           | <p><b>\$500K to \$1M</b> for a solo acquisition.</p> <p><b>\$1M to \$3M</b> with equity partners.</p>                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Enterprise value | <p><b>\$2M to \$5M</b> for a solo acquisition.</p> <p><b>\$5M to \$12M</b> with equity partners, or more for the right opportunity.</p>                                                                                                                                                                                                                                                                                                                                                                                          |
| Team             | <p>Typically <b>10 to 50 employees</b>, open to larger teams.</p> <p>An organization that doesn't rely solely on the owner; for transactions with partners, an established management team is preferred.</p>                                                                                                                                                                                                                                                                                                                     |
| Region           | <p>Greater Montréal, Laval, the Laurentians, Lanaudière and Montérégie as a priority; elsewhere depending on the opportunity.</p>                                                                                                                                                                                                                                                                                                                                                                                                |
| Structure        | <p>Acquisition of the entire business or a majority stake. Share or asset purchase, depending on what best suits the seller and the transaction.</p>                                                                                                                                                                                                                                                                                                                                                                             |

These guidelines shape my search: an opportunity with strong assets may be considered even if it doesn't meet every criterion. Smaller businesses may also be considered.

Lower priority: retail, restaurants, B2C, residential construction, highly seasonal businesses or those requiring a major turnaround.

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## APPROACH

### What I bring

I've always been driven by understanding how things work, then finding ways to improve them. An industrial engineer and graduate of Polytechnique Montréal, I've spent my career at the intersection of operations, technology and management, helping organizations build the structure they need to grow.

- **The big picture:** I quickly see the links between operations, data and decisions, and where things get stuck.
- **Concrete improvements:** processes, tools, KPIs, automation and AI, wherever they deliver real gains. I improve what already works rather than reinventing everything.
- **Change made with the team:** an improvement has to work on the ground and be adopted by people. I rely on those who know the business.

My full background is on [LinkedIn](#).

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## COMMITMENTS

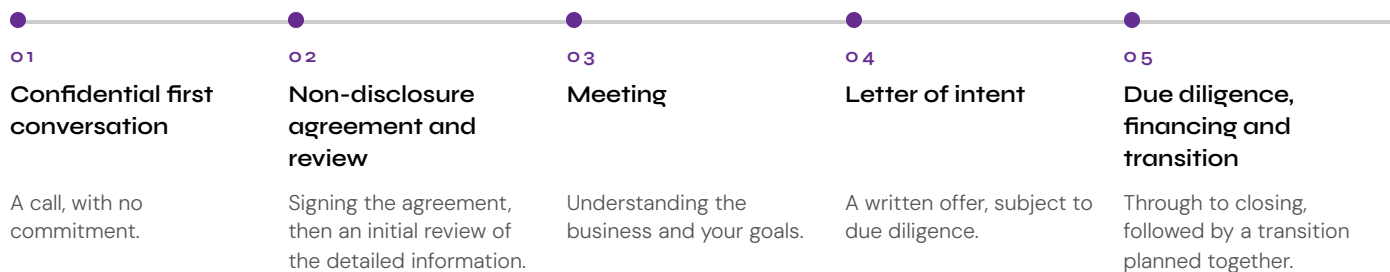
### For the seller

- **Respect for what you've built:** your team, your customers and the company's reputation.
- **A transition planned together:** tailored to the company's needs and the role you want to play.
- **Serious financing:** equity set aside for the acquisition, which can be complemented by bank financing, BDC, vendor financing or equity partners, depending on the transaction.
- **Discretion:** an anonymous summary is enough to get started; detailed information is shared once a non-disclosure agreement is signed. I commit to not informing your employees or customers of your plans without your consent.
- **Prompt responses:** an acknowledgement within two business days, and initial feedback on my interest within five business days of receiving the key information.

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## PROCESS

### How it works



**Brokers, CPAs, lawyers and advisors:** I work with you while respecting your mandate and your relationship with your client.

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