Nick Yu — Acquisition Criteria

Self-funded business acquirer · Technical operator

About the Buyer

Technical operator with an engineering and management background at Microsoft, Airbnb, and Virta Health, and an MBA from UC Berkeley (Haas). I'm now searching full-time to acquire and personally run one established business for the long term. I'm not looking for a software company — I'm looking for a solid business with loyal, repeat customers, and I bring the ability to modernize how it runs: the scheduling, billing, dispatch, and back-office work that many good businesses still handle by hand. I buy to operate and hold, not to flip.

Capital & Deal Structure

- **Equity check:** ~$800K personal capital (securities portfolio), plus closing costs
- **Financing:** SBA 7(a), pre-qualification in progress; open to seller financing and earnouts
- **Investors:** Self-funded; not raising outside equity
- **Enterprise value:** $2M–$4M; open to a smaller first acquisition (~$1.5M) or a larger exceptional one
- **Timeline:** Targeting a close within 6–12 months

Target Profile

- **Revenue:** $1M–$5M
- **SDE / EBITDA:** $500K–$1.5M+
- **Operating history:** Established, ideally 5+ years
- **Revenue model:** Recurring or highly repeatable — contracts, renewals, compliance-driven cycles, or a steady book of repeat customers
- **Customer concentration:** No single customer above 20% of revenue
- **Owner transition:** Owner willing to transition out over 6–12 months; team and managers stay on
- **Team:** Day-to-day runs on trained staff, not solely in the owner's head

Sector Focus

- Established B2B service businesses with recurring or repeat demand
- Essential, non-discretionary services customers need on a regular cycle, not only when times are good
- Compliance-driven inspection, testing, and maintenance services are an area of active interest
- A strong plus: operations that still run on paper, spreadsheets, and phone — where my background adds the most
- Open to other businesses that fit the profile above

Geography

- **Primary focus:** Northern California (Bay Area and nearby), operated in person
- Open to remote-operable businesses elsewhere in the U.S. for the right fit

Hard Filters

- Businesses whose ownership requires a personal professional license I don't hold (law, medicine, public accounting). Trade or contractor licenses held through qualified staff are fine.
- E-commerce, inventory-heavy, restaurants, retail, franchises, or consumer-facing local businesses
- Owner-as-sole-salesperson businesses with no realistic transition path
- Distressed turnarounds, unless the underlying asset is exceptional

Process & Deal Team

- **Sourcing:** Brokers, listing platforms, and direct outreach; member of Searchfunder and the Website Closers Buyers Club
- **Deal team:** SBA-preferred lender, transactional attorney, and QoE provider being engaged

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