

# Nick Yu — Acquisition Criteria

Self-funded searcher | Software & AI operator | Long-term owner-operator

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## About the Buyer

Technical operator with engineering background at **Microsoft and Airbnb**, **MBA from UC Berkeley (Haas)**, and prior experience as a software founder. Now full-time searching for an established business to acquire and operate. I bring deep technical capability, comfort with proprietary or legacy tech stacks, and a builder's instinct for modernizing operations where software, AI, or compliance complexity is part of the moat.

## Capital & Deal Structure

- **Equity check:** \$800K (personal capital from securities portfolio), plus closing costs
- **Financing:** SBA 7(a) (pre-qualification in progress); open to seller financing and earnouts
- **Investors:** Self-funded; not currently raising outside equity
- **Enterprise value:** \$2M–\$5M, with flexibility for exceptional opportunities
- **Timeline:** Targeting close within 6–12 months

## Target Profile

- **Revenue:** \$1M–\$5M+
- **SDE / EBITDA:** \$500K–\$1.5M+
- **Business age:** Established, ideally 5+ years of operating history
- **Revenue model:** Recurring or highly repeatable (true ARR/MRR strongly preferred for software)
- **Customer concentration:** No single customer >20% of revenue; diversified base preferred
- **Owner transition:** Owner willing to transition out within 6–12 months; team or managers stay post-close

## Sector Focus

- **B2B SaaS broadly:** The profitable B2B SaaS universe at \$2–5M EV is small, so I'm casting a wide net across verticals
- **Active starting points:** EMS / ambulance / healthcare-adjacent dispatch, billing, and compliance software — but not limited to these
- **Also of interest:** Tech-enabled services and workflow-heavy operations software for regulated or specialized industries
- **Tech stack:** No preference — older stacks and proprietary technology are welcome

## Geography

- **In-person operations:** Bay Area only
- **Remote-operable businesses:** U.S. or Canada

## Hard Filters

- Businesses requiring specialized professional licenses I don't hold (e.g., CPA, JD)
- E-commerce, inventory-heavy, restaurants, retail, franchises, or local consumer businesses
- Owner-as-sales-engine businesses with no transition path
- Distressed turnarounds unless the underlying asset is exceptional

## Process & Deal Team

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

## Contact

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