

H08154 – SAP implementation specialists and consultants

Business overview

- An outstanding opportunity to acquire a successful SAP software consultancy based in Bucharest, Romania.
- With a ready made client list of multi-national blue-chip companies, this business represents an excellent opportunity for an international consultancy to establish a footprint in Romania / Eastern Europe and acquire low-cost SAP expertise.
- The business provides its services to a wide range of industry sectors, including pharmaceutical, chemical, automotive, distribution, retail, media and education.
- Established in 2002, this is a highly profitable and cash generating business, which continues to grow despite the current economic climate.



Products and Services

- SAP system design and implementation, international roll-out of existing SAP systems, maintenance support, training and consultancy.
- Examples of SAP applications include client relationship management, mobile sales process management and timesheet management tools.

Employees: 3 directors + 15 full time employees/contractors

Premises: 150 m2 offices located in central Bucharest. Rent and taxes: 3k €/month

Reason for sale:

- Having developed the business to its current level, the directors believe that the business would benefit from being part of a larger group with access to new markets and the resources required to take the business to the next level.
- The directors are willing to be retained as the management team post-acquisition subject to agreed terms.

Financial overview

Year (to 31 Dec)	2005	2006	2007	2008	2009 F't
Turnover	€ 460,887	€ 494,949	€ 674,102	€ 807,000	€ 900,000
Adjusted Net Profit	€ 62,309	€ 66,502	€ 92,136	€ 94,232	€ 120,000
Percentage	14%	13%	14%	12%	13%

Asking price: Offers invited