

HA0140 – Document Archive Storage Business for Sale

Business overview

- Outstanding opportunity to acquire a successful document archive storage business.
- Currently run as an offshoot revenue stream of an office removals company, this is a profitable and cash generating business, which requires minimal management.
- Having started offering this service in 2004, the company has developed an extremely loyal client base. No client has left and revenue has increased annually both per client and overall.
- The client base is diverse and includes charities, a local authority, legal firms as well as other blue chip companies in the private sector.
- Clients are located in London and its outskirts.
- This business would be of particular interest to other document archive storage companies with spare storage capacity that are looking for a bolt-on acquisition of clients and revenue to add to their portfolio.



Products and Services

- The business provides a secure archiving and retrieval service, including:
 1. Archive storage of M2, M3 and other size document boxes
 2. Indexing service
 3. Online document storage
 4. Pick-up and delivery



Employees:

- None to be transferred with business

Premises:

- The business operates from two warehouses in East London.
- Warehouse space is not included in the sale.

Reason for sale:

- Document archive storage is not part of the office removal company's core activity.
- The directors are therefore looking to sell the business assets and goodwill of this revenue stream in order to free up space in their warehouse.
- As their clients often request archive storage services, they are open to developing an ongoing agreement to refer all such business to the buyer.

Financial overview

Period	Monthly	Annual	Increase
Revenue for 12 months to 31st May 2010	£6,239	£74,862	n/a
Average monthly revenue June 09 to Aug 09	£5,079	£60,947	0%
Average monthly revenue Mar 10 to May 10	£6,829	£81,951	34%

- Direct costs to the company for running the archive storage business are minimal.
- The warehouse is part of the overall office removals activity, accounts spend 2 hours/month on invoicing and deliveries are worked into the daily operations schedule.
- The average monthly revenue has grown from £5k to approaching £7k in the last 12 months, equivalent to annual revenue of £82k. Based on this natural level of growth, the vendors expect **the revenue for the coming year to reach c. £100k.**

Offers invited for the business assets and goodwill