

## HKS237 – Digital Technology Solutions Consultants for Sale – London, UK

### Executive Summary

An attractive opportunity has arisen to acquire a provider of bespoke digital technology solutions based in London. Since launching in 2017, this business has achieved an enviable growth trajectory as the technology partner of choice for a growing roster of major blue chip organisations.

This full-service, independent digital strategy and transformation consultancy provides boutique technology solutions, to optimise communication, collaboration and productivity in the workplace. The business has successfully provided solutions for clients across a range of key sectors including Financial Services, Government, Insurance, Media, Mining, Air Transport and Higher Education.

Driven by high client care values, the business has experienced rapid growth through word of mouth and referrals. The company is a Microsoft Partner and uses a range of commercially available platforms, including Microsoft Power Apps and 365. The business has successfully designed various solutions to benefit their clients including cloud solutions, customised applications and streamlined workflows that have resulted in significant operational savings, ensuring that client organisations use their time and energy more productively and profitably.

The business benefits from a highly skilled team of experts, comprised of Technology Analysts, Business Analysts, Developers, Solution Architects and Project Managers.

The business has generated an active pipeline, with a strong forecast and well-defined growth opportunities to facilitate expansion alongside significant opportunities to increase margin on projects as well as building market share. Advantaged by efficient processes, a proven model and positioned for scale, this business presents a highly attractive opportunity for a potential acquirer to develop to the next stage.

### Highlights

- Operates in high demand sector of digital strategy and transformation and IT solutions
- Increasing roster of major blue-chip client organisations
- Independent, full-service provider of bespoke technology solutions
- Active pipeline with strong forecast and defined growth opportunities
- Highly skilled team of tech experts
- Scalable business with a proven model

## Financial Overview

Y/E:	2017	2018	2019	2020 (F/C)	2021 (F/C)
<b>Sales revenue</b>	£1,432,839	£965,021	£713,338	£890,642	£1,043,600
Gross profit	£310,355	£119,156	£92,242	£148,703	£198,150
<i>Percentage</i>	22%	12%	13%	17%	19%
<b>Adjusted EBITDA</b>	<b>£371,686</b>	<b>£172,898</b>	<b>£97,361</b>	<b>£217,859</b>	<b>£289,606</b>
<i>Percentage</i>	26%	18%	14%	24%	28%

Adjusted EBITDA is stated having normalised the vendor's remuneration.

## Offers invited