



## HLD140 – IT Support & Managed Services Provider for Sale – South Coast UK

An opportunity has arisen to acquire a fully managed IT support specialist with an established SME customer base. Based in South UK, this business benefits from a wealth of knowledge and over 20 years of IT experience in a wide range of industries including, Manufacturing, Retail, Distribution and Social Care.

The company has developed a strong niche in the rapidly growing Social Care sector and has attained an in-depth knowledge of the demands of this sector. Renowned for leading with a personal approach towards each of its clients, the company has maintained profitable, high quality client relationships over the long-term, facilitating the growth of its client's businesses with the provision of adaptable and specific IT support solutions.

This well-established business provides a comprehensive range of services, from IT support and maintenance to consultancy and project management. The company's fully managed IT services encompass strategic IT planning, auditing, cloud computing, network planning and design through to fully managed on-site and remote support delivered via a team of dedicated helpdesk engineers utilising best in class service management tools. The monthly recurring revenue including MS license fees is 48% of total revenue.

As a Microsoft Silver Partner (Cloud and Education), and with close relationships with several other prominent technology partners, the company is able to demonstrate in-depth expertise in delivering forward-thinking, cost-effective solutions for its clients. The company also has an ISO9001:2015 Accreditation in progress which will further demonstrate its on-going commitment to deliver top-tier products and services.

The company has demonstrated a robust financial record, with a 5-year trend of increased turnover and profitability and a strong performance sustained throughout the challenges of the Covid 19 pandemic. With the advantage of a number of clearly identified growth opportunities - the business is well positioned to expand its sales and business development and grow with the team that has been put in place – this business presents a highly compelling potential acquisition.

### Highlights

- Fully managed IT services, with over 20 years of expertise
- Established niche in catering for specialised Social Care sector
- Thriving base of SME clients across a range of industries
- Long-standing, profitable client relationships
- Key partnerships with prominent tech solution providers
- 48% recurring revenue



## Financial Overview

Y/E: 31 <sup>st</sup> March	2017	2018	2019	2020	2021
<b>Sales revenue</b>	<b>£487,408</b>	<b>£651,650</b>	<b>£626,637</b>	<b>£917,175</b>	<b>£966,980</b>
Gross profit	£310,042	£382,966	£374,947	£453,078	£505,703
<i>Percentage</i>	64%	59%	60%	49%	52%
<b>Adjusted EBITDA</b>	<b>£54,615</b>	<b>£84,160</b>	<b>£77,705</b>	<b>£160,987</b>	<b>£165,922</b>
<i>Percentage</i>	11%	13%	12%	18%	17%

Adjusted EBITDA considers a full replacement cost for the outgoing directors.

Offers invited