



HND511 –IT Change Management Consultancy For Sale –UK

An opportunity has arisen to purchase an IT Training and Change Consultancy based in the UK. In almost a decade of trading, this business has positioned itself as a recognised specialist in the field of training and change management for the life sciences industry.

Through its service offering of bespoke training, support and consultancy services, the company partners with its client organisations to help them optimise the adoption of new software systems.

This business has developed a strong reputation, building a robust client base featuring high-profile blue-chip organisations. Its clients typically have a multinational presence and the requirement to onboard their employee bases to new and evolving IT systems in a consistent and effective way.

The company deploys its expertise through a knowledgeable and skilled team of consultants, with experience in various fields including Project Management, Business Analysis, Change Management, Training and Consulting. The business benefits from a second-tier management team in place, who effectively run the business on a day-to-day basis.

The company has also developed a Learning Management System (LMS) containing a resource of custom content, reflecting the company's considerable expertise, and presenting a clear opportunity for its future direction of growth.

Highlights

- Recognised training and change management specialist.
- Proven trading record nearing a decade.
- Established blue chip client base in the life sciences industry.
- No client represents more than 15% turnover.
- Consistent sales over the past 3 years at over £1.1m pa.
- Management team in place running the business on a day-to-day basis.
- Strong and clearly defined expansion opportunities.



Financial Overview

Y/E: 31 st May	2019	2020	2021	2022	2023
Sales revenue	£863,790	£974,303	£1,157,766	£1,108,937	£1,082,706
Gross profit	£592,997	£776,845	£980,378	£928,858	£916,709
<i>Percentage</i>	69%	80%	85%	84%	85%
Adjusted EBITDA	£428,563	£465,348	£665,703	£581,660	£528,628
<i>Percentage</i>	50%	48%	57%	52%	49%

- Directors' replacement cost is accounted for within the Adjusted EBITDA.

Offers Invited