



HNM635 –Healthcare System Implementation Consultancy For Sale –UK

An opportunity has arisen to acquire a Healthcare system implementation consultancy providing clinically led integration and sustainability systems to optimise healthcare delivery.

The company has developed a strong niche, servicing a growing client base in integrated care systems, specialising in primary and out of hospital care. Its clients include all NHS and NHS arms-length organisations, supporting Integrated Care Boards, Place Based Partnerships, Primary Care Networks and General Practices. The company leads with passion, vigour and expertise, working on individual, team and systemic levels to raise the standard and delivery of patient care.

The company has a range of ongoing contracts with UK healthcare providers, carrying out a variety of projects which include the analysis of patient demand and capacity across systems, modelling care delivery, organisational development Primary Care Network development, General Practice resilience and turnaround.

The company has also cultivated key partnerships with prominent corporate and healthcare entities and is committed to maintaining high industry standards through its ISO Accreditations for Quality Management, Environmental Management and Occupational Health and Safety Management.

The company has an experienced and diverse team of healthcare professionals and clinicians and has also built a trusted network of Associate Healthcare Consultants to ensure the effective and informed delivery of its services.

Highlights

- Fast-growing niche healthcare service provider.
- Ongoing contracts with client base of NHS integrated care systems.
- England wide client base.
- Established partnerships with prominent corporates and healthcare organisations.
- NHS SBS Consultancy and Advisory Services for Health contracting framework status.
- Strong team of both employed staff in key positions and experienced consultant base.
- Strong business pipeline with forecast revenues of £2.1m for 2024/2025.
- Opportunities to evolve into more contracted support services and Virtual Practice Support.
- Key shareholders committed to supporting the transition of ownership in the short, medium and potentially long term.



Financial Overview

F/Y	2020	2021	2022	2023	2024 (f/c)	2025 (f/c)
Sales revenue	£300,537	£910,769	£1,370,944	£1,871,973	£1,798,416	£2,185,650
Gross profit	£249,186	£737,901	£858,452	£951,296	£802,272	£982,309
<i>Percentage</i>	83%	81%	63%	51%	45%	45%
Adjusted EBITDA	-£20,232	£439,201	£524,219	£563,598	£416,361	£579,154
<i>Percentage</i>	-7%	48%	38%	30%	23%	26%

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

Offers Invited