



HOD674 – IT Managed Service Provider For Sale – South East UK

An opportunity has arisen to purchase a Managed Service Provider (MSP) and IT consultancy based in Southeast England. The company is well-established, with a trading record spanning over 25 years.

Throughout its years of trading, this business has developed a reputation for expertise, resulting in a loyal and longstanding customer base of SMEs across the industry spectrum and throughout the UK. The company's customers include manufacturing companies, finance firms, charities, and construction companies.

The company also benefits from a highly streamlined revenue generation system, where regular revenues from its active clients account for 71.5% of total revenues, with all payments (monthly and ad-hoc) collected via direct debit.

The company offers a comprehensive offering of products and services, accommodating the complete technological requirements of its diverse business customer base. The company's services are delivered by knowledgeable consultants with extensive experience and a passion for technological advances.

This business delivers a wide range of IT services, products and telecoms solutions, which include IT Support on a monthly and ad-hoc basis, computer and server sales, cyber security products, cloud solutions, VoIP, SIM Cards and a variety of other products designed to suit their customers' requirements.

The company is poised for future growth, with a strong and informed team in place, and clearly identified avenues for expansion.

Highlights

- Reputable IT Managed Service Provider.
- 71.5% of clients are on monthly recurring fees with 3-year contracts in place.
- First quarter results show an increase of 5% in turnover
- 25+ years in business.
- UK-wide SME client base.
- Profitable business with recurring revenue stream.
- Longstanding and loyal client base.
- Comprehensive product and service offering.
- Tier2 management in place



Financial Overview

F/Y ending 30th June	2019	2020	2021	2022	2023	2024
Sales revenue	£797,449	£769,473	£836,985	£948,622	£1,062,997	£1,361,649
Gross profit	£481,636	£443,571	£458,752	£574,812	£589,230	£769,613
<i>Percentage</i>	<i>60%</i>	<i>58%</i>	<i>55%</i>	<i>61%</i>	<i>55%</i>	<i>57%</i>
Adjusted EBITDA	£101,641	£43,488	£112,555	£201,148	£179,037	£248,344
<i>Percentage</i>	<i>13%</i>	<i>6%</i>	<i>13%</i>	<i>21%</i>	<i>17%</i>	<i>18%</i>

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

Offers Invited