



HPD250 – Digital Transformation Consultancy For Sale – UK

An opportunity has arisen to purchase a Digital Transformation Consultancy, delivering bespoke technology solutions to service the increasing demands of the digital transformation sector.

As an approved supplier to the UK Government G Cloud Framework, this company specialises in providing managed test services, business analysis and a range of consultancy services to meet the evolving demands of large transformation programmes. The company has attained a stellar reputation and track record for winning contracts against larger professional service consultancies and tech firms.

The company has built a varied project portfolio, deploying expertise to a range of software systems and testing tools and technologies, including Microsoft Dynamics 365, Salesforce, Oracle and other niche industry software solutions complemented with highly valuable business domain expertise.

Since its inception, the business has successfully scaled from a single individual to a team of 30 full-time PAYE professionals. This highly skilled team benefits from a depth of experience, is well-organised and capable of delivering the company's services directly to its clients.

This business is well-poised for scale, with ample scope to expand its range of services, increase market penetration, and unlock substantial growth potential in an evolving, high-demand sector.

Highlights

- 9+ years of trading history.
- Bespoke provider of managed test services and agile consultancy.
- Specialist in prominent public sector niche.
- Proven track record in winning new business.
- Government G-Cloud 14 and Crown Commercial Supplier for full range of Programme Transformation consultancy roles.
- Highly skilled and experienced team.
- Contracted revenue based on 5 months to 36 months



Financial Overview

F/Y:	2021	2022	2023	2024	2025
Sales revenue	£673,323	£662,789	£1,314,047	£1,874,952	£2,770,439
Adjusted EBITDA	£50,692	£130,624	£248,381	£324,468	£902,944
<i>Percentage</i>	<i>8%</i>	<i>20%</i>	<i>19%</i>	<i>17%</i>	<i>33%</i>

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

Offers Invited