HORNBLOWER
BUSINESS BROKERS

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HPD250 –Digital Transformation Consultancy For Sale – North West 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 multiple UK Government procurement frameworks including the G Cloud, this company specialises in providing business analysis, functional consultancy, managed test services 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 over 34 full-time PAYE professionals. This highly skilled team benefits from significant delivery experience, an established leadership structure and the capability to deliver services directly to clients with minimal management overhead.

This business is well-poised for continued scale, with ample scope to expand its range of services, increase market penetration, and unlock substantial growth potential in an evolving, high-demand sector. The company combines deep sector expertise with established capabilities in programme delivery, business analysis, testing, quality assurance and emerging AI-enabled transformation services.



Hornblower Business Brokers Ltd. Registered number 05974172. VAT number 899243957
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Highlights

- 10+ years of trading history.
- Bespoke provider of managed project delivery services specializing in business analysis, functional consultancy and test services.
- Specialist in prominent public sector niche.
- Proven track record in winning new business.
- Government G-Cloud 15 and Government Commercial Agency (GCA) for full range of Programme Transformation consultancy roles.
- Government supplier for AI with RM6200, the UK Government's AI Dynamic Purchasing System.
- Approved supplier for the Government DOS and QAT frameworks.
- Highly skilled and experienced team with 100% staff retention
- Partnered reseller for AI Business Analysis solution and Field Service solution used by the blue light industry and across a number of industries.
- Contracted revenue based on 3 years

Financial Overview

F/Y:	2023	2024	2025	2026
Sales revenue	**£1,314,047**	**£1,874,952**	**£2,770,439**	**£3,536,592**
Adjusted EBITDA	**£248,381**	**£324,468**	**£902,944**	**£1,283,133**
Percentage	*19%*	*17%*	*33%*	*36%*

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

Offers Invited

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