

FOR SALE: B2B Tech Service Business with IT Staffing and Consulting

Skilled staff with leadership in place to offer passive ownership!

Financial Overview

List Price: **\$9,100,000**

Gross Sales

2022 annualized	TTM April 2021-March 2022	2021
\$11,415,156	\$6,007,046	\$3,400,172

Cash Flow

2022 annualized	TTM April 2021-March 2022	2021
\$6,338,824	\$2,125,615	\$521,635

- **TTM Profit Margin:** 35%

Valuation: TTM Cash Flow x Multiple = Valuation
 \$2,125,615 x 4.3 = \$9,140,145

Business Information

Year Established: 2011

Location: Omaha, NE

Service Area: They have the potential for worldwide clients, but 90% of their customers are in Eastern NE

Services: Due to the convergence of two businesses, they offer technology services (70%) including server architecture and design, Microsoft office 360, system backups, VOIP solutions, network design, dedicated environments, platform hosting, shared servers, and 24/7 monitoring/ crisis control services. Additionally, they offer staffing services (30%) including consulting and FTE.

Clients: 55% repeat clients for tech services: small-medium sized businesses are their primary clients. For staffing they primarily work with Fortune100 businesses.

Strategy: Diverse services offered create excellent pipeline and opportunities for cross marketing to client base.

Lease: 5,500 square feet for \$4,500/month

Reason for Selling: Serial Entrepreneur looking to fund next business venture (non-competing)

Staff: 9W2 employees: 2FT Sales Associates, 2FT and 1PT IT, and 2 FT office administrators; 35 1099 contractors

Seller Training Period: 6 months

Growth Opportunities: Expanding into a tech help desk service, geographically expand customer base

Current Owners Role: General oversight and assistance to the team. Skilled staff able to easily absorb owner's responsibilities to become a passive owner.

Funding Example

Purchase Price: **\$9,100,000**

15% Buyer Down Payment	\$1,365,000
20% Seller Note or Equity	\$1,820,000
65% Financing	\$5,915,000

Description

This technology service business has a skilled staff with enough leadership in place to absorb the current owner's responsibilities! The team consists of 2FT sales associates, 2FT and 1PT software engineers, and 2 FT office administrators. They offer IT services for any problems that owners could have. Thanks to the convergence of two businesses (under the same ownership) this company is able to offer both staffing and tech services. Technology includes: server architecture and design, Microsoft office 360, system backups, VOIP solutions, network design, dedicated environments, platform hosting, shared servers, and 24/7 monitoring/ crisis control services which makes up 70% of revenue. Staffing services include both consulting and FTE which make up 30%. They have had clients all over the world in the past, and still have the capacity to do so, but currently their client base is primarily based in Omaha and Lincoln NE. Clients include small-medium sized businesses in the IT division of which is 55% reoccurring clients the staffing side primarily works with Fortune 100 companies. The current owner handles general oversight and assists his teams, but either the lead sales representative or the lead engineer could easily absorb his responsibilities.

The team operates out of a 5,500 square feet office space in Omaha, NE. The current owner is transitioning his focus to another (non-competing) business venture and has offered a 6-month transition period. Growth opportunities for this business could include expanding into a tech help desk service or expanding the customer base outside of Eastern Nebraska.

Priced at \$9,100,000 this business with an excellent reputation for never losing a client while doubling revenue the past 3 years. A down payment of \$1,365,000 is poised to deliver a cash flow of \$6.4M! New ownership has countless possibilities for further growth, or the chance to relax and enjoy the current organic growth path the team is on as 2022 is set to be their best year yet!