

**MANAGED IT SOLUTION PROVIDER IN TEXAS –
SELLER FINANCING**

Listing ID #: 8239

Listing Agent: Marcia Bowron

General Information

Year Established: April, 2019
Year Acquired: April, 2019
General Location: North Texas
Employees: FT: 4 PT: 0 Contract: 0 Owners: 1
Operating Hours: 5 days, Mon - Fri 8am - 6pm;
Outside of normal hours on call.
Reason For Sale: Owner has other business and
political interests and lives out of
state.

Facilities

Type: Office / Warehouse Complex
Size: 600SF
Rent/Mo: \$1,000
Lease Expires:
Renewal Option: N/A
Security Dep: \$0

Business Summary: This managed IT Solution Provider delivers Managed IT Services, Cloud Services and On-Call IT Support to small businesses and local government facilities in the nearby Bryan/College Station area. This business is an offshoot of another company that was started in 1999 as a PC repair company which then added business services over the following years. The owner broke off this managed services division in 4/2019 to focus on providing high quality business services. The demand for more online services and remote work by small businesses predates COVID and has only been accelerated by it. The top 3 customers that bring in around 33% of the revenues have been clients for more than 5 years and each has a services contract. They have over 10,000 customers in their database with 200-300 being active over the last 2 years. With at least 25 clients totaling over \$30K per month in recurring revenue through yearly maintenance contracts, about 90% of their business comes through commercial accounts and 10% through government accounts. Having established a niche in this market for providing IT solutions to both individuals and businesses, there is still huge growth potential where many businesses are looking to outsource their IT solution. Their fixed price structure allows these organizations to pay a fixed price/month for a technician to service them on a weekly/monthly basis and enables them to plan for their yearly IT budget. They offer 5 contract tiers for managed services and pricing depends on the number of devices covered. Their service packages are more inclusive than their competition which can help clients budget more accurately. Their in-house technician team has decades of experience providing Enterprise Level IT Services and in addition are partnered with Microsoft, Cisco, Sophos, Dell, Lenovo and others. Business is officed out of small office building which is part of storage unit facility that is also for sale for \$950,000. Buyer can continue to rent here, purchase storage facility and small office unit or move business. Please be discreet, employees and customers are unaware business is for sale.

Assets Included All assets of the business except exclusions. See list of equipment in file.

Assets Excluded Cash, Accounts Receivable, Deposits and Personal Items.

Assets Leased None

Growth Potential Develop a structured sales and marketing team. Focus on additional services such as website design and hosting, VOIP telephony.

Financial Summary

Business Price: \$540,000
Real Estate Price: \$0
Net Liquid Assets: \$0
Total Investment: \$540,000
Down Payment: \$405,000

Gross Revenue: \$554,005 (Pro Forma)
Discretionary Earnings: \$181,947 (Pro Forma)
FF&E: \$718
Inventory at Cost: \$0
Auto & Truck: \$0

Financing Terms

Amount	Note Holder	# of Mos.	Rate %	Pmt./Mo.	Secured By
\$135,000	Seller Note	36	8%	\$4,230	Business Assets and Personal Guaranty

The above terms of the Seller note are subject to Seller approving Buyer's resume and financial statement.

The above information has been obtained from the Seller. Certified Business Brokers has not verified this information, nor does it make any representations, express or implied, that this information is accurate. All prospective Buyers should verify information to their satisfaction. Numbers designated as "Proforma" are estimates by the Seller that are not supported by Financial Statements or Tax Returns.