

Phone: 402-998-5288

[Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com)

**ID#: TEC016**

***FOR SALE:* Remotely OperatedManaged Service Provider**

*Boasting a 25% Profit Margin in 2021!*

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Financial Overview**  **List Price:** **$790,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $868,677 | $1,007,254 | $1,037,488 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $216,960 | $177,485 | $205,249 |  * **2021 Cash Flow:** $216,960 * **2021 Profit Margin**: 25% * **Multiple**: 3.65   **Valuation**: Cash Flow x Multiple = Valuation  $216,960 x 3.65 = $791,904 |  | **Funding Example**  **Purchase Price**: **$790,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $79,000 | | **10% Seller Financing or Equity** | $79,000 | | **80% Bank Loan** | $632,000 | |  | |   *A 10% down payment of $79,000 returns $99,622 in the first year after debt payments!*  **Description**    This remotely operated managed service provider company boasted a 25% profit margin in 2021! Whether you are looking to revamp your network security, optimize your server and storage performance, or need support for your next IT initiative, this company has dynamic, cost-effective services to get you there. The majority of their clients are They have established relationships with some of the highest quality vendors in the IT industry. As a valued and trusted IBM business partner, they can offer the latest in xSeries advancements, as well as maintenance and training support. When it comes to dedicated customer service and support, no one finishes ahead of this company as they are Western Canada’s go to solutions partner. Their services include managed services, virtualization, disaster recovery, VMware, security systems, and IBM server and storage solutions. Their team provides solutions for small and medium business models by often working alongside internal IT departments to increase performance and structure within the company. They are able to provide remote support via secure internet access initiated on the client’s end. That support includes but is not limited to; performing system monitoring and maintenance. All while carrying out realistic yet exceptional response times.  Their Client Manager Team works closely with their corporate customers to provide world class IT solutions. Their team is defined by their well-versed team of professionals, with each team member having their own specialty. Having a strong team structure such allows them to provide focused solutions on various types of IT projects as well as coming together for a broad scope resolution. Their wide range of qualifications enables them to continually grow the profiles and expand their capabilities.  Priced at $790,000, the new owner would see substantial returns on their investment as there is room for unlimited growth. Small businesses all the way up to corporate clients need these services to keep up with the ever-evolving technology while maintaining profitability and keeping costs low. |
| ***Assets Included in Purchase:* $60,000**  **FF&E: $60k**  **Intangible Assets***:* Large number of repeat clients, and solid reputation for excellent customer service  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 1989  **Location**: Calgary, Alberta  **Service Area**: Primarily Alberta and Global  **Services**: Manage Services, Servers, Management, Network, Desktop Support, Printers  **Clients**: Small business services, Legal, Health, Mining  **Lease**: Portable IT Company  **Reason for Selling**: Retirement  **Personnel**: 4: 2 Owners, 1 Technician, 1 Office Assistant  **Seller Training Period**: New owner will not likely need a substantial transition time  **Growth Opportunities**: Improvements to the digital signage site  **Current Owners’ Responsibilities**: Server Requests, Monitoring Servers, Fixing/Applying Patches, Network Security, Sales & Desktop Support |  |
| ***- CONFIDENTIAL -*** Last Revised SF 03/18/22 | | |
| *The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC.*  *The Firm does not sell real estate. The Firm solely advises on exit strategy.* | | |