

FOR SALE: MSP & IT Solutions: Owner Offering 25% Carry

Midwest Based with over a decade of successful track record!

Financial Overview

List Price: **\$8,950,000**

Gross Sales

2022	2021
\$8,755,308	\$3,357,371

Cash Flow

2022	2021
\$1,767,484	\$1,305,292

- **Profit Margin:** 20%

Valuation: 2022 Cash Flow x Multiple = Valuation
 \$1,767,484 x 5.1 = \$9,014,168

Business Information

Services: They offer technology managed services 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 IT based staffing services which is an add on service only for existing clients.

Clients: 85% repeat client base annually. For tech: small-medium sized businesses are their primary clients. For staffing they primarily work with the banking industry.

Staff: 7 (W2): 2 Sales Associates, 3 IT Engineers, and 2 office administrators.

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

Seller Training Period: 2 years

Seller Note: Willing to carry or roll equity of 25%. (Standard is 10%.)

Location: Omaha, NE

Year Established: 2011

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

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

Funding Example

Purchase Price: **\$8,950,000**

25% Seller Note and/or Equity Roll	\$2,237,500
75% Cash and Financing	\$6,712,500

Description

This MSP business located in Omaha Nebraska, has been in operation since 2011. The company has a team of seven on staff who provide IT services to small and medium-sized businesses. Their services include network management, cloud computing, cybersecurity, data backup and recovery, and help desk support. The company has an impressive 85% repeat client base, which speaks to the quality of their services and the trust they have built with their clients. This high percentage of repeat clients also indicates that the company has been successful in retaining its customers over the years. The owner of the business is willing to carry a larger than standard, 25% of the sale and provide a 2-year transition as a sign of good faith and to mitigate any risk of customer concentration. Overall, this MSP business in Omaha has established itself as a reliable provider of IT services to businesses in the region. With a strong team in place of 3 IT Engineers, 2 in sales and 2 in Admin, the group serves a loyal client base. This presents an attractive opportunity for potential buyers looking to enter or expand in this market.

In 2022 the team earned their best year yet with an annual revenue over \$8.7 Million and a 20% profit margin! Priced at **\$8,950,000** this business with an excellent reputation for never losing a client is poised to deliver a stable and continually growing opportunity to the new owner. Growth opportunities for this business could include expanding into a tech help desk service.

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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.