

Profile number

110631

Software for B2B time tracking & accounting

Located in

Friesland

Personal data

Sector

IT service

Type of company

Software development

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

MBI candidate

Financial information

Turnover last financial year

€ 100.000 - € 250.000

Asking price

€ 250.000 - € 500.000

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The company offered develops and sells generic software products. The owner is approaching retirement age and is looking for a successor.

The company offered is a software company with two products: a time tracking package and an accounting package. Approximately 95% of the revenue is generated by the time tracking system. The software can be easily linked to both the proprietary accounting package and other accounting packages via API connections. Both packages are developed in Java.

Unique selling points

Details

The company has a stable customer portfolio of approximately 500 clients, with an annual turnover of about 10%. The business model is based on a licensing structure with annual renewal. Clients appreciate the regular updates, personal support, and the ability to customize the software to specific requirements. Both packages are attractively priced, positioning them at the lower end of the market.

Market

The main customer groups are business service providers and non-profit organizations. The products are very generic in nature and are therefore suitable for application in various industries.

Strengths

An important strong point of the company and its products is the clear vision regarding the core functionality of the software.

Opportunities and growth possibilities

When more attention is paid to marketing, further growth in the domestic market is certainly possible. Additionally, the time tracking package is multilingual (including an English website) and can therefore be used internationally.

Other

The company has been run by the Managing Director and one full-time employee over the past few years. This employee will be leaving the organization shortly. An ideal buyer (possibly together with a partner) should be able to handle the maintenance and further development of the software developed in Java and Vue.

This company offers an excellent opportunity for an experienced Java developer with the ambition to continue independently.

The products are largely completed, and the development and maintenance workload is limited. The workload for support and operations is also manageable. However, for sales and support, it remains important that there is continuous sufficient availability.