

## Profile number

110829

## Growing IT company, with significant additional potential for MBI

### Located in

North Brabant

### Personal data

#### Sector

IT service

#### Type of company

IT services

#### Legal entity:

Partnership

#### Type of transaction

Assets / liabilities

#### Life phase enterprise

Growing

#### Employees in FTE

< 5

#### Type of buyer:

MBI candidate

### Financial information

#### Turnover last financial year

€ 250.000 - € 500.000

#### Asking price

€ 100.000 - € 250.000

#### Earnings before taxes

Confidential

### Company history/background

Company with 3 FTEs, looking for a 'hands-on director'/investor.

The company is in high-end software, recently acquired a small company for simpler software, and is now seeking a commercially minded individual with a technical affinity to further grow the business.

The company has many clients, a few of whom are very good, with great potential. Commercially, however, it is not quite paying off yet. The final push still needs to be given.

Since the current owner is retiring, he wishes to sell the company. The conditions are very favorable; highly

suitable for someone willing to work hard but with little capital immediately available (MBI). The current staff members are unable to do this themselves. However, one staff member has been promised 10%, and a second 5%. The third will retire in a few years. Therefore, 85% of the company is for sale.

Software for larger companies, to ensure continuity. Additionally, a second branch has been launched with simpler software, including server installation, etc. All three staff members are technicians; one technician oversees one branch (they can cover for each other), with a third person acting as a 'flying backup'/back office.

## Unique selling points

Possibly extensive technical knowledge. Commercially weak. Highly committed, and they realize there is low-hanging fruit that they are unable to pick.

## Other

Part of the takeover sum can consist of him/her working for free for the time being; the takeover sum can also be partially repaid as a loan. The company was actually intended for the existing staff, but they are not entrepreneurs. We are therefore looking for a real entrepreneur who can start their own business flexibly and cheaply with this. However, some personal funds are necessary!