

## Profile number

110859

## MSP service provider with a steadily growing client portfolio

### Located in

Netherlands

### Personal data

#### Sector

IT service

#### Type of company

IT services

#### Legal entity:

Limited Company

#### Type of transaction

Shares

#### Life phase enterprise

Full-grown

#### Employees in FTE

10 - 25

#### Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

### Financial information

#### Turnover last financial year

€ 2.500.000 - € 5.000.000

#### Asking price

To be agreed

#### Earnings before taxes

€ 100.000 - € 250.000

### Company history/background

**Subject:** The sale of 100% of the shares of a private limited company.

**Reason for sale:** After having worked on building up and expanding the company for over 20 years, the entrepreneur is ready for a new challenge. He has since established a non-competing activity with which he wishes to continue. In order to be able to devote sufficient time to his new activity, it has been decided to sell the MSP company.

**Company Profile** The company is active in the field of ICT management and support for SMEs, with a focus on secure and stable IT environments. Activities consist primarily of structural network and workplace management as well as support services, supplemented by project-based IT implementations. Thanks to the personal approach and structural support, a loyal and well-diversified customer base has been built up with minimal turnover. Revenue grows annually through project-based revenue from new customers (implementation), the resulting recurring revenue, the resulting support activities, and the systematic supply of hardware.

**Employees** The company has 20–30 employees (approximately 20 FTE). In recent years, active investments have been made in staff development with the aim of promoting self-management. The entrepreneur works approximately 40 hours per week himself; during this time, he engages in networking, coaching, and optimization processes within the organization.

**Location** The company is based in the Southern Netherlands. The entrepreneur owns the business premises; the preference is to rent out this property. However, selling is an option.

## Unique selling points

### Financial data

Year	2021	2022	2023	2024	2025	F
Revenue (€)	1,850,000	2,450,000	2,800,000	3,250,000	3,650,000	3,
Recurring revenue (x €1000)	800,000	1,000,000	1,350,000	2,500,000	2,850,000	2,
Gen. EBITDA	170,000	170,000	-100,000	180,000	230,0000	2

*In 2021, the company entered into a partnership that was terminated at the end of 2022. Following a reorganization in 2023, the company switched from hourly rates to fixed packages, which led to strong growth in recurring revenue.*

## Other

**Remarks** The company can be an interesting addition for existing market players looking to increase their market share or for an MBI candidate with an affinity for the profession.

**Next steps:** If interested, further information can be provided after signing a confidentiality agreement. Following an introductory meeting with Adcorporate and the seller, interested parties are requested to submit an initial non-binding offer.