

Profile number

110616

Supplier of integrated systems for energy and facilities management in recreation and hospitality

Located in

North Netherlands

Personal data

Sector

IT service

Type of company

Other

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

10 - 25

Type of buyer:

Strategic acquisition

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

To be agreed

Earnings before taxes

Confidential

Company history/background

Given the high scalability and expected growth phase, the next scaling up requires a different type of entrepreneurship. Combined with the age of the shareholder who is still operationally involved, this has been the reason for the intended sale of the company.

The company develops and supplies integrated hardware and software solutions for the central and wireless management of energy, facilities, and technical installations.

Thanks to a strong track record, the company has a stable revenue base from smart management systems and related products. In addition, it offers its own service department for installation, maintenance, and repair, which contributes to high reliability and long-term customer relationships.

Unique selling points

A successful pilot of an innovative management system was recently completed, placing the company on the verge of a new growth phase. This system enables real-time monitoring, automated control, and consumption-based billing of electricity per user. The product is ready for commercial scaling and, thanks to its unique positioning, offers significant growth potential.

Other

The business model combines an initial investment in hardware and implementation per location with recurring license revenues.