

ETSC BUSINESS BROKERS SELL IT SUPPORT COMPANY CENTRAL LONDON WITHIN 4 MONTHS

Submitted by: ETSC Business Brokers

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There is a huge appetite amongst acquirers for a London based IT Support company as ETSC (<http://www.etsc.co.uk>) found out when instructed by NSIS SYSTEMS LLP (<https://www.nsis.co.uk/>)

The Client Stephan Buys was the main shareholder in NSIS Systems LLP. His wife was a non-executive minor shareholder, and the other Partner was Sian Banks, who wanted to stay on after an acquisition. The company is a mid-sized IT support Company based in Central London.

The Business was started in 2006 by the original Partners and specialises in outsourced ICT functions within the SME sector. The services offered BY NSIS include disaster recovery, cloud solutions, as well as IT support, and hardware and software sales. The target SME size is between 10-50 personnel and the Company prides itself for being a "one stop shop" for its clients.

After such a long time in the industry, Stephan decided to sell as he realised he had lost interest and the business needed leadership to grow. Sian still had an appetite to continue in the success of the business, and it was, therefore, key to find an acquirer that was prepared to invest and offer a larger infrastructure.

Stephan had tentatively tried to sell himself before but without any success. He was very concerned that the sale was very confidential as he did not want to lose staff and Clients and knowledge of a pending sale would have been a disaster for the Company.

He had never sold a business before and wanted to find a specialist Broker that knew the industry and the journey well and could literally hold his hand and guide him step by step through the whole process. He also wanted a good market price for his efforts.

Stephan contacted a few business transfer agents and other Brokers and decided to go with ETSC for various reasons.

Firstly, the process of signing up was all done electronically, so it was very convenient and pressure free.

Secondly, he believed that ETSC were able to undertake the task of selling his business professionally and discretely.

Thirdly the fee structure was attractive as there was no upfront fee and a competitive commission rate on sale.

ETSC offer a very specialised service within the technology business sales environment and a very personalised service designed to make the process as painless and smooth as possible whilst achieving the best outcome

NSIS SYSTEMS LLP suited an acquisition for a larger Company looking for a Central London base, that was able to offer alternative products and services and to grow the business.

From over 80 Interested Parties 5 face to face meetings were finally arranged which ETSC attended with Stephan and 4 offers put forward. Because ETSC had undertaken most of the due diligence at an earlier stage, most of the information was to hand to enable offers to be made.

When all offers had been gathered, Stephan and Sian had shown a preference to move forward with Sprint Group Holdings Ltd (<https://sprintcomms.co.uk/>), a larger Acquirer with a turnover in excess of £2 million. Their offer was however lower than others and we then negotiated a price with them which was agreed. Because of the number of Buyers, the sale price achieved was way in excess of the asking price.

The matter concluded swiftly through to completion, again because a majority of the due diligence had been done up front. The whole process took 4 months from the time of instruction!

Stephan said of ETSC "You guys were on the ball straight away. ETSC are experts, who know what they are doing. I read reviews about you and your fee process keeps you keen. The sale was never exposed to clients or staff members. You were very professional and made the process very painless. I was pleased with your efficiency in selling within 4 months. The offers were coming in thick and fast and you helped us get to the right deal. I would recommend you to anybody and Zach, you are a legend!"

See full video testimonial here: <https://youtu.be/ndpjmSlxxoo>

See full case study here: <https://www.etsc.co.uk/blog/case-studies-item/selling-it-support-company/>

Matt Harper-Ward, Director at Sprint Holdings Group Ltd said of ETSC "We have found Zach and his team at ETSC most helpful and professional in our dealings. From the onset, they were swift to respond to our inquiry and let us have all the information we required in a timely manner. The transaction proceeded very smoothly and we were able to complete within 4 months of our initial contact. I was impressed with the professional and fair way negotiations were conducted and ETSC definitely helped facilitate and create a win-win situation for all."

Zach Dogar of ETSC said "There is a huge appetite amongst acquirers for IT Support Companies based in London. If you are looking to sell, or want to discuss an exit strategy please contact me. We only get paid when we sell, so all preparatory work, consultations, and advice are free."

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