

Opportunity

BN000042271 – Leading IT Management Consulting Firm With SAP and Microsoft Certifications

Location: Remote



The firm is an IT management consulting business that specializes in the expert, industry-leading design and development of custom business software solutions using Microsoft, SAP, and cloud-based technologies.

Bids Invited

Key Aspects

- Unique expertise spanning both breadth & width in key enterprise software technologies
- CAGR of 32.3% for revenue from FY 2021 to FY 2023
- Highly experienced leadership team, with a growth plan for the future
- Recurring revenue opportunities in customer support agreements
- Adept team with on shore software development staff and expert knowledge allowing creative design solutions
- Microsoft certifications for Dynamics 365 and Azure
- SAP developers on staff within the ABAP, Basis, and cloud technology areas

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2021	Internal	\$2,762	\$347
12/31/2022	Internal	\$2,808	\$184
12/31/2023	Draft	\$4,837	(\$1)

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Ever-increasing demand for SAP support services especially with the advent of Project Embrace and RISE with SAP
- Mid-sized companies are expected to upgrade current SAP infrastructures while integrating ERP & CRM capabilities
- All of those affected by SAP's discontinuation of the current ERP support model in 2027 will need effective alternatives
- Further leverage of recurring revenue support services
- Increase the sales team to keep new project pipeline full while gaining a larger & further diversified customer base

Current Markets

- The business serves the energy, aerospace/defense, supply chain, and transportation markets nationwide with a small percentage of sales generated from Canada.

Real Estate

- The business operates 100% remotely with team members throughout the United States. The business is relocatable.

Shareholder Objectives

- Ownership is open to various deal structures to facilitate a transaction. One of three primary owners is seeking an eventual full exit after a reasonable transition period. The remaining two owners wish to stay with the business to continue its growth.

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