



exit planning & business sales

**KLO Partners K Ltd**

# Project Sable

**An opportunity to acquire a profitable, specialist IT consultancy.**

## Highlights:

- “Sable” helps large businesses with their infrastructure strategy and design to embrace new technologies to match their vision of where they need to be to take advantage of evolving opportunities
- Revenues circa £1.2m, adjusted profits circa £100k. Cash generative.
- Advanced strategic consultancy and infrastructure systems design and architecture capability
- Deep technical skills in Cloud, Security, Disaster Recovery and Business Continuity, Asset Lifecycle Management and Open Source Technology
- Strong partner-relationships with key Vendors covering, hardware, communications and cyber security
- Well regarded pre-sales consultancy capability for a major hardware vendor
- High (> 90%) levels of customer retention with no undue reliance on any client
- Based in West Midlands, with 20 (mainly) blue-chip clients in UK
- Key working director available for up to 1 year to ensure a proper hand over of clients and contracts
- 3 long serving technical and account management team members
- Track record of assisting blue chip companies resolve difficult IT infrastructure issues by helping them transform to a first class, robust, open source and/or mainstream based, infrastructure solution which meets their needs as they grow
- Deep understanding and experience with Open Source technologies

Structure of sale – Divestment of a non-core subsidiary. 100% of the shares are available for sale.



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	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
	ACTUAL	ACTUAL	ACTUAL	FORECAST
<b>Turnover</b>	1086	1446	1323	1232
<b>Gross Profit</b>	506	606	415	503
<b>Services (days)</b>	365	379	270	301
<b>Recurring fees</b>	49	43	22	36
<b>Vendor Margins)</b>	92	184	123	166
	47%	42%	31%	41%
<b>Overheads</b>				
<b>Salaries – staff</b>	150	210	262	276
<b>Salaries – Director</b>	123	117	117	117
<b>Admin and management charges</b>	138	144	58	40
<b>Overheads</b>	411	471	437	433
<b>PBT per accounts</b>	95	135	(22)	70
<b>Adjustments</b>				
<b>Salary recharge to Holding Co</b>		11	20	34
<b>Management charges</b>	110	107	19	0
	205	253	17	104
<b>Director Remuneration</b>	123	117	117	117
<b># Employees incl Dir)</b>	4	4	6	5
<b># Fee Earners (FTEs)</b>	2	3	4	3
<b># Service days sold</b>	358	451	269	318

Forecast revenue for 2019 is based upon known projects within the current customer base.

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