



KLO Partners K Ltd

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exit planning & business sales

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Project Sable

An opportunity to acquire a successful Digital transformation consultancy specialising in the public sector, primarily local government.

Highlights:

- Sable provides the following services using (primarily) senior consultants experienced in working in the public sector.
 - **Digital data and technology** – assisting organisations to replace largely manual services with digital services to reduce costs and improve services; optimising IT delivery models within the organisation, either bringing services in house or outsourcing them, to provide the best result and value for money
 - **ERP implementation services** - assisting with the requirements definition, selection and implementation of Oracle, SAP, Microsoft and Unit4 Agresso systems (acting on the client side not for the supplier)
 - **Health & Social Care** – using subject matter experts to assist Local Authorities and their Health counterparts to provide more effective service delivery within their local community.
- Sable is viewed in the public sector as truly independent and is not affiliated with any of the IT service providers. This independence, together with excellent references, provides a key differentiator from other consultancies.
- Sable has all the usual and required Government frameworks and accreditations.
- There are 60 consultants on a permanent employed basis and plans to increase this by a further 50 over the course of this year. There is an associate base of a further 120
- Based in the Midlands with 30 support staff covering Senior Management Team, Business Development and Marketing, Finance, IT, HR and admin.
- The Owners have very little fee earning responsibility and now focus entirely on growing the business.

- Structure of sale –100% of the shares are available for sale.
- Year end is 30th November and Covid has affected the latter half of 2020 and the first half of 2021 which has slowed growth; however, there is significant pent-up demand and the business is growing rapidly again.

£000	2017	2018	2019	Covid 2020	Covid 2021	2022	2023
Revenue	4,336	8,218	10,982	9,343	12,000	18,500	27,500
Adjusted EBITDA	600	1000	800	800	1000	1800	4200

