



AUK

## COMPANY SALES

### IT SERVICES COMPANY

**Multiple Revenue Channels**

**Data Centre Facilities**

**Contracted Services and Repeat Clients**

An award-winning data management company, partnering with their clients over the long haul with secure and reliable cloud data solutions and cloud data management.

With decades of combined person-years of experience in the IT industry, it has demonstrated exceptional performance and reliability since inception.

Multiple revenue channels for Products and Services includes Data Centres, contracted & subscription support along with providing a roadmap to the Cloud with complex application infrastructure solutions.

With growth being experienced through a combination of repeat business and an increasing range of support services, GP has grown from 37% to 47% in FY 2024 and the budget forecast at an indicative 53%.

Substantial investment in equipment assets to date circa \$1.6million .

Contracted and subscription Services and DC revenue channels in FY 2024 made up around 72% of annual sales albeit the provision of DC services does require the sale of Product including hardware sales. The subscription and contracted services revenues flowing from such product sales makes for a robust ongoing revenue stream.

In addition to providing (and owning) Data Centre facilities to clients, the company holds the USP of providing the highest service level for a significant global Cloud and Security software company.

**Price** Price by negotiation

**Property Type** Business

**Property ID** 10787

### AGENT DETAILS

Alan Billington - 0211421367

### OFFICE DETAILS

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**COMPANY SALES**  
AND ACQUISITIONS  
CLYTH MACLEOD BUSINESS SALES

## **Price by Negotiation**

**Indicative on-target EBITDA circa \$840k**

### **CONSIDER THE FOLLOWING:**

**STRONG GROWTH - HIGH DEMAND Products and Contracted/Subscription Services**

**PROFITABLE - with on target FY2025 EBITDA at circa \$840k**

**DATA CENTRE- Facilities Provider including DC OWNERSHIP**

**USP - Highest-level Support for a global Cloud and Security organisation.**

### **Alan Billington**

Licensed Salesperson REA 2008

**Mobile: 021 142 1367**

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