

Looking for Acquisition

West Coast Managed Service Provider

ACT Capital Advisors is pleased to represent a regional leader in Managed IT Services, IT Device Monitoring, Data Centers, Networking, Unified Communication, WIFI, Security, and Business Continuity looking to Acquire other MSPs (the “Acquirer” or “Company”). As an integrated value-added MSP, the Company complements its Recurring Revenue, representing approximately 45% of its total revenue, with high-end professional engineering services and traditional advanced information technology product sales. The Company’s many competitive advantages include the background and experience of its management team, engineering staff, and sales/marketing professionals. The Company has made, and continues to make, significant investment in sales/marketing and operational efficiencies through a scalable platform.

Target Profile

The Acquirer is looking for MSPs servicing small and medium-sized business across California, Nevada, and Arizona. An ideal target generates approximately \$1 million in revenues, with a significant percentage recurring in nature. While all verticals are of interest to the Acquirer, there is specific interest for those servicing hospitality, financial services, and healthcare firms.

Opportunity Highlights

- **Committed Investment in Growth.** In addition to its acquisition strategy, the management team has made significant commitments to growing back office infrastructure and sales staff to support rapid growth. The Acquirer believes it can utilize this infrastructure to support new acquisitions with operational efficiencies and the ability to cross-sell new products with the Acquirer’s full suite of MSP, PES, and IT Products.
- **Flexible Succession.** The Acquirer is looking for owners who would like to join the greater team – there is opportunity to fill responsibilities where the owner has expertise and desire. The Acquirer is also flexible in transition time, with ranges acceptable from six months to three years.
- **De-risk in Uncertain Times.** The Acquirer is providing a great opportunity to join a larger growing organization, giving the stability of a larger organization. Owners will be able to unload risk and focus on operational tasks that they enjoy, without the stress of ownership.

Contact Information

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to set up an informational call to learn more about the opportunity.

NDA's should be submitted to:

Josef Ravner, Associate

Email: jravner@actcapitaladvisors.com