

business
for sale



Date: **24th November 2024**

Business Reference: **36445**

About the Business:

Comprehensive Solar System Design, Installation, Maintenance, and Electrical Solutions

In addition to being a reputable solar solution installer, this business also offers expert maintenance services for solar systems. Apart from their solar expertise, they excel in all-encompassing electrical installations. As an owner-operated venture, this business is uniquely positioned to expedite your journey towards realizing the dream of entrepreneurial independence.

Comprehensive Solar System Design, Installation, Maintenance, and Electrical Solutions



Sector: **Services**

Asking Price:

R 385,000

Monthly Profit:

R 26,137

Asset Value:

R 88,741

Stock Value:

R 35,000

Yearly Net Profit :

R 313,643



Business Report

How does the business operate on a daily basis?

The business operates from a home office, with the owner being a qualified electrician who actively engages in hands-on operations. This owner-operated model ensures personalized attention and expertise throughout the service delivery process. Upon receiving a deposit from a client, the owner efficiently schedules installations or work using a comprehensive planning roster, optimizing the week with a strategic allocation of jobs.

Known for its stellar reputation, the business provides various services:

Solar Installations and Sales:

The business excels in solar installations, encompassing both general sales and sizing. It has established relationships with major solar importers and local suppliers.

Electrical Installations and Maintenance:

The business caters to both commercial and residential clients, offering top-notch electrical installations and maintenance services (single and third phase). The hands-on approach of the owner ensures a commitment to quality and customer satisfaction.

Electrical Wiring Services:

The business undertakes projects of varying scales from comprehensive rewiring of factories and houses to smaller projects like installing gate motors. This expertise positions them as a reliable choice for clients seeking any electrical wiring services.

Qualified service provider:

The business has earned recognition from major insurance providers. This endorsement reflects their commitment to adhering to high standards and industry best practices.

Client Base:

With an extensive client base, the business currently manages more than 300 clients since going live on the new software system 2 years ago. This reflects a strong and loyal customer following, indicative of their ability to consistently meet and exceed client expectations.

Online Presence:

In addition to traditional operations, the business has embraced e-commerce with an online store. This platform, coupled with its presence on Takealot, expands its reach and accessibility, catering to a diverse range of customers.

In conclusion, this owner-operated business stands out for its hands-on approach, reputable services, and strategic industry partnerships. The combination of a robust client base, third-party relationships, and an online presence positions them as a reputable service provider in the field of solar installations and electrical services.

How are the clients attracted to the business?

Currently, 95% of the work is generated from within their existing client base.

They have 5 suppliers that refer clients to them for installations.

They have 12 solar suppliers who also refer business to them.

They have 9 electrical suppliers who also refer business to them.

What Advertising/Marketing is carried out?

Website
Word of Mouth

What competition exists?

There are various other players in the market.

How could the profitability of the business be improved?

Make use of lead generation companies.
Make use of a freelance representative to grow solar-related sales.

Give a breakdown of staff/ functions/ length of service?

1 x owner (electrician)
4 x part-time helpers - they have assisted the owner for more than 2 years now.

How involved is the Owner in running the business?

The owner is the electrician and the backbone of the business. This is an owner-driven operation.

When does the current lease end?

They are working from a home office. The new owner can do the same and save on lease agreements.

What are the main assets of the business?

A comprehensive list will be provided, below are some of the items.

- 1X Bosch baby grinder
- 1X Ryobi baby grinder
- 1X DeWalt 2.2Kw big grinder
- 1X Ryobi battery drill
- 1X Bosch battery drill
- 1X Black & Decker 900W drill
- 1X SDS Makita drill
- 1X SDS Hilti battery drill
- 1X Vibro sander
- 2X circular saw
- 2X jig saw
- 1X welding machine
- 3X extension Leads
- 1X vacuum cleaner
- 1X Ryobi generator
- 1X pressure washer
- 1X box drill bits
- 1X 2T jack
- Screws nails etc
- Sds drill bits

Strengths?

- 300+ customer base.
- Established foothold in the solar market.
- Brilliant Google reviews.
- A strong foundation to expand on.

Weaknesses?

- Current infrastructure does not compliment growth.

Opportunities?

- Lots of growth potential.
- Grow online sales.
- Grow solar sales.
- Expand current infrastructure.

Threats?

- Cheap, inferior solar imports.

What is the reason for the sale?

The owner is taking over a family business in the Western Cape and is relocating.

Why is this a good business?

With a robust foundation anchored in a sizable customer base, relationships with insurance companies, an online presence, and established partnerships with solar importers and local suppliers, this business is poised for a significant leap forward. It presents an excellent opportunity for a young, qualified electrician to expedite the realization of their entrepreneurial aspirations.