

business
for sale



Date: **22nd December 2024**
Business Reference: **BFS11068**

About the Business:

Establish Office Automation (CCTV / Bio metric / Copiers / Printers / Office Furniture) Business

This business has been active in the telecommunications industry since 1988. Through the years, they added CCTV, biometric time & attendance, multi-function printers, and video conferencing to their portfolio, with great success.

Establish Office Automation (CCTV / Bio metric / Copiers / Printers / Office Furniture) Business

Sector: **Sales & Services**



Asking Price:

R 5,250,000

Monthly Profit:

R 137,198

Asset Value:

R 0

Stock Value:

R 700,000

Yearly Net Profit :

R 1,646,378



Business Report

Background and History

This business has been active in the telecommunications industry since 1988. Through the years, they added CCTV, biometric time & attendance, multi-function printers, and video conferencing to their portfolio, with great success.

With a national footprint and clients around South Africa.

Assets

R700 000 Included in asking price

Employees

3 Employees

Reason for Sale

Owner plan to immigrate

Conclusion

The owners will stay on in the business for as long as it takes to cement relationships between the new owner and the existing client base and also to assist with the transfer of the knowledge associated with the running of the business. It is extremely important to the sellers having build up the business for so many years to continue seeing it prosper into the future.

Agents Comments

Financing options are available for qualified buyers who can provide a minimum R1,5 Million of the purchase price from their own funds.

This business can be run from home anywhere in South Africa

Investment Opportunity

Given the business's established presence in the telecommunications sector and its diversified service offerings, there are several potential expansion opportunities to consider. Here are a few strategic avenues the business could explore:

- 1. Geographic Expansion:** While the business has a national footprint in South Africa, it could consider expanding into neighboring countries or other regions where there's a demand for telecommunications and associated technological services. This could involve setting up regional offices or forming partnerships with local companies to facilitate market entry.
- 2. Technological Innovation:** Continuously investing in and developing cutting-edge technologies could open new markets and attract a broader client base. For instance, exploring advancements in IoT (Internet of Things), 5G technologies, or cloud-based solutions could provide new services to existing and new customers.
- 3. Service Integration:** By offering integrated solutions that combine their existing services, such as video conferencing with advanced security systems or bio-metric systems with time management software, the business can provide more comprehensive packages to their clients. This integration can enhance the customer experience and increase the value proposition.
- 4. Sector Specialisation:** Specialising in specific sectors that rely heavily on telecommunications and security systems, such as education, healthcare, or government, could open up specialized markets. Tailoring services to meet the unique needs of these sectors can lead to deeper market penetration.
- 5. Acquisitions or Partnerships:** Acquiring smaller companies or forming strategic partnerships could accelerate growth. This could involve acquiring companies that offer complementary technologies or services, thereby expanding the business's portfolio and customer base quickly.
- 6. Sustainability Focus:** With growing concerns about environmental impact, developing and promoting eco-friendly technologies and practices could attract clients interested in sustainable solutions. This could involve energy-efficient systems, recyclable materials in products, or services that help other businesses reduce their carbon footprint.
- 7. Training and Consultancy Services:** Offering training and consultancy in the use of their products, especially in newer technologies like bio-metric and CCTV systems, could provide additional revenue streams. This would also position the company as an expert in the field, strengthening client relationships.

These strategies could help the business not only to grow its market share but also to stay ahead in a competitive landscape by continuously evolving and meeting the changing needs of its clients.