

Operating Business for Sale

CC Computers is an operating turnkey business that has been serving the Harrisburg area for 32 years. I started this business in 1994 and it is the only one of its kind that has remained in operation, though several have come and gone in that time. I am ready to retire soon and would like to pass this business to the right person who can continue what I have enjoyed doing for so many years. But to be clear, this business will continue to operate until every effort to sell it to a new owner have been exhausted. It could easily be expanded by an energetic ambitious person with the interest and ability to take it to the next level.

The right person would likely:

1. Possess knowledge of computer repair, or be trainable
2. Have experience with network operations and software
3. Have experience with Microsoft software
4. Have experience in sales, or trainable
5. Be self-motivated
6. Have the ability to demonstrate financial responsibility for the purchase

That person will also have the option for the business to remain at the present location, with a lease arrangement worked out to the satisfaction of both buyer and seller. The option will also be available for me to remain with the business until the buyer is comfortable with the operation and has been introduced to present clients. I will try to be very flexible and work any prospective buyer to make the transition a pleasant experience for everyone.

The following list is representative of what the buyer will be purchasing. This list does not necessarily include everything, but is a good idea of what is to be expected.

1. Company Assets including both new and used hardware and software items for sale.
2. Any repair parts and/or computers to be used for parts
3. Repair and POS software, server for software, and front counter workstation and printer.
4. Customer database which is on above server.
5. Any furniture and cabinet items with the exception of furniture in front office

Valuation will be calculated using the SDE method of averaging the last 3 years of net income times a factor of 1.5. (1.5 – 3.0 is the typical multiplier of small rural tech businesses in lower Illinois) So, the business is being valued conservatively considering it also includes the above tangible items. Typically, I see prospective meetings with a potential buyer looking something like the following.

1. Discussion of what this business does and has done over the last 30+ years. Discuss what the buyers' goals and motivations are. Discuss relocation goals and/or lease arrangement of current location. Discuss seller involvement or non-involvement going forward. Discuss the selling price. See if those things can line up for both seller and buyer.
2. Discuss and present financial information. The seller will include 3 years of reports displaying the net income of the business. The buyer will include a report from the bank demonstrating financial responsibility for the purchase. If going forward, buyer and seller will sign intent to

purchase agreement.

3. Meet for final signing of Definitive Purchase Agreement and related documents. This is the last step in the sale, with the buyer becoming the immediate owner of the business once document signing is complete.

If you would like to learn more about the prospect of owning your own turnkey computer business, please call Kevin at 618.841.2555 to set up a time to meet.