

## Software & IT Services Industry

### Case Study

#### **Mandate**

Beacon was engaged by a well-established data communications company, which had a loyal client-base, employed knowledgeable staff, and their sales generated consistent revenues.

The owner of the business was wishing to retire, but wanted to continue to consult to ensure a smooth transition to the new owner. Beacon was chosen as the broker to value, market, and sell the business.

#### **Implementation**

Beacon began by compiling a fairness opinion to determine the business' true fair market value and proceeded to compile deliverables and confidentially market the mandate to potential buyers. While conducting the valuation and creating the deliverables, Beacon worked closely with the vendor. This ensured that the deliverables were as informative as possible, to give potential buyers a clear overview of the business.

#### **Outcome**

Beacon has a large network which includes private buyers and private equity firms across North America, and this ensured that the business was pitched to suitable buyers with prior knowledge of the industry.