

Project Payroll Seller

CASE STUDY

We were contacted by a successful payroll / umbrella company who had been thinking of sale for some time.

They informed us they had been contacted regularly by various sales organisations offering to represent them in a sale.

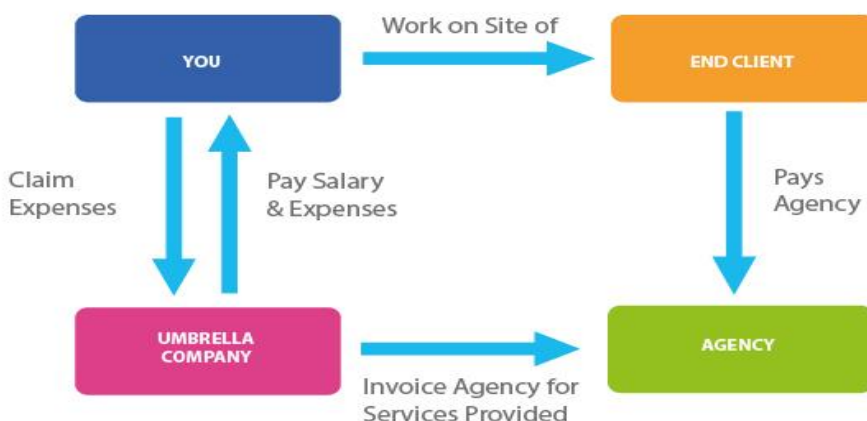
The main issue they had was the valuations they had received, although the figures put forward were very attractive they had no real confidence they could be achieved.

We had a number of serious buyers in this sector and many of them prepared to pay us a 'buy side' fee. Fees were not an issue for the sellers as they accepted it was a cost of sale.

Valuation and deal structure were discussed in detail with the seller and when we approached buyers we had the confidence in the seller that they were serious and their expectations achievable.

Four offers were received for the business and the seller agreed a deal for the best overall deal structure for the shareholders.

In this case the buyer paid our fee and all parties were satisfied with the transaction. Deal value £750k plus



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