



# STRATEGIC ACQUISITION OPPORTUNITY

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WELL-ESTABLISHED IT SERVICES PROVIDER | **CLOUD, CYBERSECURITY & MANAGED SERVICES**

## BASIC FACTS

INDUSTRY : IT SOLUTION PROVIDER

LOCATION : MAHARASHTRA

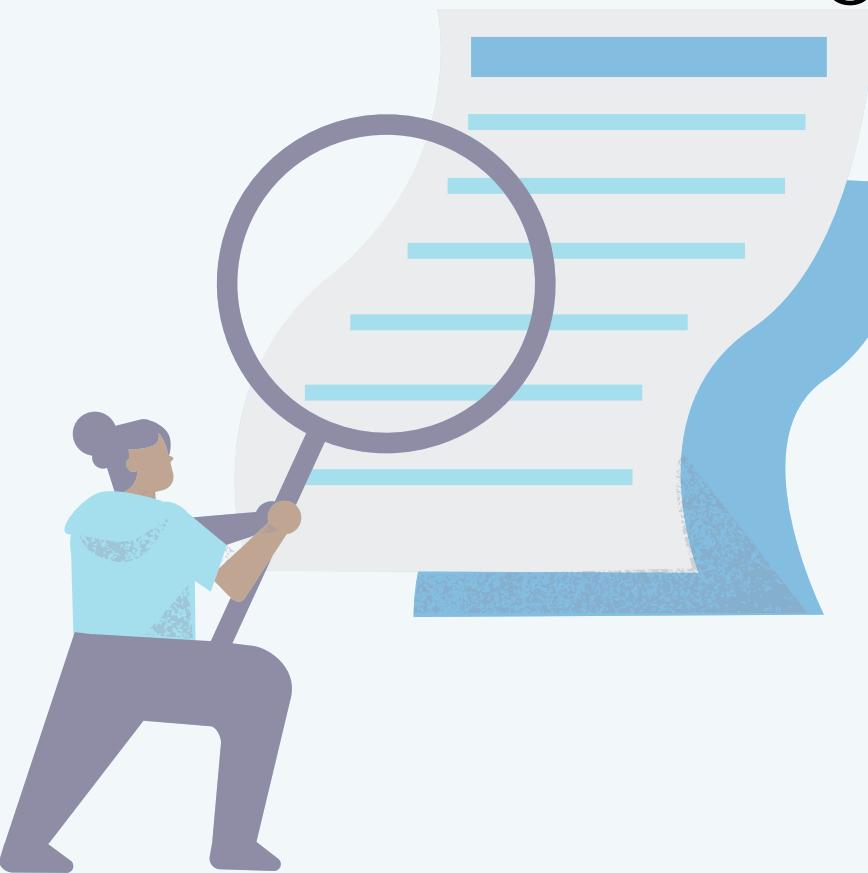
ESTABLISHMENT : 2 DECADES AGO

ORGANIZATION NATURE : PRIVATE LIMITED

TRANSACTION TYPE : COMPLETE SELLOUT

ASKING PRICE : **INR 25.00 CRORES**

REASON OF EXIT : THE PROMOTERS ARE SEEKING RETIREMENT



## BUSINESS OVERVIEW

A well-established Maharashtra-based IT services provider, operating for over **25** years, is now available for strategic investment or acquisition.

With a strong foothold in **IT consulting, managed services, cloud solutions, and cybersecurity**, the company serves medium to large enterprises across India, particularly in the **BFSI** and enterprise sectors.





## KEY HIGHLIGHTS:

- **Established Track Record:** 25+ years of operational excellence with zero debt and 100% client retention.
- **Diverse Revenue Model:** Mix of one-time product sales, recurring service contracts, and annual maintenance contracts.
- **Strategic Partnerships:** Trusted partner of Microsoft, Adobe, CrowdStrike, Cloudflare, and other global technology leaders.

## BUSINESS MODEL & REVENUE STREAMS

- 75% from product and licensing sales (e.g., Microsoft, Adobe, CrowdStrike)
- 25% from professional and managed services (AMC, consulting, support)
- **Recurring Income Base:** Long-term Annual Maintenance Contracts (1-3 years average tenure) Managed services and cloud subscriptions
- **Key Clients:** includes marquee names in BFSI, Pharma, Manufacturing such as Birla Carbon, Grasim Industries, Reliance Security, and Authum Investment
- 100% client retention rate

## SERVICE & DELIVERY PORTFOLIO

- **Microsoft Partner Solutions:** Microsoft 365, Azure, EMS Security, Windows licensing, deployment & migration.
- **Cloud & Infrastructure:** Cloud deployment, virtualization, backup & DR, network & server management.
- **Cybersecurity Services:** Endpoint and network security, compliance solutions, Crowdstrike, Cloudflare integration
- **Managed Services:** Remote monitoring, helpdesk, patch management, and SLA-based IT support



## WHY ACQUIRE



- Debt-free with steady cash flow
- Financially strong with no liabilities and consistent earnings.
- Scalable operations
- Systems and delivery models support efficient growth.
- Recurring revenue streams.
- Strong income base from AMCs, subscriptions, and services.
- High client retention.
- Long-term relationships drive stable, repeat business.

## FINANCIAL PERFORMANCE



Metric	FY2022	FY2023	FY2024
<b>Total Revenue</b>	₹943.5 Lac	₹1,231.2 Lac	₹1,229.4 Lac
<b>Total Expense</b>	₹866.8 Lac	₹1,149.1 Lac	₹1,118.3 Lac
<b>EBITDA (Est.)</b>	₹76.7 Lac	₹82.1 Lac	₹111.1 Lac
<b>PAT</b>	₹59.7 Lac	₹62.1 Lac	₹82.6 Lac
<b>Total Assets</b>	₹510.7 Lac	₹542.2 Lac	₹653.5 Lac



*Bonding Businesses...*

# 360 COMPANY BECHO PVT. LTD.

## ***Mandate Holder for the Deal***



-  response@companybecho.com
-  8485011598
-  Office No. 106 , Sukhniwas 55 Mangalwar Peth 15 August Chowk, Pune
-  [www.companybecho.com](http://www.companybecho.com)

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