



## **ABERCORN BUSINESS SALES**

**SUCCESSFULLY SELLING YOUR BUSINESS**



**Leading Specialist Provider of end-to-end Wi-Fi and Networking Solutions  
for Commercial and Industrial Clients Across The UK.**

Hertfordshire

**Asking Price: £285,000**

Reference: CN01-ABS | Confidential Memorandum

**Annual Sales:** circa £350,000 p.a.

**EBITDA** (pre director drawings) circa £130,000 p.a.

**Location:** Hertfordshire- The Business Fully Relocatable as it operates Virtually

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## 1. Executive Summary

We are delighted to offer for sale a specialist provider of end-to-end Wi-Fi and networking solutions for commercial and industrial clients across the UK.

The business is a recognised and trusted partner in delivering mission critical connectivity where conventional wireless solutions typically fail such as warehouses, schools, hotels, marinas, and large outdoor venues.

With a strong technical foundation, deep vendor partnerships (Cisco, Ruckus, Cambium), and a growing client base, The Business is ideally placed for expansion by a strategic acquirer or industry operator looking to scale a highly regarded, cash-generative and agile engineering business.

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## 2. Business Overview

Established: 2016

Location: Operates virtually.

Staff: 2 Directors (1x Full-Time) + Contractor network

Trading Hours: Monday–Friday, 8:30am–5:30pm

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## 3. What The Business Does

The Business provides fully integrated Wi-Fi and network infrastructure solutions. Its services include:

- Wireless network surveys (Ekahau Pro)
- Wi-Fi & LAN design and consultancy
- Installation of access points, structured cabling, and switches
- Managed Wi-Fi and proactive troubleshooting support
- Network optimisation with performance guarantees
- “Green Tech” – sustainable, energy-efficient deployments

The company operates at the high-performance end of the market, focused on eliminating poor connectivity with custom-designed, enterprise-grade wireless solutions.

The business has 3 core revenue streams, contract services, business services and hardware sales and installation.

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## 4. Why Clients Choose This Company

- Certified partners of Cisco, Ruckus, Cambium Networks
- Wi-Fi Guarantee – performance assured after survey
- Specialist expertise in RF planning and signal optimisation

- Lean and agile project delivery
- Loyal client base with ongoing, recurring revenue
- Strong reputation for professionalism and technical quality
- Personal, responsive service from highly experienced directors

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## 5. Client Base

This Business serves a diverse B2B client base, with notable sectors including:

- Education (Schools & Colleges)
- Hospitality (Hotels, Resorts, Marinas)
- Museums and Public Venues
- Financial Institutions
- Event Spaces & Outdoor Facilities
- SME Office-Based Clients

The business has a high client retention rate and an excellent reputation for reliability, performance, and value.

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## 6. Market Position & Competition

Reputation: Widely respected by both clients and industry peers, with consistently positive feedback, even from external engineers.

Competition: Typically, from lower-cost, substandard providers or internal IT teams lacking wireless-specific expertise. The Business frequently wins projects after such alternatives fail to deliver.

Edge: Vendor-certified, field-proven, and backed by performance guarantees making the Business a safe, premium choice.

## 7. Marketing & Sales

- Excellent Website and Domain Name:
- Online Advertising: Google and Facebook
- Brochures: Yes
- Referral-based growth and vendor relationships underpin much of the client acquisition.

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## 8. Technology Stack & Tools

- Vendor Ecosystem: Cisco Meraki, Ruckus, Cambium Networks
- Software & Admin: Ekahau Pro, O365, Xero
- Standards & Certifications:
  - Cisco Select and Sustainability Partner
  - Ruckus Certified Partner
  - Cambium Connect Plus Partner
  - Safe Contractor, CHAS, NICEIC, ECA, Constructionline Gold (via RS contracting business)

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## 9. Financial Overview

(Full financials available upon request with NDA)

- Strong revenue performance in 2024–25 moving into 2025-26
- Lean cost base due to flexible contractor model
- Directors draw modest salaries to reinvest in growth
- Business operates from low-overhead premises

Profitability:

The buyer is expected to sustain current profitability and increase revenue to recoup acquisition costs within 18 months.

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## 10. Opportunities for Growth

- Convert project-based work into structured, recurring managed services
- Expand geographically and sector-wise (e.g. logistics, education, co-working spaces)
- Increase B2B partnerships and reseller channels
- Employ a dedicated sales “hunter” to accelerate pipeline growth
- Develop service contracts and retainer-based offer

## 11. Transition & Support

- Sellers will commit to a non-compete clause
- Full handover and transitional training offered
- Handover timeframe: 1–3 months, negotiable

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## 12. Ideal Buyer Profile

This opportunity will suit:

- An IT services business looking to expand its wireless offerings
- A telecoms or infrastructure firm seeking turnkey engineering capacity
- A sector investor wanting a recurring revenue platform
- An ambitious entrepreneur or team with networking/telecoms experience

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## 13. Summary of Key Strengths

### Strength

RF Planning Expertise

Certified Vendor Partnerships

Full-Service Delivery

Wi-Fi Guarantee

Loyal, High-Retention Client Base

Low Overheads

### Benefit

Delivers high-performance, resilient connectivity

Access to top-tier hardware/software solutions

Survey, design, installation, support — all in-house

Performance you can trust

## Strength

Predictable revenues and strong word-of-mouth growth  
Lean operation, flexible cost base  
Trusted by clients, respected by vendors

## 14. Sale Details

Reason for Sale: Personal reasons and Semi Retirement

Training & Transition: The seller is willing to provide full support and training to the new purchaser.

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**15. Next Step:** To discuss this opportunity in confidence, you will need to fully complete our Confidentiality Agreement



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## Next Steps & Contact

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