

BUSINESS FOR SALE > TECHNOPOLE CÔTE D'AZUR

Software Company



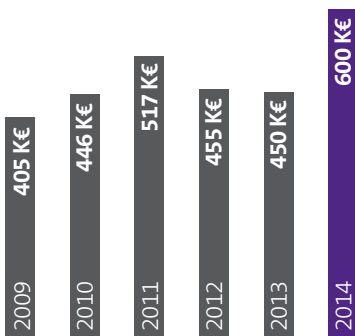
A software company that was founded in 1999, which has a solid client base in the tourist industry, particularly for student residences, tourist villages, senior citizens residences, hotels...

With a longstanding presence on the Côte d'Azur, the company has worked all over France and abroad from time to time. The business has experienced natural growth which is supported by the market outlook.

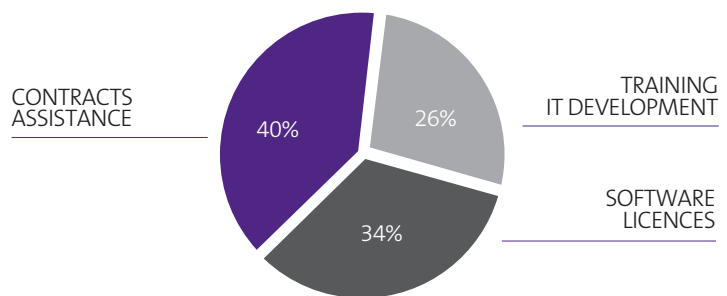
Its founder and principal shareholder would like to divest himself of the business.



TURNOVER



INCOME 2014



CLIENTS REFERENCES

ESSEC
BUSINESS SCHOOL

HEC
PARIS

ÉCOLE POLYTECHNIQUE
ParisTech

CENTRALE LILLE
Ecole Centrale de Lille

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BUSINESS FOR SALE Software Company

For 10 years the business has been particularly active in the non-residential building sector: tourism, students, senior citizens...

Their software solutions have attracted more than 150 establishments, which comprise around 23,500 lodgings.

The targeted sectors are expected to maintain their growth in the years to come in order to fulfil continued demand (studies and indicators are available on request).

As a result, the company has strong growth prospects.

The business is also well placed to take part in the field of operator/client mediation and to implement a marketing solution for OTA.

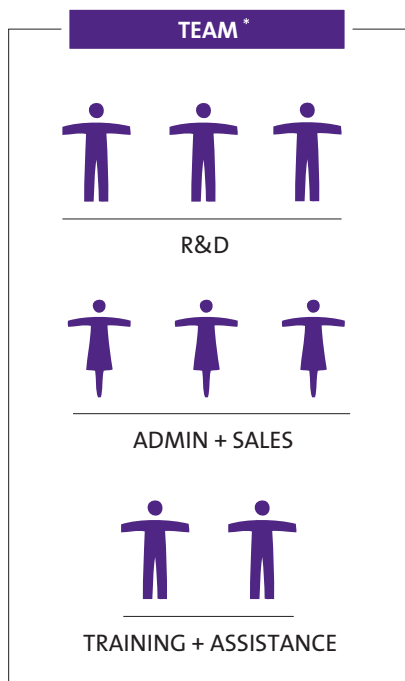
The competitive environment is limited due to stringent technical restraints. A complete understanding of the clients' problems is what guarantees the company's legitimacy and the pertinence of the services it offers.

There are numerous possibilities for developing related and complementary services, especially with regard to consultancy. They all hold out the possibility of a good ROI.

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The business has trustworthy and well-balanced accounts.

By their recognition and investment support BPI and Coface confirm the reliability of the supporting evidence.



(*) EXCLUDING MANAGEMENT



CONTINUED GROWTH IN DEMAND FOR, AND INVESTMENT IN ALL THE TARGETED SECTORS: TOURISM, STUDENTS, SENIOR CITIZENS...

HISTORIC PERFORMANCE OF THE COMPANY AND WELL KNOWN REFERENCES

FUNCTIONAL AND SECTORAL COMPETENCE OF THE EXISTING TEAM

INTERNATIONAL POTENTIAL: SILVER ECONOMY, STUDENTS...

WEAK COMPETITIVE ENVIRONMENT: SOFTWARE, CONSULTANCY, OTA...

MAINTENANCE OF R&D INVESTMENTS: SAAS, API...

STRUCTURE AND REINFORCE THE SALES INITIATIVE

MARKET SHARE WITH OPERATORS AND INVESTORS

POSSIBLE OPENING OF THE MARKET TO NEW MARKET PLAYERS

AN EXCLUSIVE BRIEF PROPOSED BY

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