

# CASE STUDIES

## CHALLENGES AND SOLUTIONS

### **Brokerage:**

Retained sales

### **Sectors:**

Facilities  
Management  
[Security guarding]

### **Challenge:**

Enabling a busy  
entrepreneur to exit  
his business and  
maximise value

### **Outcome:**

Sale of a manned  
guarding business  
to a trade buyer

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We were retained by our client, who had built his business over a period of 15 years, in order to work confidentially to sell his business.

Our client had created his business from scratch, originally undertaking guarding duties for groups he knew personally and then eventually winning contracts and successfully providing a range of guarding services to offices and shopping centres.

He had successfully grown his business whilst remaining a regional operation, and had no desire to expand outside the few counties in England within which he operated.

We were retained to sell his business as our client had reached a point where he now wished to exit the sector he was in and pursue other interests, but apart from advertising it openly on the market or to a wide range of buyers, he had no knowledge of to whom he might sell.

He appointed Morphose as he knew we were able to act confidentially and offer him frank advice on his options.

We worked with the vendor for nine months, with the result that we fully understood his reasons for selling and future objectives. This enabled us to find an appropriate buyer with whom he agreed a majority upfront deal, at the same time allowing our client to retain a paid role for at least two years.