



**BUSINESS FOR SALE**

# TechGuard Austin

Document Prepared: October 07, 2025

**CONFIDENTIAL**



# Investment Highlights

<b>\$2.85M</b>	<b>\$485K</b>	<b>17%</b>	<b>94%</b>
<b>Annual Revenue</b>	<b>EBITDA</b>	<b>Revenue CAGR</b>	<b>Client Retention</b>

20.5% margin

2022–2024

96% revenue renewal

## Diversified Customer Base

No single client exceeds **6% of revenue**; top 10 clients account for only 32.6%.

## Recurring Revenue Model

**78% recurring revenue:** Contract-based, with 88% of revenue under contracts with 12+ months remaining.

## Operational Efficiency

Strong operational leverage with \$129,545 revenue per employee.

## Executive Summary

TechGuard Austin is a Texas-based technology corporation specialising in managed IT services, cybersecurity, cloud infrastructure, and compliance consulting. With 22 years of operational excellence, the company serves 145 active clients across healthcare, professional services, financial services, and manufacturing. Its reputation for compliance expertise and proactive security has made it a trusted partner for organisations with demanding regulatory requirements.

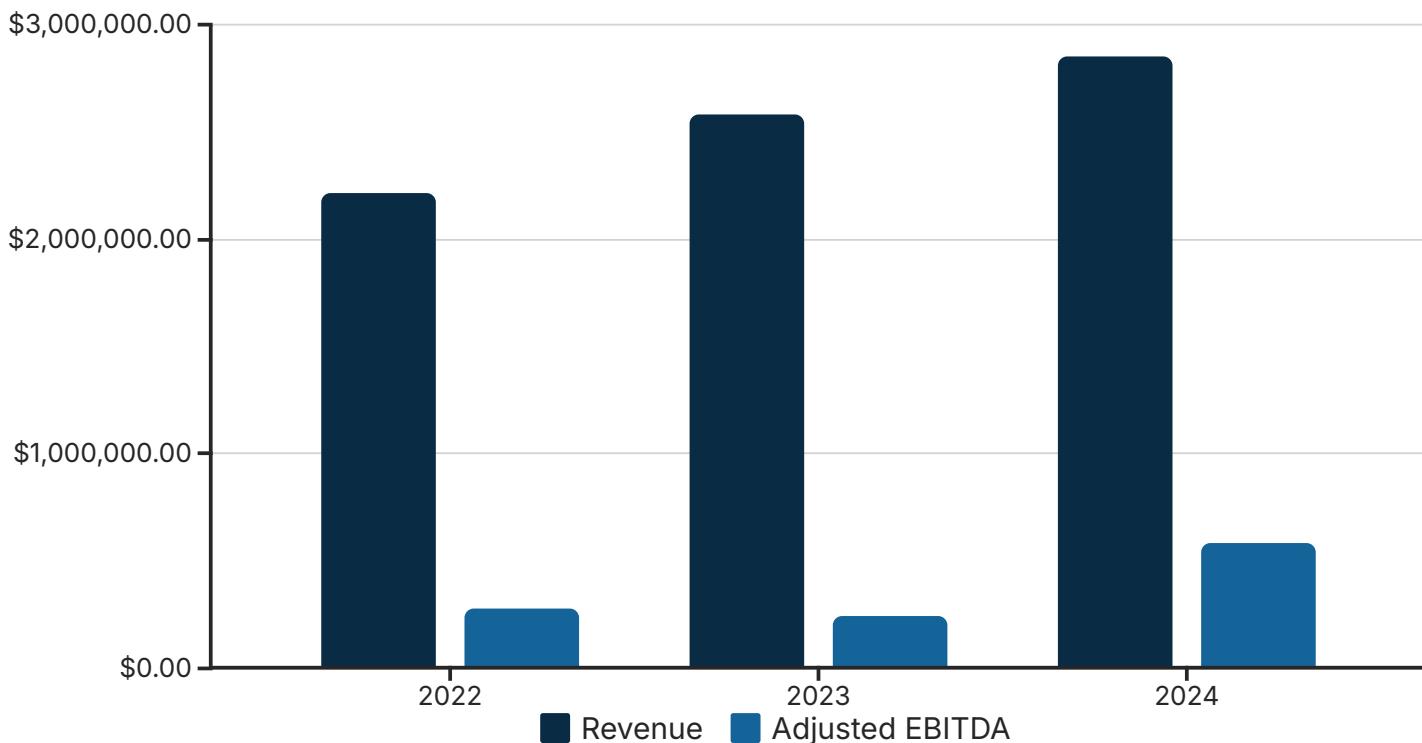
The business generates **\$2,850,000 in annual revenue** and \$315,000 in annual profit, with a robust adjusted EBITDA of **\$485,000 (17% margin)**. Revenue has grown at a 13.6% compound annual rate since 2022, supported by a high proportion of recurring, contract-based revenue and strong client retention. Gross profit margins have consistently exceeded 81%, and the company operates with no outstanding debts or real estate encumbrances.

TechGuard Austin's competitive advantages include deep regulatory expertise, a 24/7 security operations center, high-touch local service, and a diversified, loyal customer base. The company's asset-light, scalable model and clean corporate structure make it an attractive acquisition target for strategic buyers or private equity. With the owner retiring after 9 years, there is a unique opportunity for new leadership to leverage the company's strong foundation and significant growth potential in the high-growth Texas technology market.

# Financial Performance

Metric	Amount	Notes
Annual Revenue	\$2,850,000	2024; double-digit growth over prior years
Annual Profit	\$315,000	2024; 11.1% profit margin
EBITDA	\$485,000	2024; includes \$170,000 in owner add-backs
Profit Margin	11.1%	Consistent with industry; gross margin 81.6%
Revenue per Employee	\$129,545	22 employees
Recurring Revenue	78%	Contract-based, predictable cash flow
Client Retention Rate	94%	High customer loyalty

## Historical Financial Performance



The chart demonstrates consistent revenue growth with a significant improvement in EBITDA performance in 2024.

# Business Considerations & Risk Context

## Why the Business is For Sale

Owner is retiring after 9 years of successful operation, providing an established business ready for new leadership.

## Timeline

Owner is flexible on the selling timeframe, allowing for a smooth and tailored transition.

## Things Buyers Should Know

### Owner Involvement

The current owner is actively involved in the business. A new owner will benefit from a planned transition period and support from the experienced team.

### Customer Concentration

No single client exceeds **6% of revenue**; top 10 clients account for only 32.6%, reducing revenue risk.

### Recurring Contracts

**78% of revenue is recurring**, with 88% under contracts with at least 12 months remaining, ensuring revenue stability.

### Asset-Light Model

The business does not include real estate or significant hard assets; value is derived from contracts, workforce, and client relationships.

## Risk Considerations

- Healthcare concentration provides revenue stability but introduces exposure to regulatory changes
- Owner retirement may necessitate transition planning for leadership continuity
- No real estate or debt reduces potential legal encumbrances and simplifies the acquisition process

# Company Profile

## Company Overview

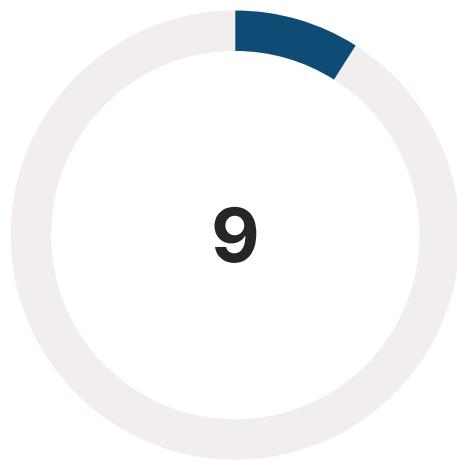
TechGuard Austin is a corporation based in Texas, operating for 22 years with a team of 22 employees. The company is 100% owned by the current seller, ensuring a straightforward transaction. It has built a strong reputation in the Texas technology sector, delivering managed IT, cybersecurity, and compliance solutions to a diverse client base.

## Business Strengths

- Consistent revenue and profit growth
- Experienced, stable workforce
- Well-established regional presence
- Fully-owned corporate structure for easy transfer

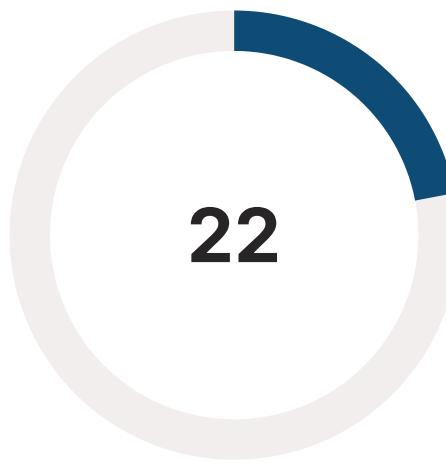
## Company History

Founded around 2002, TechGuard Austin has evolved into a mature, profitable business with a solid reputation, poised for continued success under new ownership.



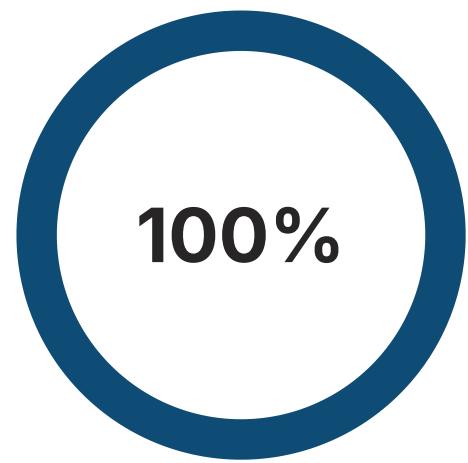
### Years in Operation

Established track record



### Employees

Experienced team



### Owner Control

Clean transaction structure

# Market Opportunity

## Industry Overview

The U.S. managed IT services sector is valued at **\$79.2 billion (2023)** and projected to grow at a **12.8% CAGR through 2030**. Texas, particularly Austin, is a high-growth market for technology adoption and IT outsourcing. Key drivers include rising cybersecurity needs, digital transformation, and regulatory compliance.

## Market Trends

- Security-first IT strategies and compliance requirements are increasing demand for managed services.
- Cloud and hybrid infrastructure adoption is accelerating.
- Industry-specific solutions for healthcare, finance, and legal sectors are in high demand.
- The sector is resilient, with high client retention and recurring revenue models.

## Competitive Landscape

- Regional MSPs like TechGuard Austin excel in localised, high-touch service and compliance expertise.
- Barriers to entry include technical expertise, regulatory knowledge, and established client relationships.
- Market consolidation is creating opportunities for well-run MSPs to command premium valuations.

## Growth Drivers



### Geographic Expansion

Expansion into adjacent Texas markets (San Antonio, Houston)

### New Service Lines

Launching new service lines in cybersecurity, AI, and compliance

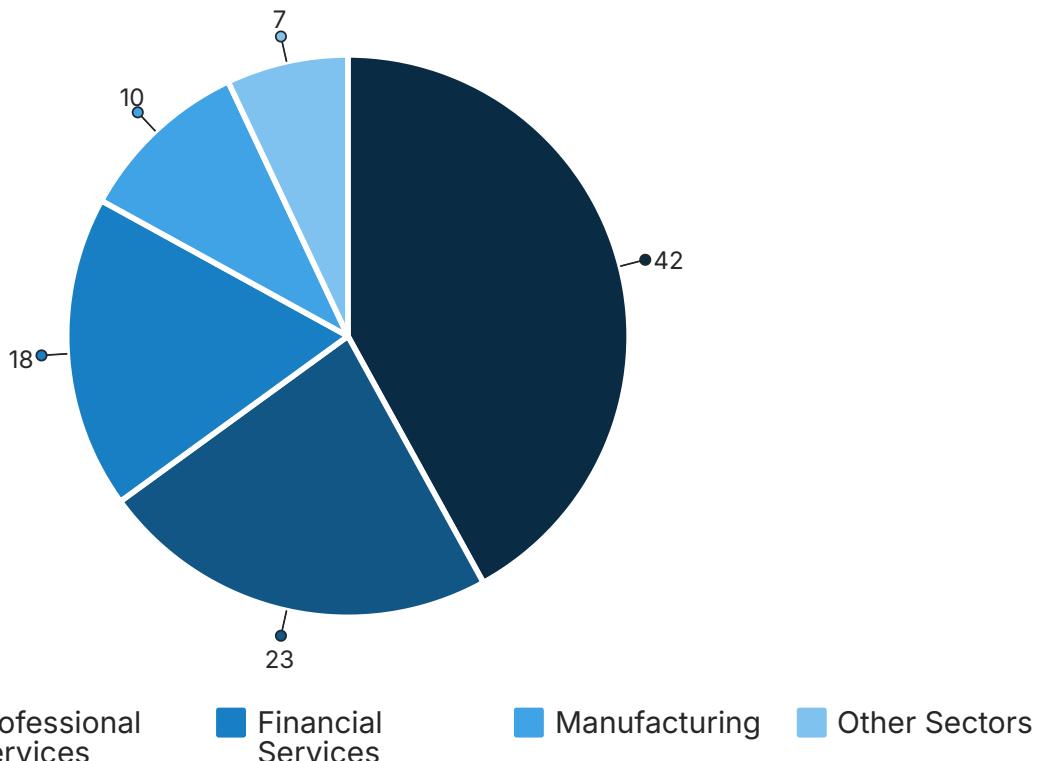
### Strategic Acquisitions

Strategic acquisitions and roll-up opportunities

# Customer Base

## Customer Portfolio

145 active clients across healthcare (42%), professional services (23%), financial services (18%), manufacturing (10%), and other sectors (7%)



**94%**

**96%**

**6%**

**32.6%**

**Client Retention Rate**

**Revenue Renewal Rate**

**Max Client Revenue**

**Top 10 Clients**  
Well-diversified base

No single client dependency

## Contract Portfolio

- Multi-year, recurring contracts with built-in annual price increases (average 4.5%)
- High payment quality and standard industry terms
- Significant room for market penetration (only 12% of target market reached in Austin metro)

Average contract length is **2.7 years** with a **38% cross-sell rate**, demonstrating deep client relationships.

# Operations & Management

## Service Offerings



### Managed IT Services

Network monitoring, helpdesk, infrastructure



### Cybersecurity Solutions

24/7 SOC, threat monitoring, incident response



### Cloud Infrastructure

Migration, integration, management



### Compliance Consulting

HIPAA, SOC 2, PCI DSS



### Additional Services

Project services, cybersecurity training, disaster recovery

## Operational Excellence

- Local presence in Austin with rapid on-site response
- 22 employees delivering \$129,545 revenue per employee
- 78% of revenue from recurring contracts
- Mature processes, quality controls, and continuous training
- Asset-light, flexible office arrangements

## Competitive Advantages

### Deep Compliance Expertise

Specialised knowledge in regulatory requirements

### Proactive Security

24/7 support and monitoring

### High Client Retention

Strong contract renewal rates

### Premium Pricing Power

Specialised service commands higher margins

# Strategic Opportunities

## Growth Potential

- Significant headroom for organic growth in Austin and expansion into San Antonio and Houston
- Opportunity to add high-margin services in advanced cybersecurity, AI, and digital transformation
- Attractive consolidation platform for private equity or strategic roll-ups
- Technology-driven upside through automation, proprietary solutions, and bundled offerings
- High gross margins (81.6%) support profitable scaling

## Operational Improvements

01

### Sales & Marketing Investment

Invest in sales, technical staff, and marketing to accelerate client acquisition

02

### Technology Enhancement

Adopt advanced automation, AI-driven security, and cloud optimisation tools

03

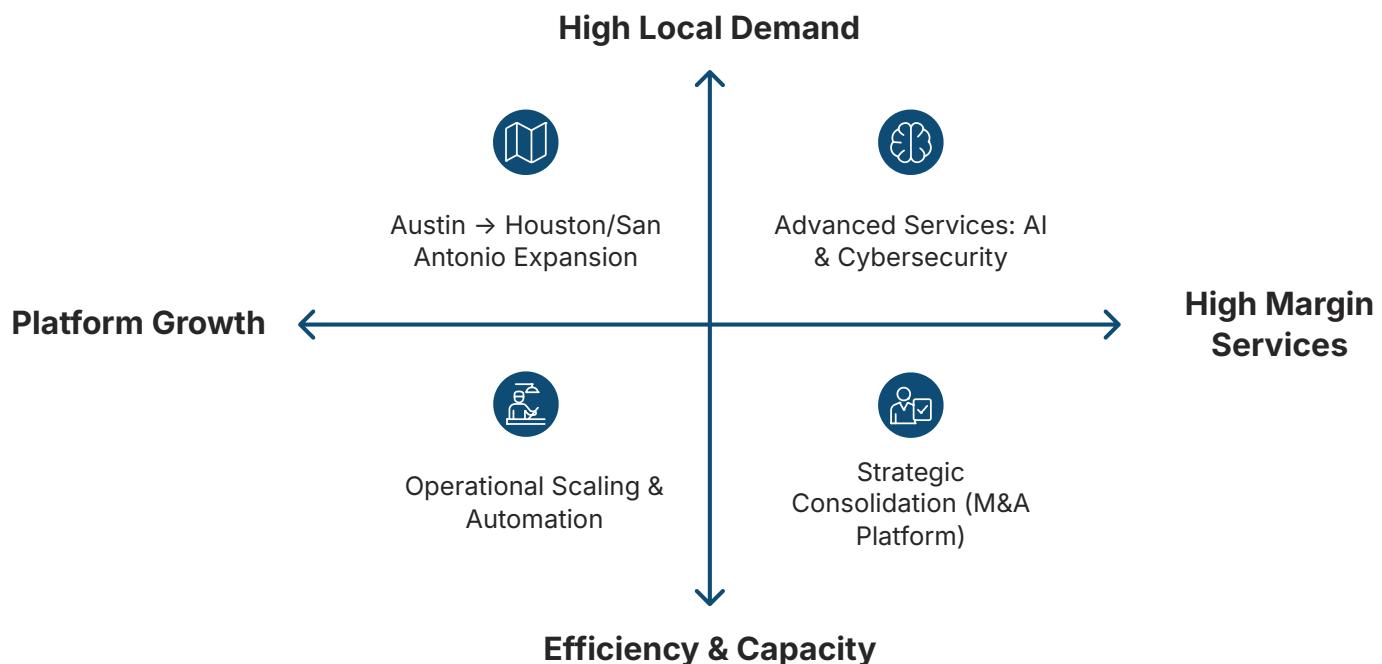
### Process Refinement

Refine processes with workflow automation and improved CRM systems

04

### Service Delivery

Targeted investments in certifications and monitoring platforms to enhance service delivery



# People & Legal

## Organisational Structure

### Corporate Structure

Corporation, 100% owned by the seller

### Workforce

22 employees with strong operational efficiency

### Location

Based in Texas, benefiting from a favourable regulatory environment

### Business Model

Asset-light model with no real estate included

## Legal & Compliance

Legal Aspect	Status
Corporate Structure	100% owned corporation - clean transfer
Compliance History	9 years of compliant operations
Outstanding Debts	None
Legal Encumbrances	None
Real Estate	Not included - asset-light model

### Contact for More Details

For additional information regarding this opportunity, including access to detailed financials and due diligence materials, please contact the broker listed below.

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# Disclaimer

This document is based only on information provided by the business owner. All numbers, projections, and statements are estimates that may not be accurate.

## No Guarantees

We make no promises about the accuracy of this information. Buyers must verify everything themselves.

## No Responsibility

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## Due Diligence Required

Buyers must do their own research and verification before making any decisions.

## Confidential Information

This document is confidential and only for qualified buyers who have signed confidentiality agreements.

**Important:** Document prepared on **10-07-2025** based on available information.

All prospective buyers are strongly advised to conduct thorough due diligence, including independent verification of all financial statements, operational metrics, and business claims before proceeding with any transaction.

**CIM Prepared By**

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