

Profile number

101297

Franchising headquarters with 15 years of experience in the sector**Located in**

Spain

Personal data**Sector**

Service industry

Type of company

Business services

Legal entity:

Limited Company

Type of transaction

(Legal) merger

Life phase enterprise

Growing

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information**Turnover last financial year**

€ 100.000 - € 250.000

Asking price

€ 250.000 - € 500.000

Earnings before taxes

€ 0 - € 100.000

Company history/background

Our company was founded in 2005 with the firm purpose of being a benchmark in the collection and valuation of computer waste.

In its 15 years of existence it has had constant growth and has withstood the different economic moments we have experienced, adapting quickly to each situation.

Bizalia

operado por Empresius S.L
Calle Llull, 51, 4º 5ª
08005 Barcelona

Telf: +34 972 098 952
Mov: +34 615 428 674 (Whatsapp)
E: info@bizalia.com

NIF: B653 51 066

Currently, it is a company focused on acquiring customers through its online platforms, both through social networks with advertising targeted to those customers and through search engines like Google.

We have several websites and different advertising platforms that allow us to be a benchmark in our sector in terms of the online collection of computer consumables.

We don't keep stock; all the material is sold every month, which allows us to always have liquidity and this in turn means that we don't need a large warehouse to accumulate material for months.

We were founded in 2005 and soon realized the potential of creating franchises. Since 2013, we have been a franchisor, with franchisees in strategic provinces that provide us with a very high volume of collection and service.

Our aim is to attract franchisees, on the one hand to provide direct service in each province and achieve a greater overall volume, and on the other hand to collect material for sale to recycling companies, which buy it from us with very high margins.

For collection, we work through advertising on social media and search engines, so we buy practically all the material through our online platforms, and we control billing based on demand, meaning we never buy more than we need. If we need to bill more, we simply increase our advertising budget.

Unique selling points

We have several collection points, franchisees, in different provinces who by contract have to centralize that material so that it goes from a single seller to different recipients, thus obtaining a margin from the sale of the material collected and that sold by the franchises.

Other

If you are a large-scale recycler of computer consumables or a distributor of office supplies, our company can give you access to many customers we collect who need someone to sell them computer supplies or consumables. Furthermore, we can increase your margins by eliminating intermediaries, both for purchasing empty cases if you are a recycler, and for selling full consumables if you are a distributor.