



Client interview

BCMS Corporate client: Florprotec

Business activity: Temporary flooring

Client name: Eric Foster

Why did you decide to sell your business?

'One of the partners was getting near to retirement.'

How did you find out about BCMS Corporate and why did you select us to sell your business?

'A mailing came through as an invitation to one of your presentations.'

Did you consider any competitors of ours and if so why did you not use them? If you didn't consider any competitors, why not?

'Yes, two others, and their approach wasn't as professional as yours.'

How did you feel the sale process was managed?

'Fine.'

How important was confidentiality and why was this?

'Confidentiality from employees knowing was essential for us. A key employee might hear something and decide to leave for another job. This could have jeopardised a sale.'

Did the sale process affect the everyday management of your company?

'No, but it did inevitably give me more to do in addition to my day job but it didn't affect the company.'

Are your staff staying with the company and was this an important factor in the sale process?

'A lot of the staff stayed with the company and that was important, some jobs went as well, more jobs were maintained, just less than half of them went.'

Will you have any involvement in the business post sale and if not what does the future hold for you?

'I stayed with the company for 8 months after the sale . I still have to be available for the company on a consultation basis, but I am basically now fully retired.'

Would you recommend BCMS Corporate's services to another company considering selling?

'Yes I would.'

How satisfied were you with the sale price and terms achieved?

'Yes I was satisfied with the price.'

What is your overall opinion of BCMS Corporate?

'A good overall opinion.'