



Case study Q&A

BCMS Corporate client: RecommIT Limited

Activity: IT equipment disposal agency

Name: Geoff Corani

Why did you decide to sell your business?

'It was a combination of the right timing, age, retirement, opportunity.'

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

'You were recommended by our accountant who attended one of your seminars.'

Did you consider any competitors of ours and if so why did you not use them?

'No, I didn't.'

How did you feel the sale process was managed?

'Very well. I was very pleased'

How important was confidentiality?

'It was absolutely vital.'

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

'Yes at the margins, it did, because we are a small company and myself and Jane, my wife, were there as management team and we had to cope with that and everyday life as well.'

Are your staff staying with the company?

'Yes they are.'

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

'Jane, my wife, retired about 6 weeks ago, and I formally finish full time employment next Thursday but I will be here on a consultancy, as required basis, for some months to come, and then I retire'

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?

'Very satisfied, we got more than we expected.'

What is your overall opinion of BCMS Corporate?

'Very impressed, you were very professional from day one.'