

How selling your business to Nexym works.

We provide owners with fair and simple deals, take great care of your customers, and move things forward quickly and transparently.

EMAIL

deals@nexym.com

WEBSITE

nexym.com

Overview.



Making a deal with us is straightforward and simple. No long negotiations or long legal talks. We do the same work as you; operate a great business and service customers, so we get it, and respect your time.

All of our deals are self-funded, which means they're made quickly and fairly. You talk directly with the owners of Nexym, right from the beginning.

30 Days

It takes 30 days or less to get a deal completed with us and the first payment to you done.

6 Deals

In the last year, we completed 6 deals, with an average deal completion time of 21 days.

Less Meetings

Less meetings, more work. We value your time and are efficient with the deal-making process.

Fair Valuation

We offer fair valuations and fair deals. We aren't a team of negotiators, just people trying to do good things.

What we look for.



We buy web hosting, cloud, and technology companies directly from independent owners. We've acquired businesses in the following ranges:

YEARLY REVENUE

\$30,000 to \$2M

We focus on operations generating between \$30,000 and \$2,000,000 in annual recurring revenue. We tailor each deal and contract based on the revenue.

BUSINESS TYPE

Tech & Cloud

We are interested in companies across the cloud computing sector, including web hosts, infrastructure providers, SaaS, and system management platforms.

REVENUE TYPE

Recurring Billing

We keep our valuations simple and transparent by looking directly at your trailing recurring revenue numbers to present a fair offer.

TEAM SIZE

Solo or Small

We specialize in companies with single owners or small teams. We handle the operational heavy lifting from Day 1 and prefer to keep any existing team members on.

Company valuations.



We keep our valuation process simple, open, and tied directly to the core metrics of your business. Instead of complex financial engineering, we look at three fundamental pillars to present a fair and straightforward offer.

REVENUE HISTORY

Trailing Recurring Revenue

We base our offers on your predictable, recurring revenue over a fixed trailing average. This lets us assess your regular, baseline subscription billing metrics rather than one-time setup fees or seasonal spikes.

INFRASTRUCTURE

Your Technical Setup

We review your underlying systems, cloud architecture, and current management software. A clean, well-managed setup makes the eventual migration seamless, keeping risk low and deal momentum moving forward.

OPERATIONAL PILLARS

Overall Business Health

We look closely at account stability, customer retention history, and fixed server overhead costs. Stable metrics and clean operational data allow us to skip long reviews and move straight to funding and completing the deal.

How we buy businesses.



A fast, transparent process. We review the facts, make quick decisions, and respect your time. Our average timeline to completely close a deal is 30 days or less.

1

Introduction

We sign a non-disclosure agreement to review high-level details of your services, operations, and financials.

2

Offer

If we find a mutual fit, we provide a letter of intent to purchase and begin a formal due diligence review process.

3

Review

We verify your financials and technical setup. If everything looks good, we draft and send the purchase agreement.

4

Transition

We transfer the money directly to your bank account and take over the daily operations completely from Day 1.

How we structure deals.



Every company is unique, every deal is unique. We customize the deal based on your company, your goals and what is fair for everyone. We rarely spend time negotiating; fair offers are quick and simple.

MOST COMMON

Two-Part Payment

50% Cash at Close

You receive 50% of the purchase price on closing day, giving you immediate value for what you have built. The remaining half is paid out later based on a clear, mutually agreed-upon timeline. This approach is clean, simple, and provides a straightforward transition for everyone involved.

ANOTHER OPTION

Multi-Payment

Creative Structure

You receive a large portion of your cash upfront, with the remaining balance tied to a structured transition schedule. This approach works exceptionally well if you want a higher overall valuation, but are willing to take a bit more time to receive the full and completed payments.

SHARED SUCCESS

Revenue Share

Cash & Revenue Split

We pay a fair amount of cash upfront, and you receive a set percentage of the ongoing sales over a specific timeframe. This allows you to earn more over a longer period without doing any of the daily operational work. This option provides for the highest valuations.

Taking care of your customers.



We know you spent years building real trust with your users. Our goal is never to mess with what is already working well. We focus entirely on making sure customers are happy with the service.

Our team steps in to handle the daily operations so your users never experience a bump in the road. Because we are building an ecosystem for the long haul, we actively invest in our servers so your customers get solid performance and absolute stability.

Uptime and Performance

Our team manages the servers on Day 1. Ensuring stability and solid performance for the customers.

Company Legacy

We keep the brand of your company active and running. Customers remain in the familiar systems you've built for them.

Life after the deal closes.



Once the deal is official and the cash is in your bank account, your day-to-day responsibilities change immediately. While the exact details depend entirely on how we structure the deal, our main goal is to let you safely step away while we handle the heavy lifting.

YOUR RESPONSIBILITIES

The Technical Handover

During the typical 30-day handover, your main job is simply helping us understand your technical setup so we can map everything over safely. Our team handles all operations, support and billing from Day 1.

FUTURE EXPECTATIONS

What We Need From You

We only ask you to be around and help answer any questions that might come up for a bit of time after the sale closes. The time requirement will always remain minimal and we will always respect your time.

DIRECT COMMUNICATION

Keep In Touch

Even after the transition is complete, you always keep our direct contact. You can always reach out to the Nexym team directly if you ever need anything from us down the road. We'll always be happy to hear from you!

Meet the founders.



Every business in our ecosystem is actively run by the two of us. We are entirely self-funded using our own balance sheet, which gives us the freedom to invest in our companies for the long haul. We'll work directly with you from Day 1.



FOUNDER

Anthony Licursi

As someone who's been building and scaling web companies since 1999, I'll work with you on a fair and honest deal, that is good for you and your customers. I'll review the technical details with you and be your main point of contact.



FOUNDER

Melody Tabatabaian

As the person who runs the daily and financial operations of Nexym, I'll be working with you on a comprehensive plan, review the details for the acquisition of your company, and communicate with you through all the steps.

Let's discuss your business.

Everything stays strictly confidential, and we reply to every owner directly.

Reach out to us whenever you are ready to chat.

WRITE US, LET'S TALK

deals@nexym.com

NEXYM