

EX-500

The Company is a Managed Security Services Provider located in the midwest with customers and partners in most of the 50 states. The Company's cybersecurity experts deliver a robust portfolio of professional services, including managed detection and response (MDR), SOC-as-a-Service, penetration testing, risk assessment, and incident response. With projected 2019 growth of more than 55 percent, the organization is expanding rapidly and has been built to scale throughout North America.

The Company is projected to have nearly 60 percent recurring revenue based on 2019 revenues of \$5.4M, with booked revenue extending 24-36 months ahead. With 36 FTEs, the founder wants to maximize opportunity for growth by merging into either a strategic or financial buyer.

With multiple national awards, the Company has earned a place on CRN's Security 100 and MSSP Alert's Top 100's MSSP'S.

COMPANY OBJECTIVE



Strategic Partner



Company Sale



Private Equity Partner



HEADQUARTERS

Midwest, U.S.

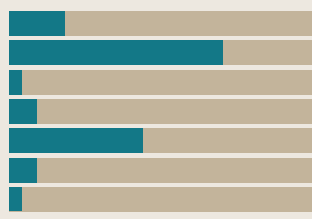


OF EMPLOYEES

36

Management
Sales & Marketing
Accounting/Finance
Professional Services
Managed Services
Service Delivery
Business Analyst

04
18
01
04
08
02
01



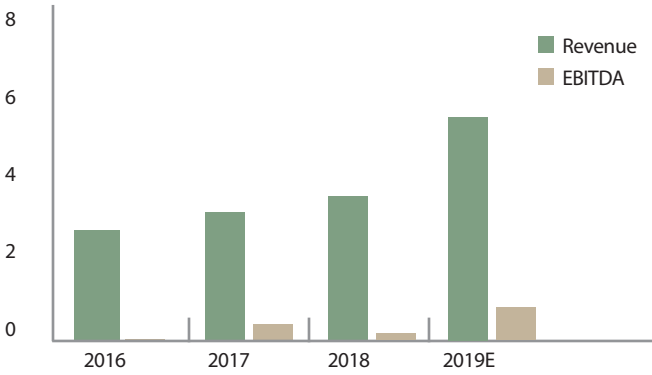
PRODUCTS AND SERVICES

- Managed Security Services
- Penetration Testing
- Risk Assessment
- Incident Response
- VAR (Reselling Security Technology)



FINANCIALS

2016-2019E



Description (\$M)	2016	2017	2018	2019E
Revenue	\$2.28	\$3.57	\$3.73	\$5.4
Gross Profit	\$0.81	\$1.53	\$2.05	\$3.0
SG&A	\$0.59	\$0.91	\$1.34	\$2.0
EBITDA	(\$0.4)	\$0.24	\$0.22	\$0.6

REVENUE MIX (% OF REVENUE)

Managed Security Services (MRR)	46.98%	
Professional Services	26.59%	
VAR	26.3%	

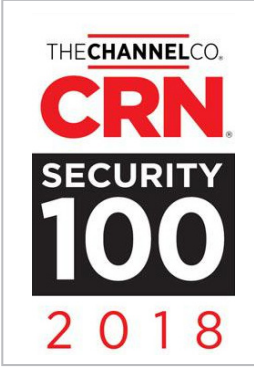
RECURRING REVENUE (\$M)

2016	\$0.62	
2017	\$1.31	
2018	\$1.75	
2019E	\$3.4	

INVESTMENT CONSIDERATIONS

- Built to Scale (talent):** The team possesses deep subject matter expertise in offensive and defensive cybersecurity strategies. With a large pipeline of technical talent eager to join this organization, it is poised for rapid future growth..
- Built to Scale (frameworks and processes):** The Company's team has developed a proprietary infrastructure allowing it to support continued rapid growth. This allows for rapid growth of high demand offerings such as MDR and SOC-as-a-Service. As a potential division of a larger buyer, the team is confident in its ability to multiply its current run rate of revenue for years to come.
- National Recognition:** The founder is a well-respected speaker, contributing author and security expert, and the company continues to garner national awards based on customer satisfaction, revenue growth, and company culture.
- Recurring Revenue:** The Company experienced a 180 percent growth in MRR for its MSSP businesses during the last two years. Most customer contracts range between 24-36 months, with a line-of-sight for recurring revenue accelerating from 55 percent to 75 percent.
- Company Culture:** Born from impenetrable core values, the Company's cybersecurity technicians are vigilant in identifying security breaches, and re-inventing the way Managed Security Services are executed.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

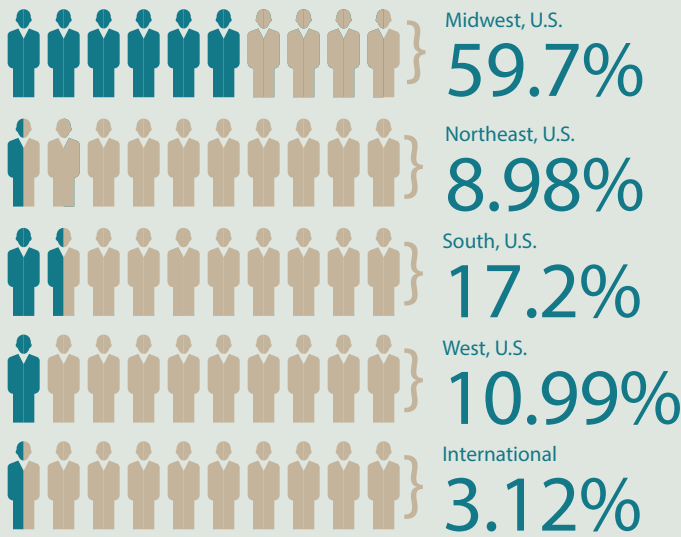


END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

1853 / 97.6%



CUSTOMERS BY REVENUE

TOP 10

Company #1	7.31%	
Company #2	5.81%	
Company #3	5.61%	
Company #4	4.63%	
Company #5	3.09%	
Company #6	2.94%	
Company #7	2.93%	
Company #8	2.64%	
Company #9	2.34%	
Company #10	2.29%	

Total
39.59%

NEXT STEPS

To learn more about company EX-500 please execute NDA and send to Madeline Bleiweiss. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.



Start NDA Now



Madeline Bleiweiss



Asset Listing



IT ExchangeNet