

# EX-412

FOUNDED 1994

With more than 45 percent of its revenue generated from its proprietary SaaS platform, this \$16M Microsoft Dynamics Gold Partner boasts 82 percent annual recurring revenue and total revenue growth of 35 percent since 2015.

The Company has an extensive ERP practice with deep expertise in Dynamics AX/365 and GP, tallying implementations in 26 countries. The Company's SaaS applications target the public sector and distribution verticals in the United States and multiple Caribbean countries.

A winner of nearly every Microsoft award for the last 15 years, the Company has more than 100 bilingual employees located in the Caribbean, resulting in a competitive cost advantage for SaaS development and accelerated AX/365 deployments.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Caribbean



# OF EMPLOYEES

119

Software Engineers

53

ERP & CRM Consultants

59

Certified Public Accountants

7

100



## PRODUCTS AND SERVICES

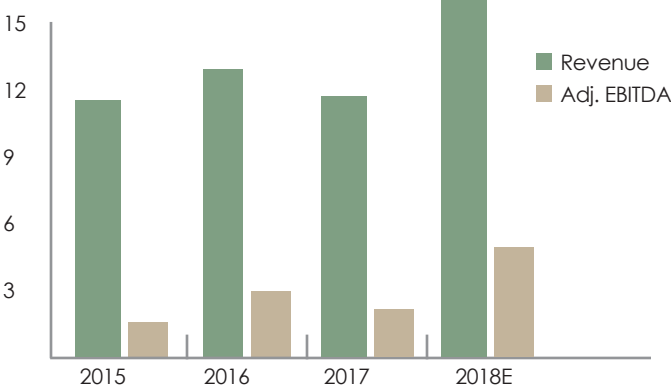
- **4 SaaS products** covering government financial, payroll & human resources, attendance, process management, and tax collection.
  - Citizens services platform (including 311) built on Dynamics CRM

- Microsoft Dynamics AX/365, GP, and CRM
- Online Case Resolution System



## FINANCIALS

2015-2018E



Description (\$M)	2015	2016	2017	2018E
Revenue	\$11.97	\$12.94	\$12.08	\$16.22
Gross Profit	\$2.42	\$3.57	\$3.96	\$7.33
SG&A	\$2.53	\$2.43	\$3.62	\$3.97
Adj. EBITDA	\$1.27	\$3.08	\$2.21	\$5.42

## % RECURRING REVENUE BY SERVICE TYPE

Services	91%	
Product X® (SaaS)	100%	
Product Y® (SaaS)	100%	
ERP	58%	

## RECURRING REVENUE (\$M)

2015	\$8.8	
2016	\$9.6	
2017	\$10.1	
2018(E)	\$13.3	

## INVESTMENT CONSIDERATIONS

1. **Human Capital** - The Company attracts, develops, and retains top bilingual employees with an inclusive culture and incentives for achieving professional certifications, resulting in a low employee turnover rate.
2. **Proprietary SaaS Model** - The Company has developed a proprietary public sector financial, payroll, human resources, attendance, and tax collection SaaS model in use in more than 50 jurisdictions, making up 57% of total revenue.
3. **Growth Drivers** - Increasing profit margins, new markets, ongoing recent wins, excellent customer concentration, room to scale for new business opportunities, and continued Microsoft Dynamics AX/365 adoption.
4. **No Debt & Tax Benefits** - The Company carries no debt, and offers considerable tax benefits to the buyer who continues to build operations in the Caribbean.

## CHANNEL PARTNERS, AWARDS & CERTIFICATIONS



## END USER VERTICALS

PUBLIC SECTOR

DISTRIBUTION

FINANCE

HEALTHCARE

ENERGY

HUMAN RESOURCES

## # OF CUSTOMERS/RETENTION/LOCATION

83 / 100%



## CUSTOMERS BY REVENUE

TOP 10

Company #1	14.9%	
Company #2	9.6%	
Company #3	6.1%	
Company #4	4.3%	
Company #5	3.7%	
Company #6	3.7%	
Company #7	3.4%	
Company #8	2.7%	
Company #9	2.4%	
Company #10	2.1%	

Total Approx.

52.9%

## NEXT STEPS

To learn more about company EX-412 please execute NDA and send to Diana Christopherson. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

Start NDA Now

Diana Christopherson

Asset Listing



IT ExchangeNet