

EX-797

FOUNDED 1989

A West-Coast based IT and ERP solutions provider seeks to divest its Sage Mid Market solutions practice, which after labor and product costs, produces \$300K-\$400K annual gross profit. The Company's team is comprised of highly seasoned consultants that have strong relationships with long term clients.

Founded 32 years ago, the Company focuses on clients in the \$10M-\$250M range. The Company's services and solutions are centered around the Microsoft infrastructure and Modern Workplace, Azure, Microsoft Dynamics ERP, and Sage Mid-Market Solutions.

This is an exceptional opportunity for a growth-oriented buyer to maintain a profitable client base and/or migrate to a native cloud-based offering such as Acumatica, Sage Intacct, NetSuite, and others.

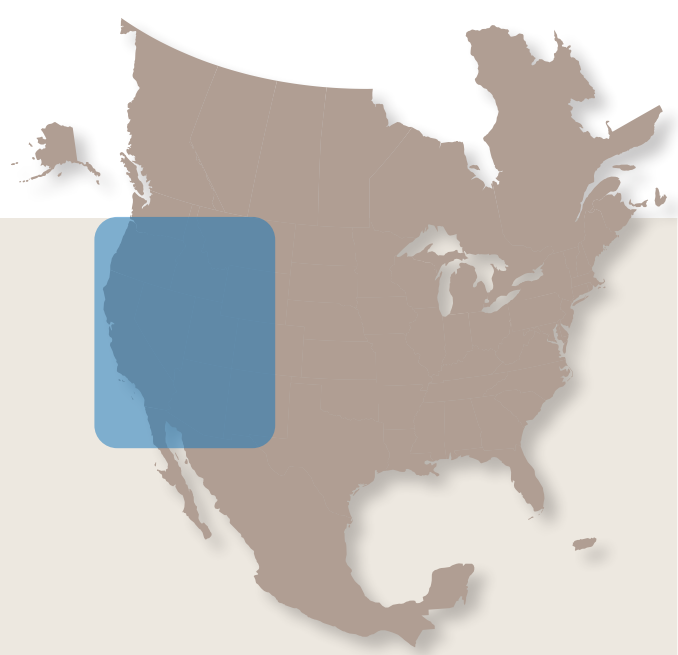
Highlighted Certifications:

Sage 100 Technical Consultant, Sage 100 Implementation Consultant, Sage CRM, Sage Enterprise Intelligence, Sage Fixed Assets, Sage HRMS & Payroll, Sage Master Developer, Sage Operations Management, Microsoft SQL Server

COMPANY OBJECTIVE



Asset / Business Unit Sale



HEADQUARTERS

West Coast, U.S.



OF EMPLOYEES

04*

Software Developer	01	<div style="width: 100%;"></div>
Senior Sage Implementation Consultant	01	<div style="width: 100%;"></div>
Sage Practice Manager	01	<div style="width: 100%;"></div>

* 3 FTE, 1 contractor



PRODUCTS AND SERVICES

Managed IT Services & Solutions

- Break/Fix
- Consulting
- Upgrades

Custom Development

- Integration & Installation
- Reporting
- Project Management

Implementation

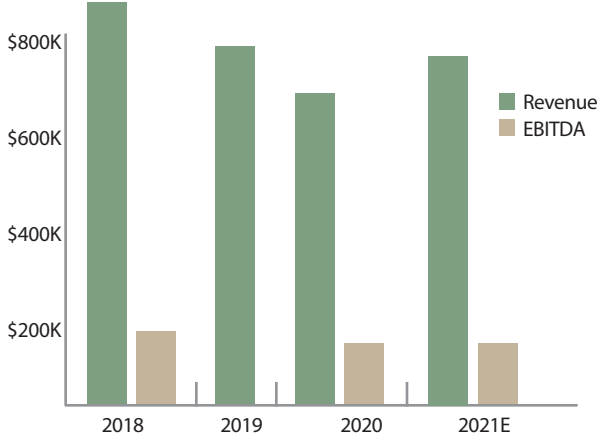
- Discovery, Fit/Gap
- Configuration, Project Design
- Data Migration, Training, Support

Hosting



FINANCIALS

2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$,840	\$,779	\$,716	\$,771
Gross Profit	\$,409	\$,298	\$,340	\$,361
SG&A	\$,216	\$,310	\$,170	\$,199
EBITDA	\$,192	(\$,012)	\$,169	\$,161

REVENUE MIX (% OF REVENUE)

Category	Percentage
SaaS Commissions	28.7%
ISV Software	07.9%
Annual Software Maintenance	11.7%
Managed Services	09.7%
Project & Break/Fix Services	42.0%

RECURRING REVENUE %

Year	Percentage
2018	55.4%
2019	62.0%
2020	59.3%
2021(E)	58.0%

INVESTMENT CONSIDERATIONS

- 1. Stable, Scalable Practice:** The Company is a highly predictable and stable practice that produces profits even in down years (COVID19) when clients refrain from investing in new systems or technology. The Company is represented by mature technical staff with long tenure, best-in-class expertise, strong business acumen, and a passion for the work which propels them to go the extra mile for clients. The team has a strong practice leader heavily invested in the solutions, customers, and employees. For these reasons, the Company's clients are accustomed to and enjoy exemplary services.
- 2. Project Revenue:** The Company boasts a sustainable upgrade rhythm that produces significant uptick in project revenues. The Company is currently encountering strong bookings for H2 2021 resulting from pent up demand during the 15-month COVID19 pause.
- 3. Opportunity to Present Native Cloud Solutions:** Solutions deployed within the Company's Sage client base are on-premise. There is great opportunity to present native cloud solutions that can optimize maximum process efficiency with today's disbursed workforce. Native cloud ERP solutions offer integrated platforms that deliver ERP, CRM, and e-Commerce tools. This opportunity can be attractive to resellers that also provide offerings from Acumatica, Sage Intacct, Netsuite, and others.
- 4. Prepared for Digital Transformation:** There is now a keener interest in the digital transformation journey, and more specifically, pent up demand for automation solutions that can extend and enhance the Sage LOB systems within the Company's customer base. Key examples of appropriate automation solutions might include AP and/or AR automation, enterprise document management, and barcode scanning. Automation solutions derived from Microsoft Power Platform and Power Apps could also find favor in many circumstances. And from a broadened solution set perspective, powerful extensions and/or integrations such as EDI, shopping carts, or CRM would be profitable gains for customers and providers.

CHANNEL PARTNERS

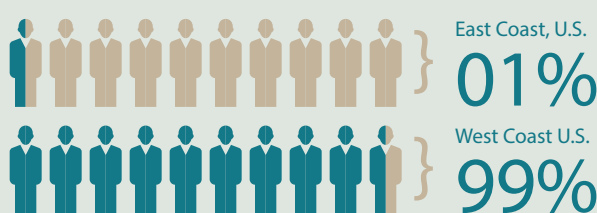


TOP END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

100+ / 99%



CUSTOMERS BY REVENUE

TOP 10

Company #	Percentage
Company #1	5.3%
Company #2	4.4%
Company #3	2.9%
Company #4	2.3%
Company #5	2.2%
Company #6	1.9%
Company #7	1.5%
Company #8	1.3%
Company #9	1.3%
Company #10	1.3%

Total 24.4%

NEXT STEPS

To learn more about company EX-797 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](#)

