

EX-750

FOUNDED 2007

With 25 employees in a completely virtual environment, this globally-ranked MSP/CSP offers a unique "as-a-service" suite of services such as DaaS/PaaS/IaaS to a the coveted Registered Investment Advisor (RIA) industry. The Company projects 2020 revenue of \$4.6M, with 85 percent recurring revenue and no client representing more than six percent of total revenue. While higher in previous years, the Company posted a consistent three-year growth rate of 72 percent.

As an MSP, the Company offers Virtual Desktop Infrastructure services and boasts reference partners such as Schwab, TD Ameritrade, Pershing and Fidelity.

As a CSP, the Company leverages the accessibility and reliability of public cloud environments, and creates private cloud environments for its enviable stable of clients. The full cloud environment platform (PaaS) is scalable, and results in an impressive client retention rate of 97 percent.

With the growing number of "work-at-home" initiatives today, the Company specializes in strategic planning to address Security, Business Continuity, Technical Support and Remote Work Environments that are applicable beyond its expertise in the RIA vertical market.

Based in the Midwest, the Company is annually ranked among the leaders in the MSP501 listing, Top 200 Cloud Service Providers, and Top 100 Vertical MSPs. More than 50 percent of all new prospects originate as referrals from industry partners, and for the last five years has been recognized as an Inc. 5000 recipient.

COMPANY OBJECTIVE



Company Sale



Private Equity



HEADQUARTERS

Midwest



OF EMPLOYEES

25

Accounting / Finance	01	
Administrative IT	01	
Managed Services	03	
Management	03	
Professional Services	01	
Sales & Marketing	02	
Service Delivery	14	



PRODUCTS AND SERVICES

IT/IT-Enabled Outsourced Services

- Managed Services
- Financial IT Services
- Offshore Outsourcing
- IT Outsourcing

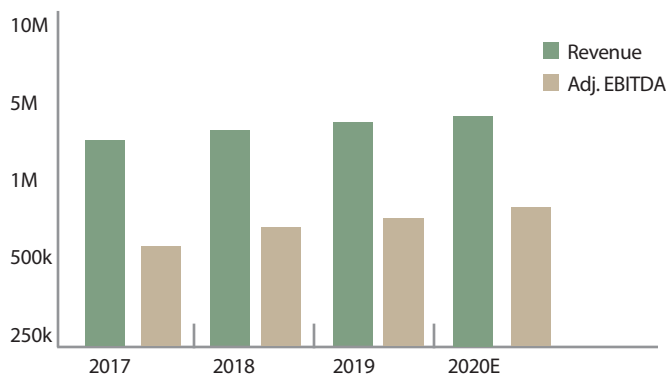
Software

- SaaS
- IT Management Software



FINANCIALS

2017-2020E



Description (\$M)	2017	2018	2019	2020
Revenue	\$3.0	\$3.5	\$4.2	\$4.6
Gross Profit	\$1.5	\$1.4	\$1.7	\$1.8
SG&A	\$736k	\$823k	\$1.4	\$1.5
Adj. EBITDA	\$510k	\$615k	\$769k	\$828k

REVENUE MIX (% OF REVENUE)

Managed Cloud Services - VDI	64.5%	
Managed Cloud Services - RDS	3.44%	
Managed Services	17.2%	
Hardware, Software, Projects	14.86%	

RECURRING REVENUE (\$M)

2017	\$2.6	
2018	\$2.9	
2019	\$3.6	
2020(E)	\$4.2	

INVESTMENT CONSIDERATIONS

- Global Recognition:** Internationally ranked MSP with the following award recognitions:
MSP501 (2019, 2010)
Top 200 Cloud Service Provider (2019, 2020 pending)
Top 100 Vertical MSPs (2019, 2020)
- Year-on-Year Growth:** Consistent growth has garnered recognition as an Inc. 5000 company for five consecutive years – (2016, 2017, 2018, 2019, and 2020). This achievement has only been accomplished by three percent of all Inc. 5000 recipients in history. While higher in previous years, the Company posted a consistent three-year growth rate of 72 percent.
- Virtual Desktop Infrastructure:** The Company's VDI offering is bundled as an IaaS and DaaS subscription offering that generates a customer retention rate of 99 percent. Since its founding in 2016, the Company has never lost a client due to its VDI environment and/or the firm's VDI service offering.
- Quality of Revenue:** The Company now reports 85 percent (and growing) Recurring Revenue, all under written agreements with staggered sunsets. During the last two years, the Company has converted a majority of its clients to its VDI proprietary offering.
- Industry Vertical Dominance:** For the last 13 years, the Company has been laser focused on building its expertise in a single vertical. As subject matter experts, this allows the Company to command higher than market fees, and results in strong referrals from leading custodians such as Schwab, TD Ameritrade, Pershing, Fidelity, etc.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

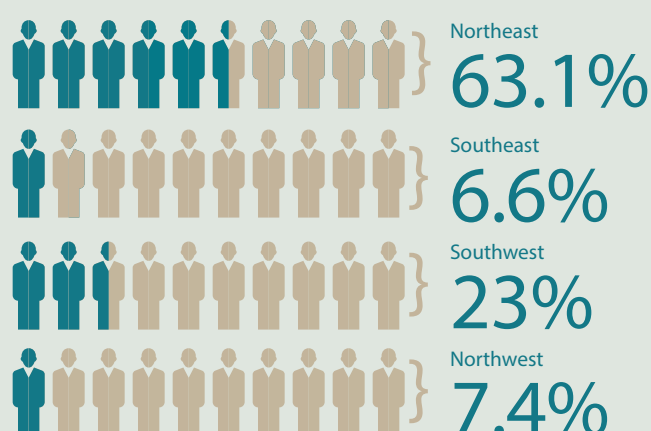


END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

114 / 97%



CUSTOMERS BY REVENUE

TOP 10

Company #1	5.79%	
Company #2	3.63%	
Company #3	3.16%	
Company #4	2.90%	
Company #5	2.66%	
Company #6	2.35%	
Company #7	2.30%	
Company #8	2.07%	
Company #9	1.94%	
Company #10	1.83%	

Total
28.63%

NEXT STEPS

To learn more about company EX-750 please execute NDA and send to Amanda Haws. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

Start NDA Now

Amanda Haws

Asset Listing



IT Exchange Net