

EX-802

FOUNDED 2000

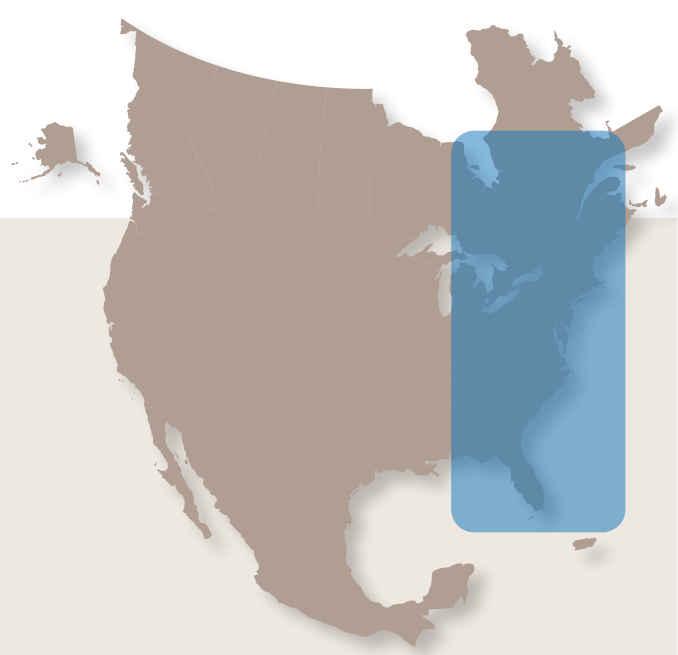
The Company is a key software asset management (SAM) provider providing license and help desk services on a global scale across multiple industry ecosystems. Major partners include Oracle, Microsoft and IBM, with competencies extending into the Salesforce and Adobe ecosystems. Cloud services such as AWS cost optimization are under development.

The company's software license and audit advisory services help maximize ROI and reduce compliance issues. Across more than two decades, the Company has serviced hundreds of clients and overseen more than \$1 billion in software licensing. Customers range from long-standing SMB leaders to billion-dollar enterprises and cabinet-level federal agencies

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS
Northeast



OF EMPLOYEES
20

Administrative	03	
IT - Network Support	01	
Management	04	
Sales & Marketing	04	
Service Delivery	07	
Software Development	01	

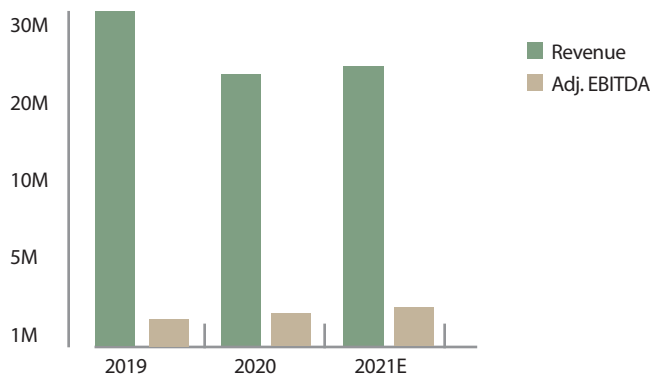


PRODUCTS AND SERVICES

- Oracle: License advisory, License Resale, Support Renewal Management, Managed Services, Retainer
- Microsoft: License advisory, Retainer help desk
- IBM: License advisory, Retainer help desk
- Salesforce: License advisory
- Adobe: License advisory
- Cloud Services: AWS cost optimization (currently in beta testing)



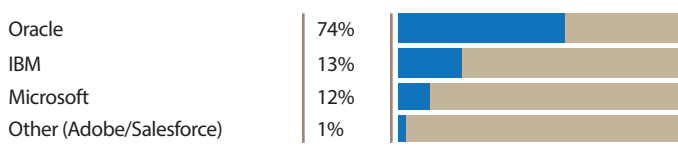
FINANCIALS 2019-2021E



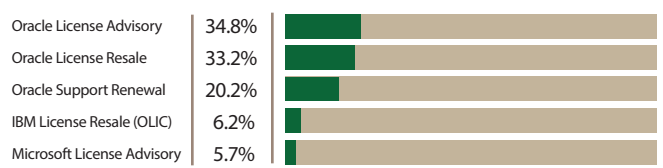
Description (\$M)	2019	2020	2021E
Revenue	\$30.31	\$23.53	\$24.0
Gross Profit	\$6.0	\$6.9	\$6.7
SG&A	\$4.4	\$4.7	\$4.7
Adj. EBITDA	\$2.0	\$2.6	\$2.7

*Financials are based on calendar year

CONSULTING SERVICES % BY PRODUCT



RECURRING GROSS PROFIT BY %



INVESTMENT CONSIDERATIONS

- Recurring Revenue Growth:** Historically, recurring revenue has accounted for 25-30 percent of total Gross Profit, with further growth planned from recent launches of Managed Services (2020) and Cloud Services (2021).
- Oracle Channel Influence:** Company consistently places as one of the top in annual resale volume within its classification group.
- Business Continuity:** 20 years in business, 20 years profitable. Average Delivery Analyst and Sales Account Manager tenure is more than 12 years.
- Client Loyalty:** The top 25 accounts contribute 60 percent of Gross Profit. 20 of those accounts have been clients for 5 years or longer. Approx. 30 percent of 120 active accounts are on retainer or annual subscription.

CHANNEL PARTNERS



END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

90 / 95%



CUSTOMERS BY GP TOP 10

Company #	GP Percentage
Company #1	7.1%
Company #2	4.8%
Company #3	3.8%
Company #4	3.3%
Company #5	3.1%
Company #6	3.0%
Company #7	2.9%
Company #8	2.9%
Company #9	2.8%
Company #10	2.8%

Total
36.5%

NEXT STEPS

To learn more about company EX-802 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](#)

