

# EX-290

FOUNDED 2002

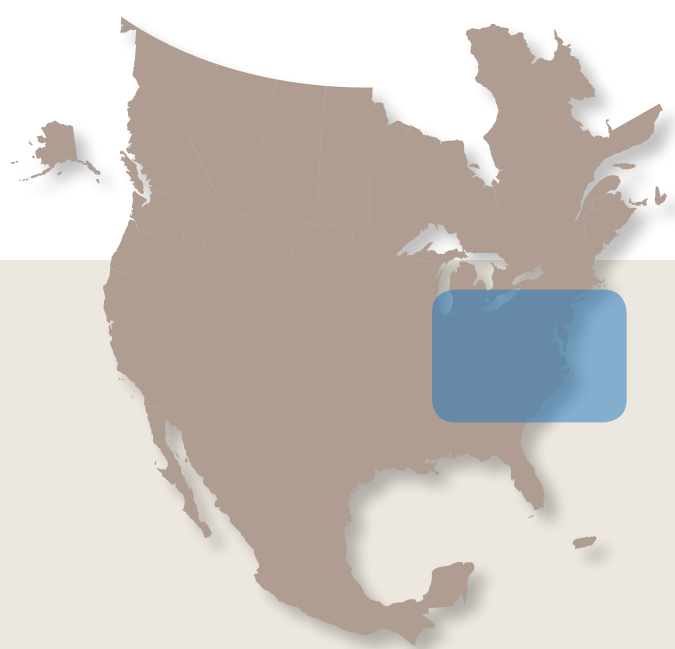
This Company is recognized as one of the premier Microsoft Gold partners and independent software vendors in the Northeast U.S.

A leader in a unique vertical market, the Company provides Microsoft Dynamics AX, NAV ERP, and financial management solutions to companies conducting business within a specialized vertical market. With over \$9M in revenue projected in 2017, of which 35% is recurring, this Company serves clients in 26 states and around the world. They focus their marketing, product development, and solutions on companies providing services, products, or project manufacturing.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Northeastern, U.S.



# OF EMPLOYEES

40

Management	01	
Sales & Marketing	09	
Administrative	03	
Accounting/Finance	01	
Software Development	04	
Service Delivery	18	
IT	01	
Contractors	08	
Client Services	03	



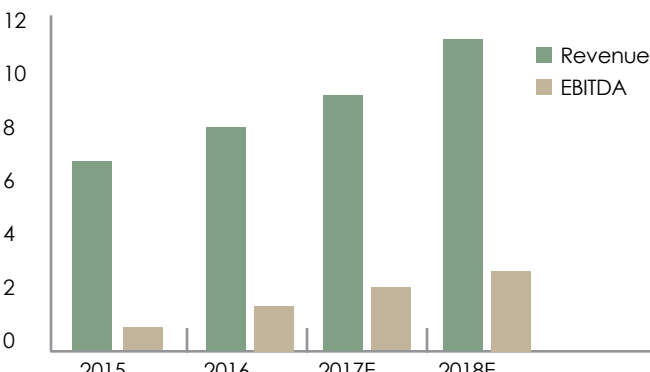
## PRODUCTS AND SERVICES

- IT & IT-Enabled Outsourced Services
  - Commercial IT Professional Services
- Software & Software as a Service (SaaS)
  - Enterprise Application
  - Business Software
- IT Resellers



## FINANCIALS

2015-2018E



Description (\$M)	2015	2016	2017E	2018E
Revenue	\$6.80	\$7.80	\$9.01	\$10.94
Gross Profit	\$3.67	\$4.19	\$4.69	\$5.69
SG&A	\$2.98	\$2.79	\$2.89	\$3.32
Adj. EBITDA	\$0.69	\$1.39	\$1.80	\$2.37

## % REVENUE BY SERVICE TYPE

Software	17%	
Software Maintenance	20%	
Services	49%	
Support	08%	
SaaS	06%	

## RECURRING REVENUE

2015	\$2.43	
2016	\$2.87	
2017E	\$3.30	
2018E	\$3.80	

## INVESTMENT CONSIDERATIONS

- 1. Intellectual Property:** The Company is an established, profitable Microsoft Dynamics ERP software and services company that has built deep vertical IP and corporate knowledge.
- 2. Relationships & Positioning:** This Company has a strong relationship with Microsoft and specializes in marketing Microsoft technology. The firm is positioned to take advantage of Dynamics 365, Azure, and managed services.
- 3. Geography:** Huge opportunity for geographic expansion. The Company currently has clients in 26 states; however marketing efforts have restricted to one primary geographic area.

## CHANNEL PARTNERS



## # OF CUSTOMERS/LOCATION

150



## CUSTOMERS BY REVENUE

TOP 10

Company #1	9.3%	
Company #2	4.7%	
Company #3	4.3%	
Company #4	3.9%	
Company #5	3.0%	
Company #6	3.0%	
Company #7	2.8%	
Company #8	2.4%	
Company #9	2.0%	
Company #10	1.9%	

Total  
37.3%

## END USER VERTICALS



## INDUSTRY AWARDS & RECOGNITIONS



## CERTIFICATIONS



## NEXT STEPS

To learn more about company EX-290 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