

# EX-786

FOUNDED 2003

Founded as a certified Woman's Business Enterprise, this \$3M Microsoft channel partner has deep subject matter expertise in Microsoft 365, Teams, Teams Voice, SharePoint, Power BI and Process Optimization. With 24 employees, the firm has a strong balance of technical and project management experience in Digital and Cloud Transformation.

With Microsoft Partner Gold designations in six competencies, the founder has curated a strong team-based culture that attracts and retains excellent talent. Disciplined processes and reputation have resulted in long-tenured clients who seek follow-on projects. Client verticals include Manufacturing, Pharma, and BioTech.

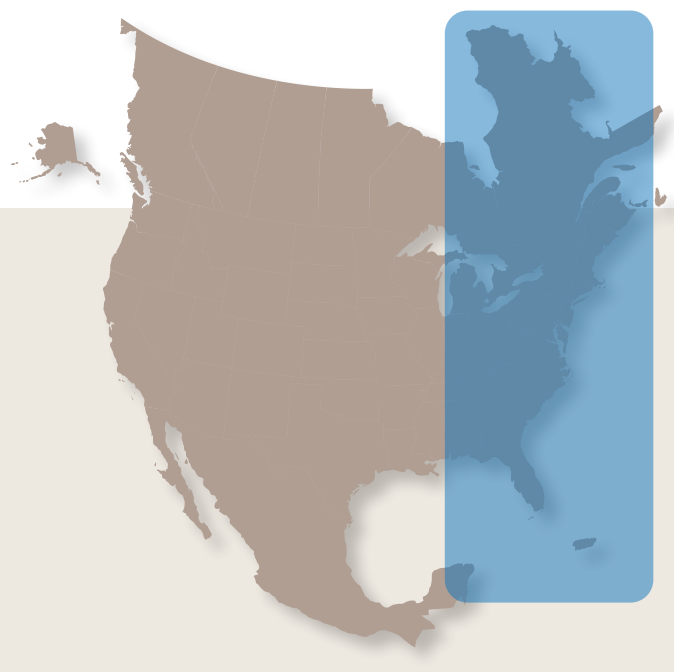
Revenue mix is heavily weighted toward Infrastructure (41%), Call Center (37%) and Licenses (13%). IT Service and Help Desk contracts run an average of three years, with a growing Managed Services business paving the way to the future. Specific competencies include Office 365 Migration, Security, Training, GSA IT Schedule 70, as well as MSFT Gold Project and Portfolio Management.

The Founder/CEO is prepared to stay involved with the business for the next 2-3 years if invited, and the management team is dedicated to focusing on sustained growth.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

East Coast



# OF EMPLOYEES

24

Administrative	0.5	<div style="width: 2%;"></div>
Managed Services	10	<div style="width: 42%;"></div>
Management	3.5	<div style="width: 15%;"></div>
Service Delivery	8	<div style="width: 33%;"></div>
Software Development	2	<div style="width: 8%;"></div>



## PRODUCTS AND SERVICES

### IT/IT-Enabled Outsourced Services

- Managed Services
- IT Outsourcing
- IT Staff Augmentation

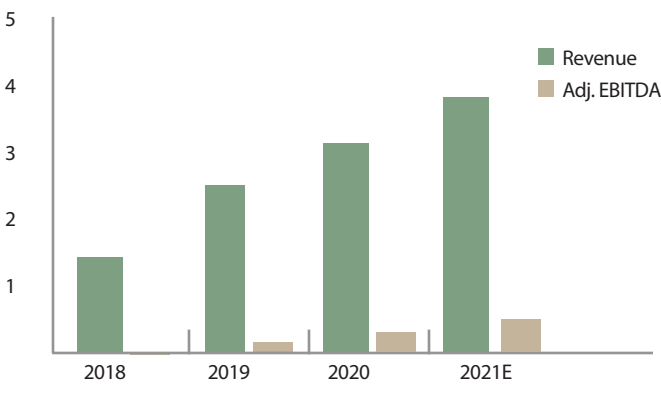
### Software

- IT Management Software
- IT Training Software



## FINANCIALS

# 2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$1.8	\$2.6	\$3.2	\$3.7
Gross Profit	\$612k	\$1.1	\$1.3	\$1.7
SG&A	\$1.1	\$1.5	\$1.9	\$1.8
Adj. EBITDA	(\$437k)	\$139k	\$463k	\$500k

### % RECURRING REVENUE BY SERVICE TYPE

Partner Commission/Training	2%	<div style="width: 2%;"></div>
ISTM-Governance	6.6%	<div style="width: 6.6%;"></div>
Licenses	12.6%	<div style="width: 12.6%;"></div>
Call Center	36.9%	<div style="width: 36.9%;"></div>
Infrastructure	41.9%	<div style="width: 41.9%;"></div>

### RECURRING REVENUE (\$M)

2018	\$445k	<div style="width: 12%;"></div>
2019	\$1.3	<div style="width: 25%;"></div>
2020	\$2.0	<div style="width: 38%;"></div>
2021E	\$2.1	<div style="width: 35%;"></div>

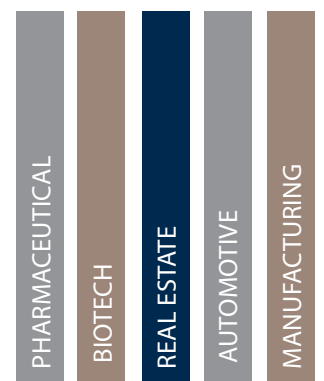
## INVESTMENT CONSIDERATIONS

- Human Capital:** The Company attracts, develops, and retains top top engineering and project management professionals, with an inclusive culture and incentives for achieving professional certifications, resulting in a low employee turnover rate.
- Microsoft Connection:** With six Gold MSFT competencies and a strong relationship with Microsoft, the Company is seeking a partner to leverage its technologies and partnership skills. Recognizing the changing tides at Microsoft, new opportunities are surfacing for partners with strong vision and execution.
- Exceptional Management Team:** Each member has more than 10 years of experience at the firm, with extensive subject matter expertise in client acquisition, project management, delivery and back-office management. Built for growth, the Company provides an exceptional opportunity for a buyer seeking long-term accretive value.
- Expertise Across Industry Sectors:** Recognized for their performance and expertise across industry sectors, the Company seeks an acquirer with a desire to service multiple verticals such as manufacturing, Pharma and BioTech.
- Customer Loyalty:** With customer tenure of more than 5 years, the Company prides itself on nurturing and growing relationships for follow-on business and strong referrals to new customers.
- Exceptional Delivery:** The Company has a robust delivery organization with 24 FTEs located in the U.S. Leveraging a "customer first" philosophy, the Company continues to exceed delivery expectations with disciplined processes and best-in-class tool sets.

## CHANNEL PARTNERS, AWARDS & CERTIFICATIONS



## END USER VERTICALS



### # OF ACTIVE CUSTOMERS/CUSTOMER RETENTION/LOCATION

22 / 90%



### CUSTOMERS BY REVENUE

# TOP 10

Company #1	55.57%	<div style="width: 55.57%;"></div>
Company #2	19.68%	<div style="width: 19.68%;"></div>
Company #3	6.35%	<div style="width: 6.35%;"></div>
Company #4	4.73%	<div style="width: 4.73%;"></div>
Company #5	4.66%	<div style="width: 4.66%;"></div>
Company #6	2.42%	<div style="width: 2.42%;"></div>
Company #7	1.08%	<div style="width: 1.08%;"></div>
Company #8	1.01%	<div style="width: 1.01%;"></div>
Company #9	0.66%	<div style="width: 0.66%;"></div>
Company #10	0.62%	<div style="width: 0.62%;"></div>

## NEXT STEPS

To learn more about company EX-786 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**  
a martinwall company