

# EX-760

FOUNDED 2000

Founded over 20 years ago, the Company is a Managed IT Services Provider. Dedicated to delivering reliable Managed IT, Cybersecurity Services, and IT Consulting to a wide range of businesses, the Company has earned a reputation as a top MSP both locally and regionally.

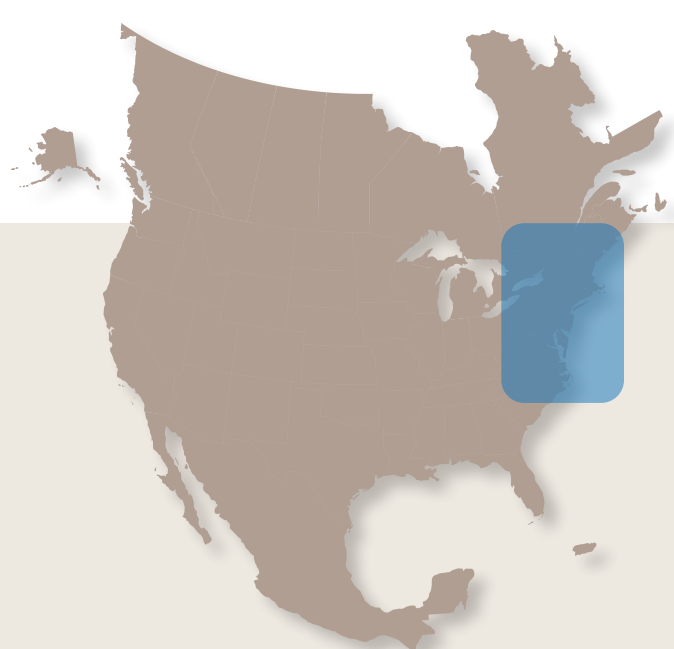
The Company has experienced steady growth over the years, resulting in excellent client and employee retention. Offering a suite of secure and cost-effective products and services, the Company continues to focus on monthly recurring revenue while seeking out and closing new opportunities.

With a scalable technology platform and identified growth avenues, the Company can service a large total addressable market with a turnkey approach. Along with resilient cash flow through existing contracts, a recurring customer base, and low exposure to segment risks, the Company has a real competitive advantage in the small to mid-market IT space.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

East Coast, U.S.



# OF EMPLOYEES

30

Account Executives	03	<div style="width: 100%;"></div>
Administrative	05	<div style="width: 100%;"></div>
Sales & Marketing	03	<div style="width: 100%;"></div>
Project Engineers	04	<div style="width: 100%;"></div>
Support   Operations	15	<div style="width: 100%;"></div>



## PRODUCTS AND SERVICES

### Managed IT Services

- Help Desk & Support
- Network Management
- Managed Security Services

### Cybersecurity Services

- SECaaS | SIEM | SOC
- Compliance Process Automation
- Threat Detection
- Vulnerability Scanning

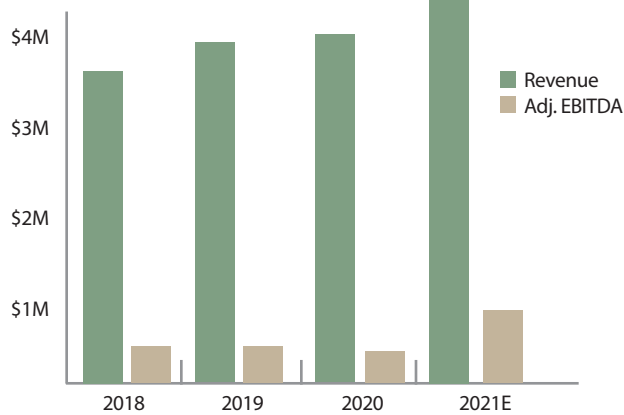
### Professional IT Services

- Network Design & Implementation
- IT Consulting & Project Management
- Microsoft Partner | M365 | Teams | VoIP



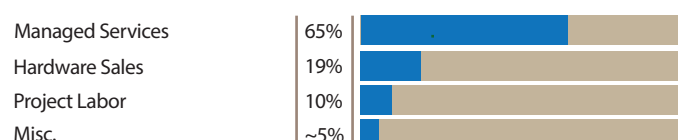
## FINANCIALS

# 2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$3.71	\$3.92	\$4.05	\$4.87
Gross Profit	\$1.25	\$1.43	\$1.82	\$2.53
SG&A	\$1.27	\$1.42	\$2.02	\$1.87
Adj. EBITDA	\$0.353	\$0.344	\$0.242	\$1.07

### REVENUE MIX (% OF REVENUE)



### RECURRING REVENUE %



## INVESTMENT CONSIDERATIONS

- Strong Recurring Revenue:** The Company is a reputable MSP with annual client retention in excess of 90% with multi-year contracts. The Company reports a high ratio of recurring or repeat revenue to total revenue, and a stable revenue base from a diverse mix of customers and market segments.
- Solid Foundation:** The Company's strong management team, low employee turnover, and loyal clientele lends credence to their sustainability. Standard Operating Procedures allow the business to operate in the absence of ownership, and employees are mature and accountable.
- Client Acquisition:** The Company experienced organic growth over the years by way of referrals, networking, and overall longevity with a consistent brand message. An investment in an aggressive, in-house, sales and marketing team has added value and continues to strengthen its position in the small mid-market space.
- Increased Security Services:** The Company is poised to grow its cybersecurity services segment together with their MSP platform or in a managed security only opportunity. Upselling into existing customers and introducing cybersecurity solutions has exhibited successful results. This further strengthens the contractual relationship within the existing customer base.
- Adaptation to Technology:** With a solid understanding of cloud, on-prem, and hybrid solutions, the Company has proven their ability to quickly respond to industry changes or adoption of new technology. From infrastructure to cloud and traditional voice to collaboration platforms, professional services revenue continues to add to the bottom line.

## CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION



## TOP END USER VERTICALS

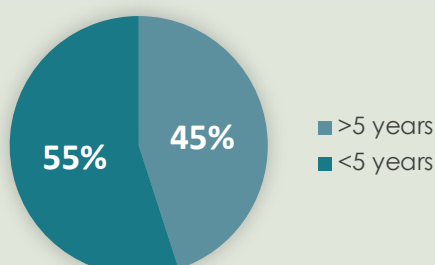


### # OF CUSTOMERS/RETENTION/LOCATION

237 / 90%+



### CUSTOMER LIFESPAN



### CUSTOMERS BY REVENUE

# TOP 10

Company #	Percentage
Company #1	6.37%
Company #2	6.14%
Company #3	5.95%
Company #4	5.68%
Company #5	5.24%
Company #6	4.85%
Company #7	2.88%
Company #8	2.57%
Company #9	2.48%
Company #10	2.14%

Total 44.3%

## NEXT STEPS

To learn more about company EX-760 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](#)



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a martin wolf company