

# EX-780

FOUNDED 2001

With a keen focus on Cloud and Database IT infrastructure, this Oracle digital transformation business 2020 revenue of \$2.0M, with more than 40 percent recurring. Based in the southeast, the Company specializes in Oracle Engineered Systems (EXADATA / EXALOGIC / Database Appliance) and Oracle Software, of which they also certified value added resellers.

A well-respected member of the Oracle Partner Network (OPN), the Company holds certifications for Oracle Cloud Infrastructure as growth in its Managed Services offering continues to accelerate. The business places a strong emphasis on subscription-based software to monitor health and status of client enterprise systems.

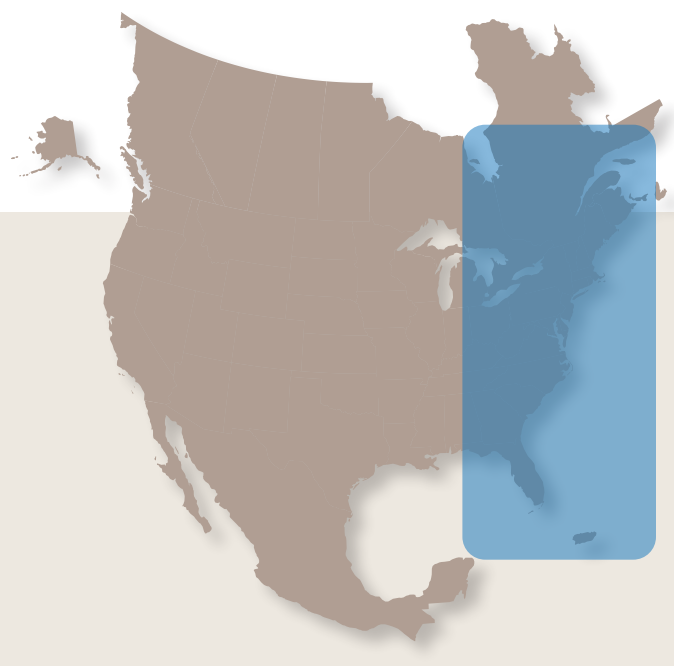
Additional offerings include: Database services, Migration and Consolidation, Big Data/BI, IT Security and Cloud Services. Since its inception in 2001, the Company has evolved into subject matter experts in the Healthcare, Financial Services and Retail sectors. And as mobile and remote working becomes a mainstay in business today, the firm offers infrastructure strategies and deployments to meet the needs of security, productivity and accessibility.

The Company is a Certified Minority Business Entity, with keystone clients such as GE, IBM, Intercontinental Hotels Group, ExpressJet and the MORTEX LLC (formerly EXIDE Technologies).

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

East Coast



STAFF HEADCOUNT

12

Administrative  
Management  
Professional Services  
Sales & Marketing  
Software Development

01  
01  
08  
01  
01



## PRODUCTS AND SERVICES

### IT/IT-Enabled Outsourced Services

- Managed Services
- Offshore Outsourcing
- IT Outsourcing
- Commerical IT Professional Services

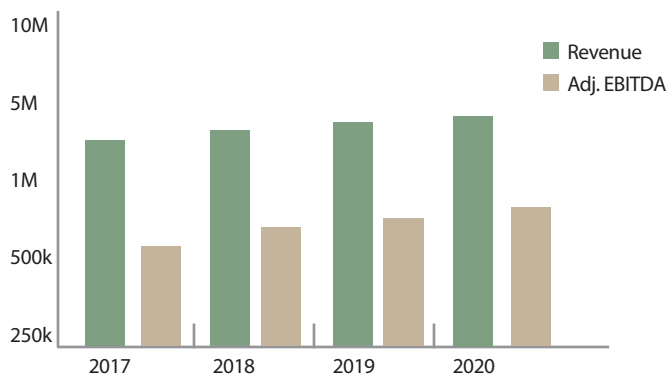
### Software

- Business Software
- IT Management Software
- Middleware, Tools & Integration



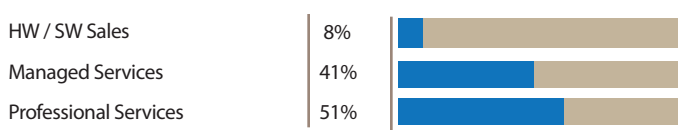
## FINANCIALS

2017-2020



Description (\$M)	2017	2018	2019	2020
Revenue	\$1.8	\$1.6	\$1.7	\$2.0
SG&A	\$1.2	\$1.0	\$1.2	\$978k
Adj. EBITDA	\$340k	\$413k	\$426k	\$917k

### REVENUE MIX (% OF REVENUE)



### RECURRING REVENUE (\$M)



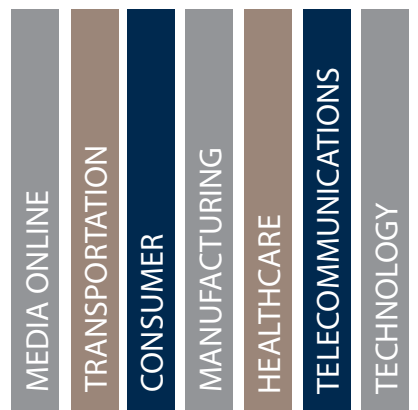
## INVESTMENT CONSIDERATIONS

- Diverse Customer Verticals:** While the Company has deep expertise in the Healthcare, Retail and Financial Services sectors, additional engagements have included Consumer, Online Media, Transportation and Manufacturing.
- Recurring Revenue Growth:** With more than 40 percent recurring revenue, the increased emphasis on a subscription-based Managed Services projects rapid MRR growth.
- Oracle Channel Influence:** The Company is an established and credible member of the Oracle Partner Network (OPN), which allows for a voice in new product development, pricing, implementation processes, strategic planning, and new business development referrals/opportunities.
- Business Continuity:** The Company has low turnover and a stellar team of certified professionals who have a wide range of experiences in Oracle Cloud, Infrastructure, ERP implementation and Custom Solutions.
- Customer Loyalty:** With customer tenure of more than ten years, the Company prides itself on nurturing and growing relationships for follow-on business and strong referrals to new customers.

## CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

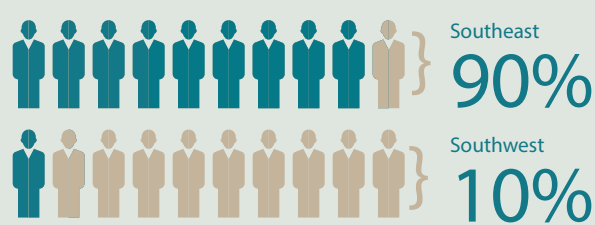


## END USER VERTICALS



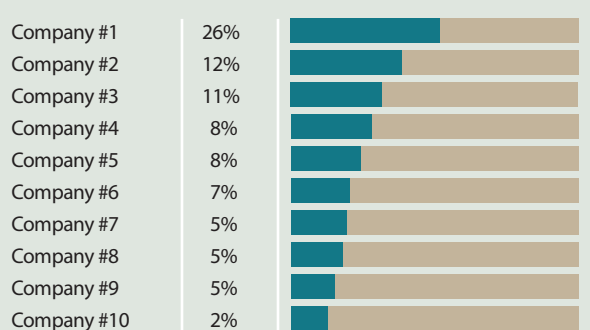
### # OF CUSTOMERS/RETENTION/LOCATION

41 / 90%



### CUSTOMERS BY REVENUE

TOP 10



Total  
89%

## NEXT STEPS

To learn more about company EX-780 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 martin wolf company