

EX-430

FOUNDED 1983

Founded in 1983, this enterprise infrastructure solutions provider optimizes IT infrastructures by offering services in Data Center Infrastructure, IT Intelligence, Security Management, and Cloud. Vendor partners include Oracle, Dell, Palo Alto Networks, NetApp, HP and others.

A minority-owned and small business enterprise based on the west coast, the Company has decade-long customer relationships that rely on their wide range of IT Services offerings. For the right buyer, cross-pollination opportunities exist with customers in the global manufacturing, logistics, and state/local government space.

The sale is based on the founder recognizing the benefits of being part of a larger organization to accelerate growth.

The founder is prepared to serve as CEO during an extended transition, and his senior management team is motivated to continue growing the enterprise.

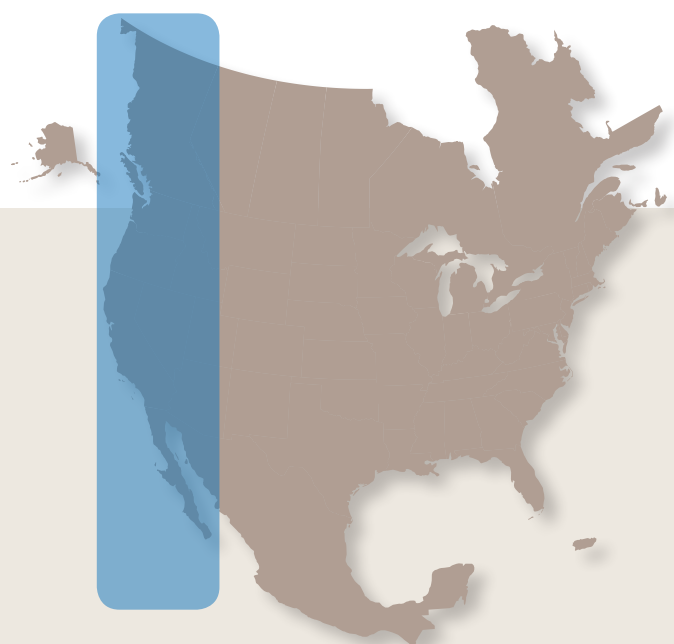
COMPANY OBJECTIVE



Strategic Partner



Company Sale



HEADQUARTERS

West Coast, U.S.

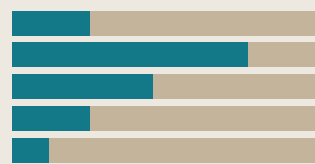


OF EMPLOYEES

21

Management
Sales & Marketing
Administrative
Accounting/Finance
Service Delivery

03
08
05
03
02



PRODUCTS AND SERVICES

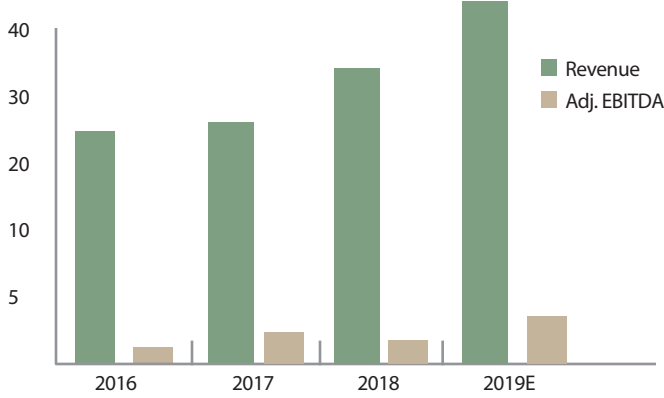
- IT Supply Chain Services
 - IT Resellers & IT Supply Chain
- Software
 - IT Management Software
 - Middleware, Tools & Integration

- IT & IT-Enabled Services
 - Managed Service
 - Financial IT Services
 - IT Staff Augmentation



FINANCIALS

2016-2019E



Description (\$M)	2016	2017	2018	2019E
Revenue	\$25.6	\$26.0	\$36.8	\$42.0
Gross Profit	\$3.1	\$3.5	\$4.0	\$4.6
SG&A	\$2.0	\$2.4	\$2.8	\$3.2
Adj. EBITDA	\$1.1	\$1.2	\$1.2	\$1.4

% REVENUE BY SERVICE TYPE



RECURRING REVENUE (\$M)



INVESTMENT CONSIDERATIONS

- 1. Practical Knowledge:** The Company has 30+ years of experience with traditional reselling, integrating commercial off-the-shelf products to create unique new products, and managing teams as a general contractor. This positions them well for growth opportunities in managed services, IoT, AI, and other emerging technologies.
- 2. Connections:** Marquee long-term customers have expressed interest in helping the business grow. Coupled with the right partner, the opportunities to scale and accelerate revenue are attractive.
- 3. History:** The Company combines 35 years of agility, integrity, and perseverance with the passion of a startup to prepare them for the next leg of their journey. The business's reputation with customers, suppliers, and the community reduces the time to achieve post-transaction success.
- 4. Cost Efficiencies:** Low overhead, lean operations, and the capacity to expand in the existing leased facility ensures that a high percentage of new sales will fall to the bottom line.
- 5. Geographic Footprint:** Located in one of the fastest growing markets in the U.S. — coupled with its knowledge of commercial/government markets and technology exporting experience — provides access to a large, diverse, and growing potential customer base.

TOP CHANNEL PARTNERS & CERTIFICATIONS



END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

40 / 90%

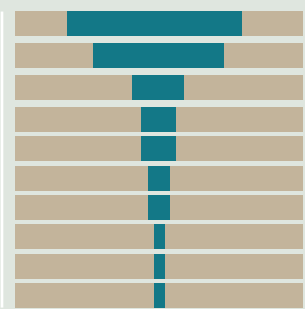


CUSTOMERS BY REVENUE

TOP 10

Company #1
Company #2
Company #3
Company #4
Company #5
Company #6
Company #7
Company #8
Company #9
Company #10

68%
19%
4%
2%
2%
1%
1%
0.5%
0.5%
0.5%



Total Approx.

98%

NEXT STEPS

To learn more about company EX-430 please execute NDA and send to Amanda Haws. Our team will follow up with a mutually executed and provide an introduction to the company's CEO.

Start NDA Now

Amanda Haws

Asset Listing



IT ExchangeNet