

EX-796

FOUNDED 2003

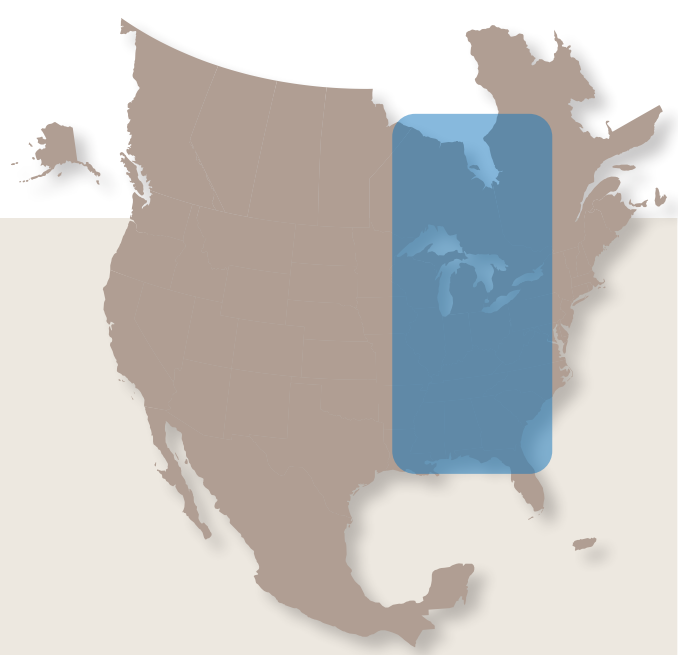
This Midwest-based Managed Services and solutions provider services clients in the SMB and Commercial spaces ranging from \$20M to over \$1B in revenues. The Company offers services on Oracle and Microsoft platforms, managing database and application server workloads, operating systems and Engineered Systems platforms. The Company is an Oracle Platinum Partner, partnering with Oracle to serve as a comprehensive solution provider capable of addressing clients' Oracle needs regardless of size or specialized requirements.

The Company prides itself in overdelivering for its customers in a flexible model that continues to drive amazing growth and promote customer "stickiness". Even after doubling its services business over the last 3 years it still maintains an average customer tenure of over 5 years. The Company provides its services for both customers who run their workloads on-premise and who run their workloads in third-party facilities, including various cloud platforms such as Oracle, Azure, or Amazon, as well as individual ISV cloud platforms.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Midwest



OF EMPLOYEES

8

| | | |
|-------------------|----|-----------------------------------|
| Managed Services | 05 | <div style="width: 62.5%;"></div> |
| Management | 02 | <div style="width: 25%;"></div> |
| Sales & Marketing | 01 | <div style="width: 12.5%;"></div> |



PRODUCTS AND SERVICES

Services

- Strategic Consulting
- HA/DR Planning
- Architectural Consulting

Integration

- Microsoft Platform
- Oracle Platform
- Oracle Product Resale

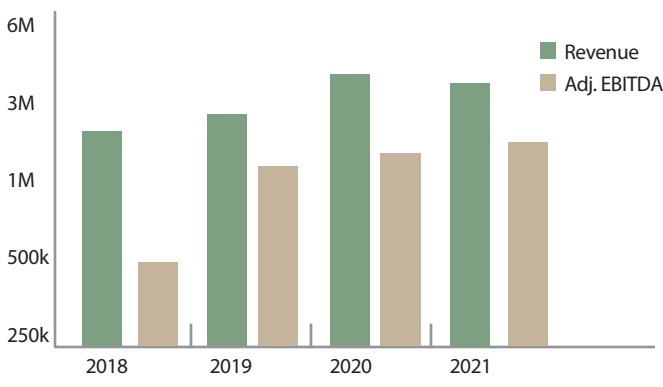
Managed Services

- Remote DBA
- Environment Outsourcing
- Best Practices Advisory



FINANCIALS

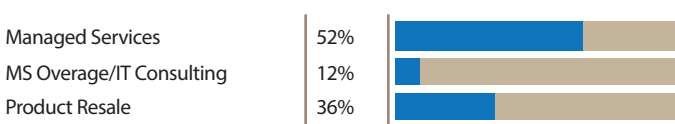
2018-2021



| Description (\$M) | 2018 | 2019 | 2020 | 2021 |
|-------------------|--------|--------|--------|--------|
| Revenue | \$2.13 | \$2.82 | \$4.74 | \$4.08 |
| Gross Profit | \$1.72 | \$2.30 | \$2.50 | \$2.79 |
| SG&A | \$438k | \$451k | \$478k | \$466k |
| Adj. EBITDA | \$457k | \$1.16 | \$1.31 | \$1.64 |

*NOTE: Fiscal year is July - June

REVENUE MIX (% OF REVENUE)



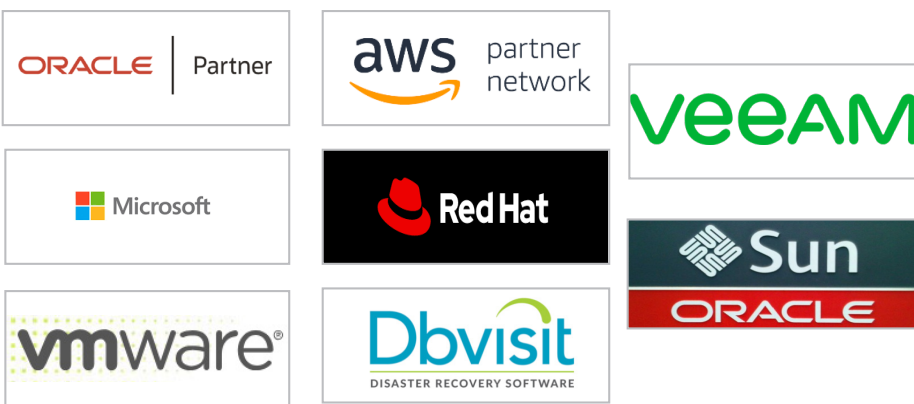
RECURRING REVENUE (\$M)



INVESTMENT CONSIDERATIONS

- High Margins:** Company operates at a very high margin, efficiently managing costs and prioritizing profitable business to maximize returns (it has doubled services revenues over the last three years while reducing delivery headcount). Adjusted EBITDA reflects a 5-year CAGR of 24.22%.
- Recurring Revenue Focused:** Company has prioritized its recurring revenue driving a 110% improvement over three years. Managed services today account for 52% of revenue and customer retention is more than 90%, with an average customer tenure of over 5 years.
- Sales and Marketing Growth Opportunity:** Company has achieved its growth to-date with just one part-time sales and marketing employee. With a dedicated sales force the company is poised for explosive growth.
- Services Specialist:** Company has focused primarily on Oracle and SQL Server Remote DBA Managed Services. With broader services capabilities, Company could further sell into existing client network and easily grow its presence as a full service Managed IT provider.
- Long-term Contracts:** Company's top customers are almost entirely on multi-year contracts, with its #1 customer having just extended its contract into 2025.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

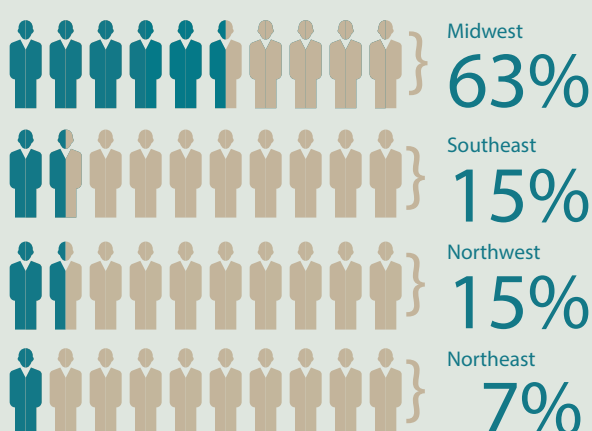


END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

80 / 90%



CUSTOMERS BY REVENUE

TOP 10

| | |
|-------------|--------|
| Company #1 | 20.10% |
| Company #2 | 6.21% |
| Company #3 | 5.83% |
| Company #4 | 5.42% |
| Company #5 | 5.37% |
| Company #6 | 5.23% |
| Company #7 | 4.64% |
| Company #8 | 4.42% |
| Company #9 | 3.58% |
| Company #10 | 3.51% |

Total
64.31%

NEXT STEPS

To learn more about company EX-796 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](#)

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[Asset Listing](#)



IT Exchange Net
a martin wolf company