

EX-792

FOUNDED 2010

The Company is a globally recognized Supply Chain Solutions Provider that endeavours to streamline Supply Chain, Procurement, and Sourcing. In the past 10 years, the Company has grown into a multi-national company with presence in 7 countries and catering to clients in 20+ countries.

The Company has established various strategic partnerships to enhance and strengthen solutions for their customers. In addition, the Company continuously scouts for new technology tie-ups to capitalize on its existing client base such as AI driven Data Management, Travel & Expense Management, and Lifecycle Management. The Company has made its mark by being shortlisted as a finalist in the Asia Pacific Procurement Congress, and is also considered among the Top 10 Procurement Service Providers.

With its advisory capabilities and numerous success stories, the Company has created a niche in the market and has managed over \$25B in procurement spend for its clients.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

India



OF EMPLOYEES

74

Management	07	<div style="width: 100%;"><div style="width: 10%;"></div></div>
Administrative	10	<div style="width: 100%;"><div style="width: 10%;"></div></div>
Professional Services	40	<div style="width: 100%;"><div style="width: 10%;"></div></div>
Managed Services	08	<div style="width: 100%;"><div style="width: 10%;"></div></div>
Service Delivery	09	<div style="width: 100%;"><div style="width: 10%;"></div></div>



PRODUCTS AND SERVICES

IT Supply Chain Solutions

- Supply Chain Transformations
- Implementation
- Strategic Sourcing & Procurement Services
- Consulting & Advisory Services

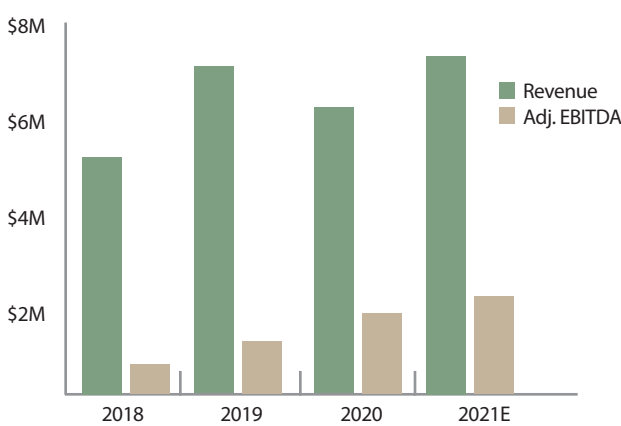
Software & Software-as-a Service (SaaS)

- Supply Chain Management (SCM)
- Source to Pay (S2P) Solutions
- Travel & Expense Management
- Spend Analytics & Data Management



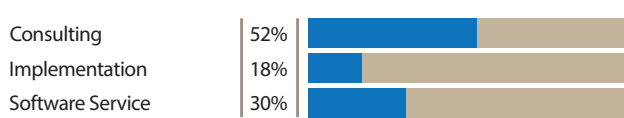
FINANCIALS

2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$5.50	\$6.90	\$6.10	\$7.10
Gross Profit	\$3.20	\$3.50	\$3.60	\$4.50
SG&A	\$2.58	\$2.27	\$1.60	\$2.20
Adj. EBITDA	\$0.62	\$1.23	\$2.00	\$2.30

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE ~%



INVESTMENT CONSIDERATIONS

- Customer Retention:** The Company has a solid customer base and enjoys a customer retention rate of 90%. Additionally, the Company reports a 60% repetition rate with customers dedicated for over 5 years.
- Trusted Name in the Market:** The Company, along with its advisory capabilities, has created a strong reputation in the market and has managed over \$25B (USD) of procurement spend. The Company guarantees their customers a minimum of 4% saving on spend, and a significant improvement on ROI.
- Experts in Supply Chain Management (SCM):** The ongoing COVID-19 crisis has created an urgency for companies to on-board Supply Chain Management consultants (SCM) to monitor and optimize their supply chain operations. Additionally, with a creeping recession, cost savings associated with quality SCM protocol will be furthermore critical to any organization. The importance and demand for an advanced SCM solution is felt by all within the industry, globally, and would be a great opportunity for the Company to continue to scale and capitalize.
- Talented Workforce:** The Company's management team has a combined experience of more than 50 years in the various categories and services it provides. They have a highly skilled and experienced workforce specializing in consulting and implementation of Supply Chain Management.
- Focus Across Industries:** The Company is sector agnostic and services customers on network design and optimization, inventory management, and sourcing of raw material. The Company enables cost saving of 4-24% for their clients.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

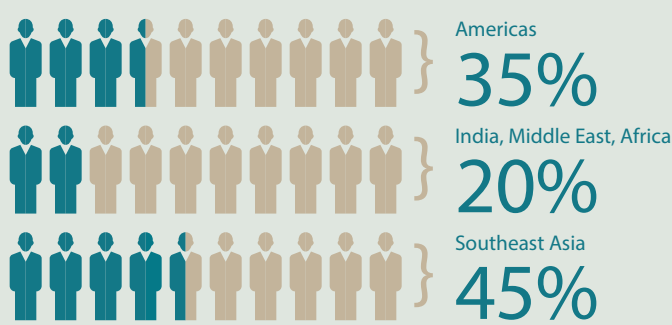


TOP END USER VERTICALS



% REVENUE BY GEOGRAPHY/RETENTION*

*90%



CUSTOMERS BY REVENUE

TOP 10

Company #	Percentage
Company #1	10.0%
Company #2	4.0%
Company #3	4.0%
Company #4	4.0%
Company #5	2.5%
Company #6	2.0%
Company #7	<1.0%
Company #8	<1.0%
Company #9	<1.0%
Company #10	<1.0%

Total ~26%

NEXT STEPS

To learn more about company EX-792 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](#)



IT Exchange Net
a martin wolf company