

# EX-795 "Project Growth"

The Company is a recognized mid-market value-added reseller and managed services provider focused on delivering secure infrastructure and communications systems to clients with revenues of \$75M to \$1.75B. The Company is experiencing considerable growth in its managed services offerings as a result of significant investments in building operational efficiencies through people, tools, and processes made in recent years; the growth is accompanied by solid margin attainment for both services and resale.

An investment in The Company provides a strategic opportunity to acquire an industry-best engineering team and an entrenched position in their market. The Company boasts an exceptional base of long-term clients across most major verticals with low concentration and high retention. The Company's current technology focus is on Microsoft Teams, security, cloud migrations, and managed services.

The Company has clean, quarterly audited GAAP-compliant financials as well as MBO and KPI reporting systems across the entire business. Its mid-career senior management team has years of industry experience and MBO/KPI accountability. Low employee turnover exceeds industry standards and fosters deep engineer consulting expertise in all relevant technologies. The Company uses tightly managed ITIL and SLA-based processes and is SSAE 18 SOC 2 audited.

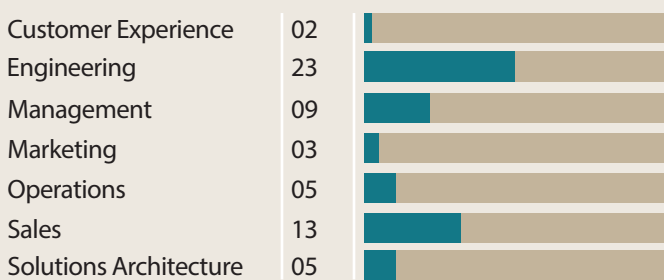
## COMPANY OBJECTIVE

"The company aims to strengthen its growth trajectory and competitive posture as an integral part of a scaled strategic partner." - CEO



HEADQUARTERS  
United States

# OF EMPLOYEES  
60



## PRODUCTS AND SERVICES

### Managed Services

- Cyber Security
- Cloud/Prem/Hybrid
- Desktop as a Service
- Backup & Disaster Recovery
- Remote Monitoring & Management
- Unified Comm. / Contact Center

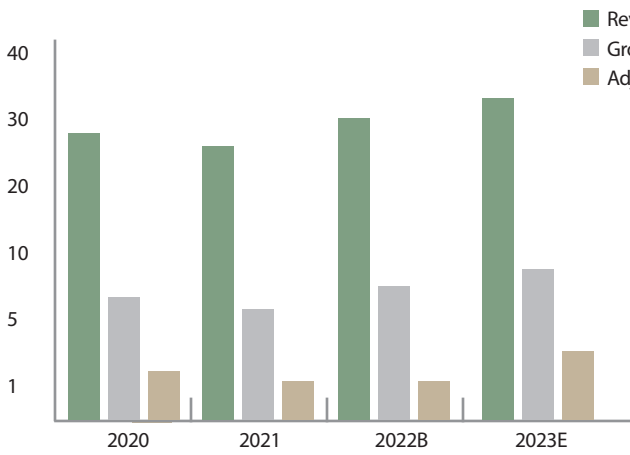
### Infrastructure

- Network
- Storage
- Servers
- Hyperconverged Infrastructure
- Data Protection
- Applications

### Contact Center

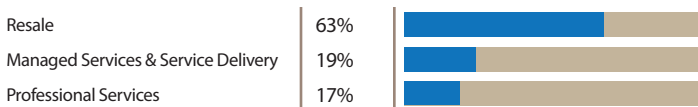
- Cyber Security
- Collaboration
- Cloud

## FINANCIALS 2020-2023E



Description (\$M)	2020	2021	2022B	2023E
Revenue	\$29.4	\$27.5	\$31.6	\$33.3
Gross Profit	\$7.6	\$6.8	\$7.8	\$8.7
Adj. EBITDA	\$1.7	\$1.5	\$1.7	\$2.1

### GROSS PROFIT BY TYPE



### RECURRING REVENUE (%)



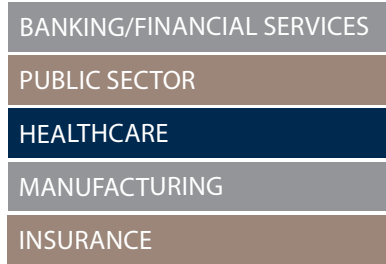
## INVESTMENT CONSIDERATIONS

- 1. Growing with Momentum:** Company is exceeding forecasted 40% YOY monthly recurring revenue growth in 2022 and is positioned to execute similar results in 2023.
- 2. Exceptional Margins:** Solid service margin and resale margin attainment thanks to high quality, consistent performance and key operational focus.
- 3. Strategic Regional Opportunity:** Established, exemplary metropolis brand leverage-able into a regional play.
- 4. Industry-Leading Expertise:** The Company is able to provide deep, expert-level engineering consulting expertise with a services bench covering all relevant technologies with industry low employee turnover.
- 5. Entrenched Customer Relationships:** The Company has a strong, diversified base of long-time customers who rely on them for mission-critical IT solutions.
- 6. Process Excellence:** Tightly managed, highly efficient processes that deliver value through SSAE 18 SOC 2 audited ITIL and SLA-based projects and ongoing service offerings.

## CHANNEL PARTNERS



## END USER VERTICALS

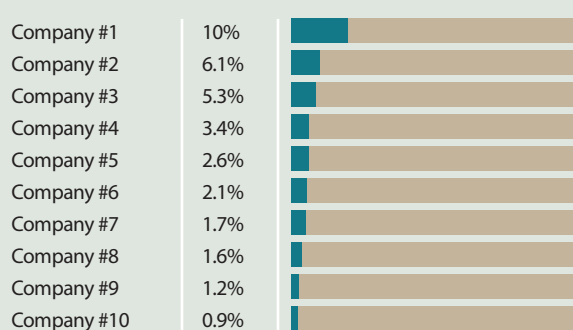


# OF ACTIVE CUSTOMERS / CUSTOMER RETENTION  
240 / 90%

### CUSTOMER LOCATION



CUSTOMERS BY GROSS PROFIT  
TOP 10



Total  
34.9%

## NEXT STEPS

To learn more about company EX-795 please execute NDA and send to Amanda Haws. Upon qualifying mutual interest, our team will follow up with an executed NDA and set up an introduction to the company's CEO.



[Start NDA Now](#)

[Amanda Haws](#)

[Asset Listing](#)