

EX-807

FOUNDED 2010

With deep experience, specializations and expertise in Dynamics CRM, Business Central and the Power Platform (Power BI, Power Apps, Power Automate and Power Portals). The Company does it all for the end-user customer as a one stop shop. A Microsoft Gold Partner, it has worked on hundreds of projects developing considerable, repeatable IP along the way.

Current Industry Solutions span Financial Services, HR Management, Healthcare, Legal Services, Training & Education and Risk Management.

With a significant direct, National and International end-user customer base, the company also operates an expansive, nation-wide P2P network connecting dozens of reseller partners along with hundreds of Microsoft Certified Consultants. The core team includes over 40 Power Platform, CRM and Business Central Certified Functional and Technical Consultants with strong senior leadership.

Company is seeking a buyer that can leverage this significant investment in product and people development. There is significant opportunity to take advantage of in-house talent, longstanding partner relationships and Microsoft-based business software solutions.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Australia



OF EMPLOYEES

42

Management	01	<div style="width: 100%;"></div>
Professional Services	29	<div style="width: 69%;"></div>
Sales & Marketing	02	<div style="width: 5%;"></div>
Software Development	10	<div style="width: 24%;"></div>



PRODUCTS AND SERVICES

Software

- SaaS
- Enterprise Application
- Business Software

Solution Implementation & Support

- Pre-sales support
- Scoping & estimation
- Deal closure
- Solution implementation
- End customer support

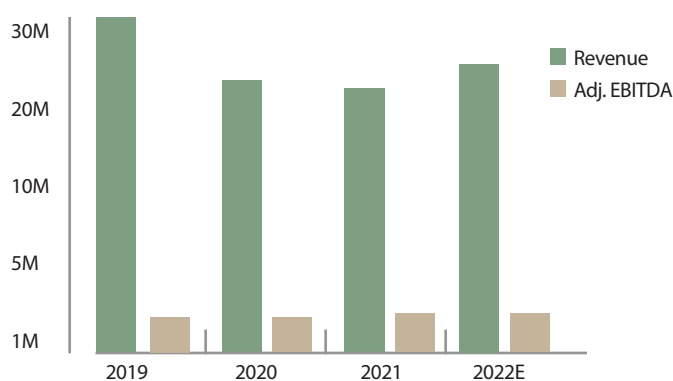
Fully Customized Solutions

- Payroll partner & intergration
- AP Automation partner & integration
- EDI integration
- API development
- Power BI analysis/reporting



FINANCIALS

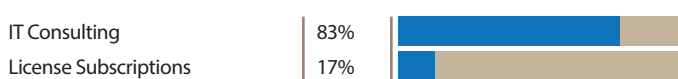
2019-2022E



Description (\$M)	2019	2020	2021	2022E
Revenue	\$3.26	\$1.91	\$2.08	\$2.45
SG&A	\$3.58	\$1.85	\$2.01	\$1.75
Adj. EBITDA	\$70k	\$510k	\$510k	\$850k

*Financials are in USD. Fiscal year is July - June

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE



INVESTMENT CONSIDERATIONS

- Management/Employee Strength:** Company has grown its certified team from 8 to 40+ highly skilled employees (20+ being Masters graduates – IT, Engineering, Business Administration). The business is organized as having 5 team leaders to support, 8 project managers and multiple functional and technical consultants.
- Product/Service Portfolio:** Unique in the length and depth of its experience and certified expertise in CRM, ERP and Power Platform, Company has converted many years of industry experience into pre-packaged templates. These solutions can be taken beyond the templates through customer-specific customizations and integrations, leading to well-defined implementations and shorter timeframes.
- Referenceable Customer Base:** With 3-year Services and Licence Agreements typical, Company has a broad list of committed, referenceable customers spread across great industry and location.
- Attractive Overhead Costs:** Salaries are relatively low thanks to a mix of senior team leadership and new graduates/interns. A Bring Your Own Device (BYOD) policy applies. As such, the businesses own no servers or software, no PCs or other devices, operates no computer networks and is 100% Microsoft Cloud-based.
- Significant Growth Opportunity:** The demand for Microsoft Dynamics 365 Industry Solutions is growing dramatically. Work in progress is \$1.26 million (USD) in value representing 1,430 days of work. Top closing sales is \$840k (USD) in value representing another 950 days of work.
- Virtual Workforce:** With almost 20 team members in each of Sydney and Melbourne and 11 International team members servicing customers across Australia, New Zealand, South East Asia and US, the company has grown familiar with working and delivering projects remotely.

CHANNEL PARTNERS



END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

50 / 92%



CUSTOMERS BY GP

TOP 10

Company #1	23%
Company #2	13%
Company #3	7%
Company #4	6%
Company #5	6%
Company #6	6%
Company #7	5%
Company #8	4%
Company #9	4%
Company #10	4%

Total
78%

NEXT STEPS

To learn more about company EX-807 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 martinwall company