

EX-812

FOUNDED FIVE YEARS AGO

- National MSP with Local Market Presence
- 75% MRR Hosting & Managed Services
- Highly Profitable (25% EBITDA)

The Company was founded in 2017 and has acquired sixteen local MSPs to create a national managed service provider with local presence in key markets. It offers managed and hosted services, as well as project engineering to over 600 customers across twelve states.

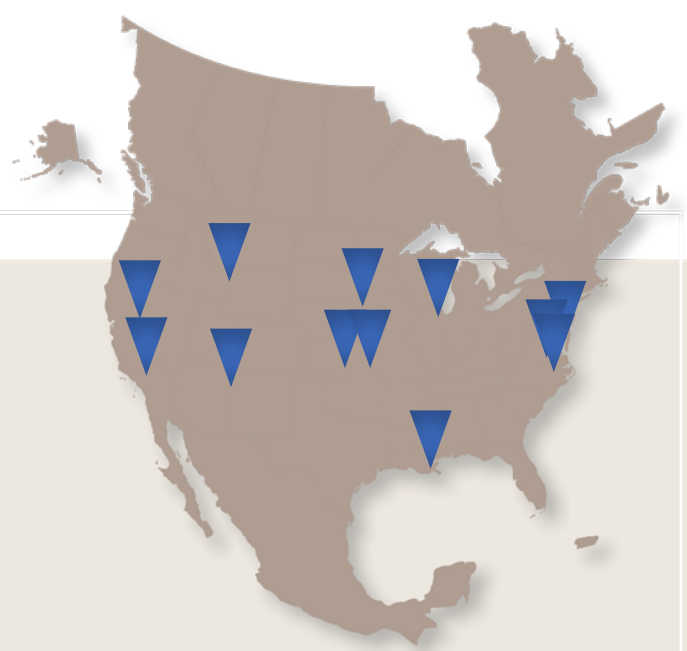
A restructuring was successfully completed by end of 2021 to reorganize the company into three regions bringing the company to strong profitability and stabilizing the churn rate.

The Company has developed proprietary technology called PAIR which intelligently assigns tickets to the right agent (based on knowledge/ticket history) and tracks time to issue resolution to provide reporting for both management and end customers.

COMPANY OBJECTIVE



Company Sale



HQ / PRESENCE
East / Key Metros



OF EMPLOYEES

76

Service Delivery	8	
Managed Services	44	
Professional Services	3	
Accounting/Finance	7	
Sales & Marketing	2	
Management	4	

Note: Includes fewer than 10 part time employees or contractors



PRODUCTS AND SERVICES

Managed Services

- Managed Desktop & Server
- Remote Data Backup and DR
- Microsoft Office365
- AV and Ransomware protection
- Cloud Hosting and Engineering
- 2FA and Security Training

Professional Services

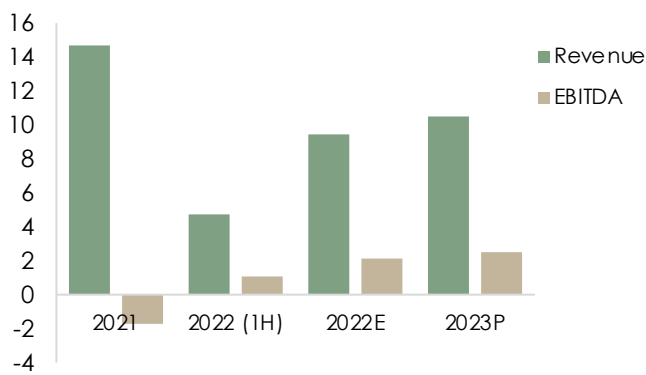
- IT Assessments & Review
- IT Staff Augmentation
- Hybrid Cloud migration
- Project Services

IT Procurement

- IT Resale and Supply Chain Services
- Software and Product Resale



FINANCIALS 2021-2023P



Description (\$M)	2021	2022E	2023P
Revenue	\$14.7	\$9.5	\$10.5
Gross Profit	4.4	4.7	5.3
Adj. EBITDA	-1.7	2.1	2.5
Adj. EBITDA Margin	n/a	22%	24%

Note: Company shed unprofitable lines of business and refocused on margin for 2022

% BY REVENUE TYPE (2022E)

Managed (MRR)	57%	
Hosted (MRR)	18%	
Product Revenue	19%	

RECURRING REVENUE (\$M)

2022E	\$8.6	91%
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INVESTMENT CONSIDERATIONS

- Unique Value Proposition:** Company provides "National Hustle, with Local Muscle". This allows us to provide a deep technical bench at a price point engineered to the SMB market, which provides strong differentiation at the point of sale.
- Scale/National Reach:** Company maintains offices and/or field techs spanning the country located in eleven major metropolitan areas including DC/Maryland/Virginia, Chicago, and Los Angeles. This national reach allows us to service larger national clients.
- Strong Margins:** With EBITDA margins of 20-25%, Company is highly profitable and offers a strong platform for future growth and expansion.
- SEO and Lead Gen:** With a web presence generating over 15,000 visits per month, the Company maintains strong organic lead generation opportunities.
- Moving Forward:** Management has shaped the organization into a cohesive multi regional firm that operates efficiently. It can easily be integrated into a larger organization, or further grown organically as its own standalone platform.

VENDOR PARTNERS



END USER VERTICALS/FOCUS

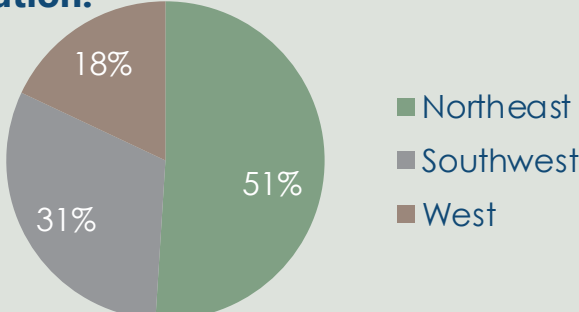
Medical Practice
Finance
Legal
Law Enforcement

CUSTOMERS BY THE NUMBERS

Managed Endpoints:
10,000

Customers: 605

By Location:



CUSTOMERS BY REVENUE

TOP 10

Company #1	6.3%
Company #2	2.8%
Company #3	2.1%
Company #4	2.0%
Company #5	1.5%
Company #6	1.3%
Company #7	1.3%
Company #8	1.3%
Company #9	1.3%
Company #10	1.2%

Total
21%

NEXT STEPS

To learn more about company EX-812 please sign the linked NDA and send to Amanda Haws. Our team will follow up with a mutually executed NDA and make an introduction to the company's CEO.

[Start NDA Now](#)

[Amanda Haws](#)

[Asset Listing](#)



ITX

a martinwolf company