

EX-789

FOUNDED 2002

This Managed Services Provider (MSP) is known not only for their extremely highly technical competence, but for the team's overall desire to do better both professionally and personally. Fueled with the commitment to make the world a better place, the Company's culture is both mission and revenue driven, resulting in impactful relationships both internally and externally.

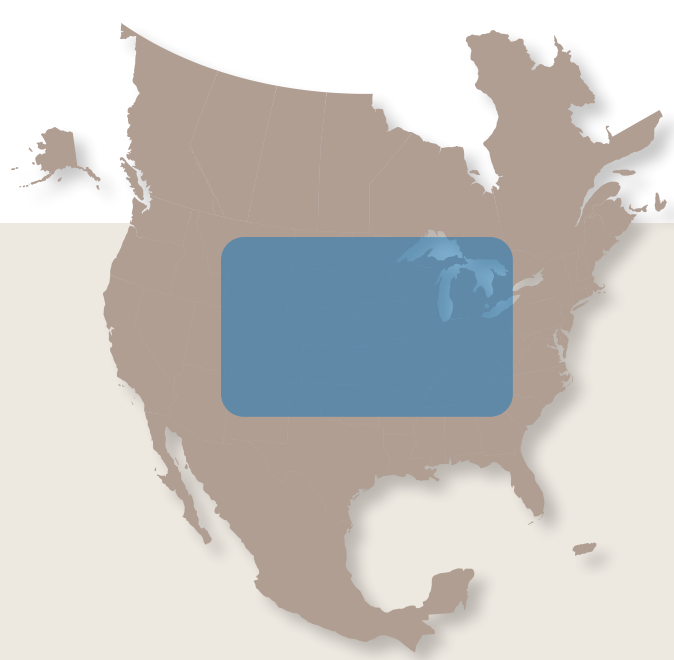
The Company is a Managed Services Provider with over 95% MRR. They provide Managed Services and Managed Security Services (MSSP) as well as Operational Systemization and Business Intelligence. In addition to traditional work, the Company is Microsoft Cloud certified and have architected very complex and powerful solutions for their customers.

Having built a streamlined, profitable business, the Company retains talent 4 times the national average. What's more, the Company's average customer lifespan is over 7 years. With a Microsoft Silver Partnership, customers in over 10 countries, and focusing on a diverse portfolio of industries, the Company presents a ready-to-integrate, valuable and profitable asset.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Midwest, U.S.



OF EMPLOYEES*

18

Management	03	
Sales & Marketing	01	
Administrative	01	
Professional Services	18	
Software Development	02	

* 10 FTEs



PRODUCTS AND SERVICES

Managed IT Services & Solutions

- Managed Security Services
- Implementation & Support
- Systems Integrations
- Custom IT Solutions

Software as a Service (SaaS)

- Enterprise Application
- Microsoft Azure, Egnyte
- Business Intelligence
- Operational Systemization

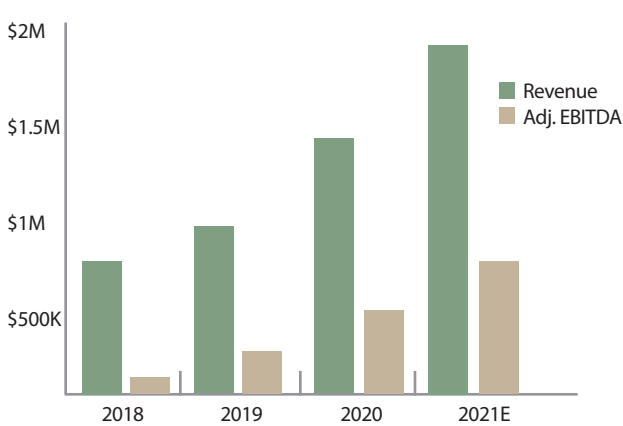
IT Ops Management & Contract CIO

- Network Hardening
- Network Security Consulting & Training
- Value Added Reseller



FINANCIALS

2018-2021E*

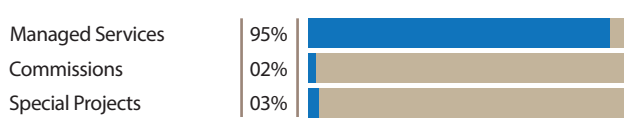


Description (\$M)	2018	2019	2020	2021E*
Revenue	\$0.708	\$0.967	\$1.49	\$1.77**
Gross Profit	\$0.113	\$0.234	\$0.375	\$0.522
SG&A	\$0.637	\$0.769	\$1.14	\$1.23
Adj. EBITDA	\$0.150	\$0.311	\$0.498	\$0.693

* TTM March 31, 2021

** Based on Q1 results. EOY expected to hit \$2.7M

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE %



INVESTMENT CONSIDERATIONS

- 1. Recurring Revenue:** Most of the Company's clients are under 3 year agreements and are highly profitable. 2020 reported 94.7% recurring revenue, and 2021 is estimated at 97.7%.
- 2. Highly Skilled Experts:** The Company has a dynamic, experienced, incredibly skilled workforce, with strong business processes and infrastructure to support growth. Both management and technology teams are long-term retained and dedicated to the success of the Company. What's more, the Company holds too many certifications to list!
- 3. Growth Since Inception:** The Company has a stellar reputation. Until five years ago, all sales were dependent on word of mouth referrals, happy customers, and business partners — and it worked. They have grown every year since founding in 2002. The Company is 5-star Google rated and have superb first page SEO rankings in their metro area.
- 4. Strong Pipeline & Scalability:** With strong sales presence for most of the last 3 years, the Company boasts over 6,000 prospects in the pipeline. These prospects are qualified, connected, and on drip campaigns (lead nurturing through direct marketing). In addition, the Company works with an outsourced group who are on the phones 20 hours per week. A new Director of Business Development recently joined the team to leverage all marketing and sales resources.
- 5. Customer Retention & Breadth:** The Company's average customer lifespan is over 7 years, spanning 42 states, 10 countries, and counting.

HIGHLIGHTED CHANNEL PARTNERS



TOP END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

~50 / 98%



CUSTOMERS BY REVENUE

TOP 10

Company #1	22.0%	
Company #2	13.7%	
Company #3	12.9%	
Company #4	7.6%	
Company #5	5.5%	
Company #6	4.6%	
Company #7	3.8%	
Company #8	3.0%	
Company #9	2.7%	
Company #10	2.6%	

Total
78.4%

NEXT STEPS

To learn more about company EX-789 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