

# EX-798

FOUNDED 2003

The Company is a well-respected and deeply trusted database managed services firm specializing in database technologies services. It is an Oracle Gold Partner, with 30 long-term clients under 1-3 year, auto renewing managed services contracts generating 50% of the of the company's revenues.

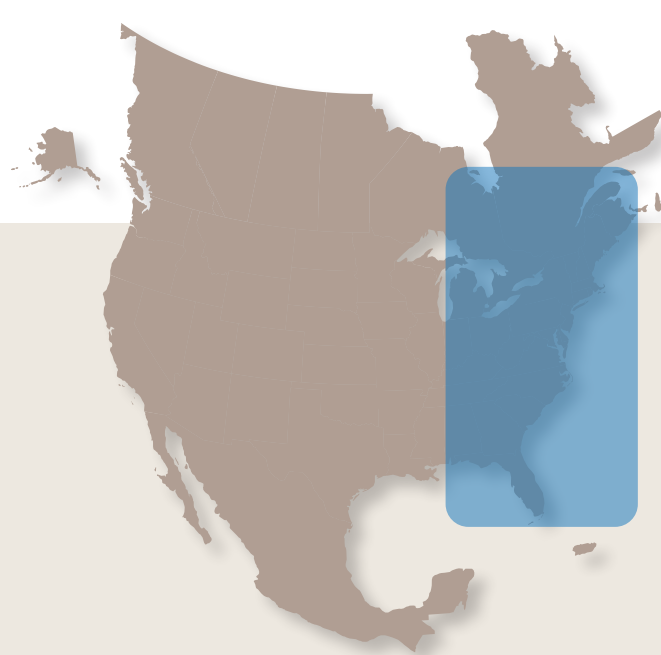
The Company has also developed homegrown software to manage and monitor its clients' databases including replication software and security monitoring. One solution provides additional levels of security monitoring geared at detecting suspicious activity very early in an attack, and another ongoing projects is a defense against ransom attacks.

Since COVID, the Company has been able to reduce overhead and expenses by eliminating its physical office. Employee retention and culture is a strength and has been recognized through multiple awards for workplace culture. The current team has an average tenure at the firm of 10-15 years, building deep Oracle expertise along with SQL Server, MySQL, and many other database-related technologies. Key management is open to continuing on post-transaction or transitioning out as desired.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

East Coast



# OF EMPLOYEES

9

Accounting/Finance	01	<div style="width: 100%;"></div>
Administrative	01	<div style="width: 100%;"></div>
Managed Services, Prof Services & Management	04	<div style="width: 100%;"></div>
	02	<div style="width: 100%;"></div>
Sales & Marketing	01	<div style="width: 100%;"></div>



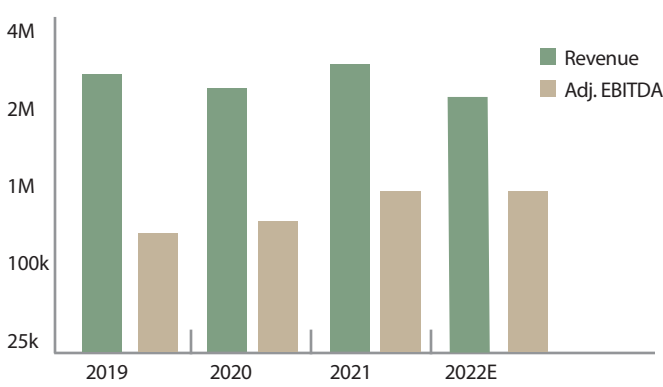
## PRODUCTS AND SERVICES

- Database (and connected technology) Professional Services
- Database Managed Services
- Database Security assessments and solutions
- Database recruiting and staffing
- Hardware/Software reseller and implementation partner



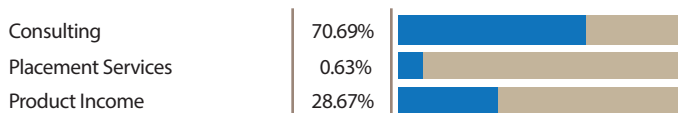
## FINANCIALS

# 2019-2022E



Description (\$M)	2019	2020	2021	2022E
Revenue	\$2.36	\$2.29	\$2.74	\$3.70
Gross Profit	\$1.44	\$1.41	\$1.81	\$1.33
SG&A	\$1.36	\$1.30	\$1.28	\$910k
Adj. EBITDA	\$319K	\$420k	\$908k	\$875k

## REVENUE MIX (% OF REVENUE)



## RECURRING REVENUE (\$M)



## INVESTMENT CONSIDERATIONS

- Specialized Skill Set:** The Company's advanced level database skillset is becoming rare among Oracle contacts and is highly valued by long-term existing clients (average tenure 10+ years), leading to sticky, predictable revenue and minimal associated costs.
- Further Leveraging Existing Clients:** The Company has historically focused on providing database services to existing clients, though there is ample opportunity to leverage their customer base by recommending or providing new services such as database migration as a trusted advisor.
- Strong MRR:** Company revenue today is approximately 50% recurring, primarily in the form of auto-renewing MRR managed services from customers with a 97% retention rate.
- Mission Critical IP:** The Company has developed multiple software solutions used to manage and monitor databases, including replication software and special security solutions that can detect suspicious activity including ransomware attacks.
- Deep Expertise:** The Company prides itself on workplace culture and has retained a core, experienced staff for 10-15 years on average who are experts in their field.

## CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

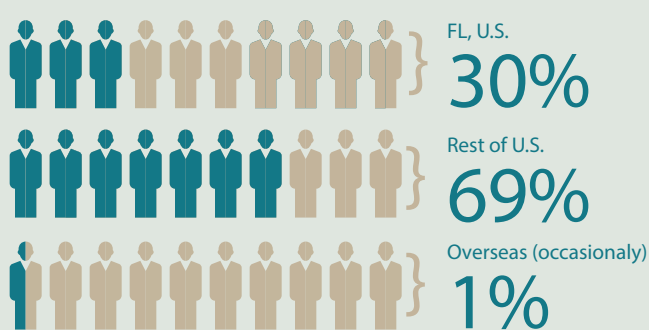


## END USER VERTICALS



## # OF CUSTOMERS/RETENTION/LOCATION

29 / 97%



## CUSTOMERS BY REVENUE

# TOP 10

Company	Percentage
Company #1	25.8%
Company #2	20.3%
Company #3	10.6%
Company #4	4.3%
Company #5	4.3%
Company #6	3.8%
Company #7	3.2%
Company #8	2.9%
Company #9	2.4%
Company #10	2.4%

Total 80%

## NEXT STEPS

To learn more about company EX-798 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 ExchangeNet  
a martin wolf company