

EX-802

FOUNDED 2000

The Company is a key software asset management (SAM) provider offering license and help desk services on a global scale across multiple industry ecosystems. Major partners include Oracle, Microsoft and IBM, with competencies extending into the Salesforce and Adobe ecosystems.

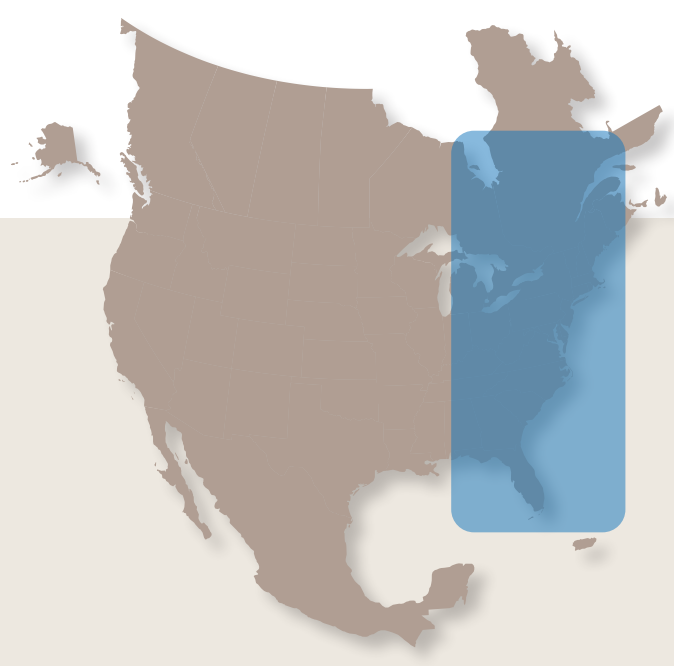
The Company's software license and audit advisory services help maximize ROI and reduce compliance issues. Across more than two decades, Company has serviced hundreds of clients and overseen more than \$1 billion in software licensing. Customers range from long-standing SMB leaders to Fortune 100 enterprises and the highest-spend cabinet-level federal agencies.

Today, the company is poised to further leverage its broad customer network with the launch of its AWS cost savings initiative, with successful initial delivery in January 2022, and an expansion of its managed services offering. Its AWS development will serve as a model for a similar Azure rollout later this year. Deep, longstanding customer relationships offer opportunities for buyers to immediately cross- or upsell additional services or enhance their own customer portfolio.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS
Northeast



OF EMPLOYEES
20

| | | |
|----------------------|----|--|
| Administrative | 03 | |
| IT - Network Support | 01 | |
| Management | 04 | |
| Sales & Marketing | 04 | |
| Service Delivery | 07 | |
| Software Development | 01 | |

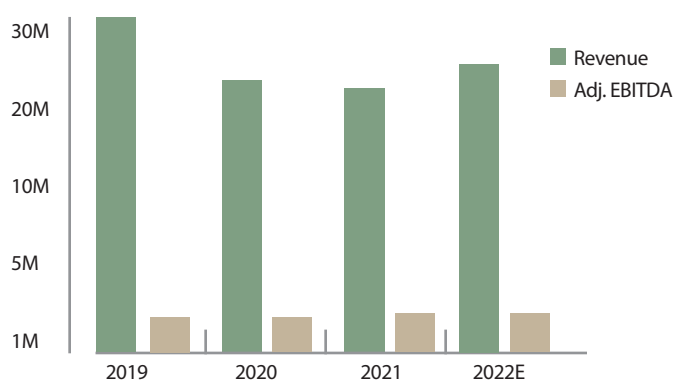


PRODUCTS AND SERVICES

- Oracle: License advisory, License Resale, Support Renewal Management, Managed Services, Retainer
- Microsoft: License advisory, Retainer help desk
- IBM: License advisory, Retainer help desk
- Salesforce: License advisory
- Adobe: License advisory
- Cloud Services: AWS cost optimization (currently in beta testing)



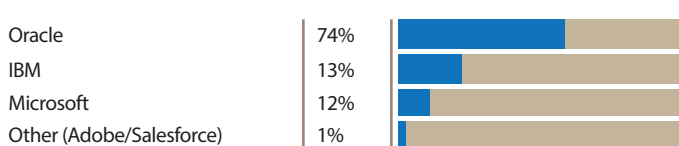
FINANCIALS 2019-2022E



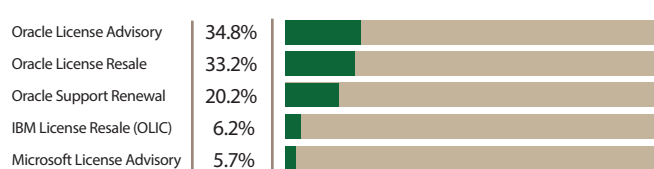
| Description (\$M) | 2019 | 2020 | 2021 | 2022E |
|-------------------|--------|--------|--------|--------|
| Revenue | \$30.3 | \$23.1 | \$21.4 | \$25.5 |
| Gross Profit | \$6.0 | \$6.5 | \$6.7 | \$7.0 |
| SG&A | \$4.3 | \$4.8 | \$4.9 | \$4.9 |
| Adj. EBITDA | \$2.2 | \$2.2 | \$2.6 | \$2.6 |

*Financials are based on calendar year

CONSULTING SERVICES % BY PRODUCT



RECURRING GROSS PROFIT BY %



INVESTMENT CONSIDERATIONS

- Blue Chip Commercial and Federal Clients:** Company services 62 clients with more than \$1B annual revenue including 3 Fortune 100 and 23 Fortune 1000 clients. On the Federal side, Company has 3.5 years consecutive service delivery to the highest-spending Federal agency with A+ performance.
- Recurring Revenue Growth:** Historically, recurring revenue has accounted for 25-30 percent of total Gross Profit, with further growth planned from recent launches of Managed Services (2020) and Cloud Services (2021). Today, 1-3 year retainer or managed services agreements are in place with 50 of 130 active customers.
- Institutional Knowledge Business Continuity:** Average Delivery Analyst and Account Manager tenures of 10+ years with Company itself having 20+ consecutive years of profitable operations. Company is poised to immediately leverage its advisory services and resources across an acquirer's existing customer network, enhancing sell-through and deepening client relationships.
- Oracle Channel Influence:** Company consistently places as one of the top in annual resale volume within its classification group, closing on average one \$100k Gross Profit deal per month over the last three years.
- Client Loyalty with Minimal Concentration:** The top 25 accounts contribute 60 percent of Gross Profit. 20 of those accounts have been clients for 5 years or longer.
- Key Strategic Access:** Relationships with highest-level influencers at client organizations on both resale and consulting advisory side. Company can today service clients' license or associated advisory needs, while offering buyers an immediate network with cross and up-selling opportunities.

CHANNEL PARTNERS



END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

90 / 95%



CUSTOMERS BY GP TOP 10

| | |
|-------------|------|
| Company #1 | 7.1% |
| Company #2 | 4.8% |
| Company #3 | 3.8% |
| Company #4 | 3.3% |
| Company #5 | 3.1% |
| Company #6 | 3.0% |
| Company #7 | 2.9% |
| Company #8 | 2.9% |
| Company #9 | 2.8% |
| Company #10 | 2.8% |

Total
36.5%

NEXT STEPS

To learn more about company EX-802 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