

EX-786

FOUNDED 2003

Founded as a certified Woman's Business Enterprise, this \$3.7M Microsoft channel partner has deep subject matter expertise in Microsoft 365, Teams, Teams Voice, SharePoint, Power BI and Process Optimization. With 24 employees, the firm has a strong balance of technical and project management experience in Digital and Cloud Transformation.

With Microsoft Partner Gold designations in six competencies, the founder has curated a strong team-based culture that attracts and retains excellent talent. Disciplined processes and reputation have resulted in long-tenured clients who seek follow-on projects. Client verticals include Manufacturing, Pharma, and BioTech.

Revenue mix is heavily weighted toward Infrastructure (35%), ITSM/Governance (32%), and Call Center (23%). IT Support contracts run an average of three years, with a growing Managed Services business paving the way to the future. Specific competencies include Microsoft 365, cloud competencies, Windows and devices, Security, as well as MSFT Gold Project and Portfolio Management.

The Founder/CEO is prepared to stay involved with the business for the next 2 years if invited, and the management team is dedicated to focusing on sustained growth.

COMPANY OBJECTIVE



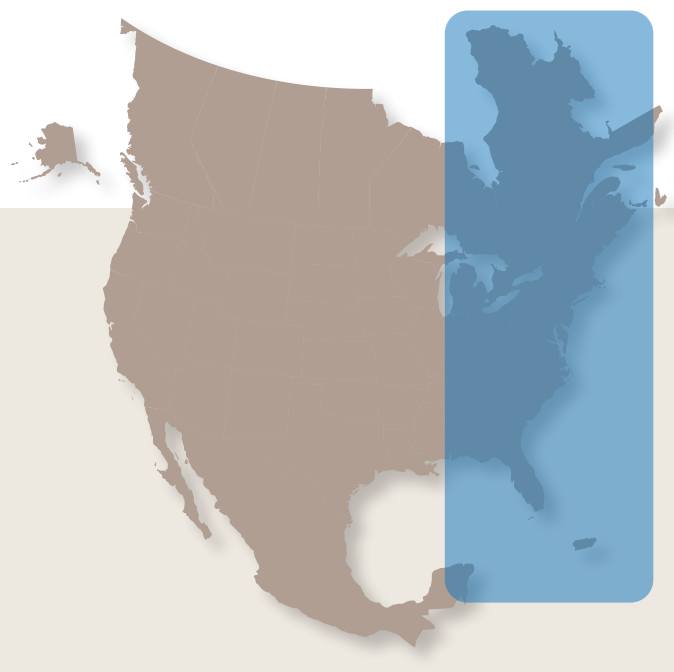
Strategic Partner



Company Sale



Strategic Partner



HEADQUARTERS
East Coast



OF EMPLOYEES
24

Administrative	0.5	<div style="width: 2%;"></div>
Managed Services	11	<div style="width: 46%;"></div>
Management	2.5	<div style="width: 10%;"></div>
Service Delivery	8	<div style="width: 33%;"></div>
Software Development	2	<div style="width: 8%;"></div>



PRODUCTS AND SERVICES

IT/IT-Enabled Outsourced Services

- Managed Services
- IT Outsourcing
- IT Staff Augmentation

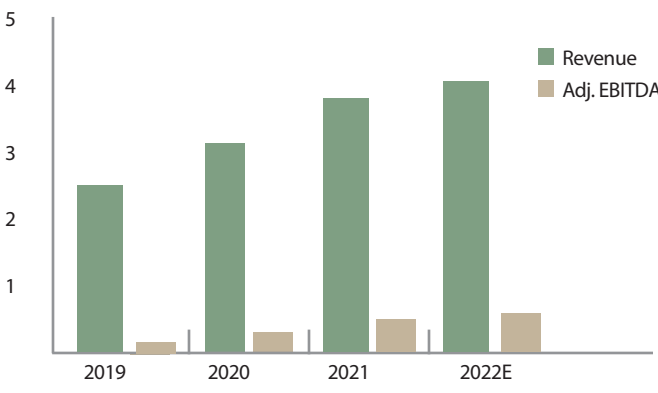
Software

- IT Service Management Software
- IT Training Software



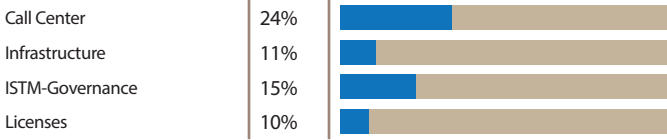
FINANCIALS

2019-2022E



Description (\$M)	2019	2020	2021	2022E
Revenue	\$2.6	\$3.2	\$3.7	\$3.7
Gross Profit	\$1.1	\$1.3	\$1.5	\$1.5
Adj. EBITDA	\$139k	\$463k	\$390k	\$400k

% RECURRING REVENUE BY SERVICE TYPE



RECURRING REVENUE (\$M)



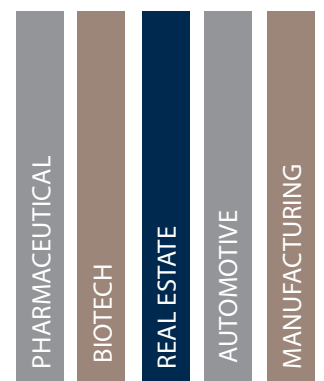
INVESTMENT CONSIDERATIONS

- Human Capital:** The Company attracts, develops, and retains top top engineering and project management professionals, with an inclusive culture and incentives for achieving professional certifications, resulting in a low employee turnover rate.
- Microsoft Connection:** With six Gold MSFT competencies and a strong relationship with Microsoft, the Company is seeking a partner to leverage its technologies and partnership skills. Recognizing the changing tides at Microsoft, new opportunities are surfacing for partners with strong vision and execution.
- Exceptional Management Team:** Each member has more than 10 years of experience at the firm, with extensive subject matter expertise in client acquisition, project management, delivery and back-office management. Built for growth, the Company provides an exceptional opportunity for a buyer seeking long-term accretive value.
- Expertise Across Industry Sectors:** Recognized for their performance and expertise across industry sectors, the Company seeks an acquirer with a desire to service multiple verticals such as manufacturing, Pharma and BioTech.
- Customer Loyalty:** With customer tenure of more than 5 years, the Company prides itself on nurturing and growing relationships for follow-on business and strong referrals to new customers.
- Exceptional Delivery:** The Company has a robust delivery organization with 24 FTEs located in the U.S. Leveraging a "customer first" philosophy, the Company continues to exceed delivery expectations with disciplined processes and best-in-class tool sets.

CHANNEL PARTNERS, AWARDS & CERTIFICATIONS



END USER VERTICALS



OF ACTIVE CUSTOMERS/CUSTOMER RETENTION/LOCATION

30 / 90%



CUSTOMERS BY REVENUE

TOP 10

Company #	Revenue %
Company #1	29.06%
Company #2	19.46%
Company #3	17.13%
Company #4	9.09%
Company #5	3.42%
Company #6	3.24%
Company #7	3.22%
Company #8	2.82%
Company #9	2.05%
Company #10	1.71%

Total
91.2%

NEXT STEPS

To learn more about company EX-786 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