

EX-570

FOUNDED 1992

The Company is a National Microsoft Cloud Partner with a virtual workforce of 53 highly-certified professionals servicing the SMC, Enterprise, EDU, SLG, Pro Sports, and Non-Profit markets. The business provides total lifecycle digital transformation projects with technical consulting, change management, managed services, Azure, Dynamics 365, and software development services.

The Company earned Microsoft's Partner of the Year Award for Teams in 2020, adding to five previous POY awards during the past 11 years. Ranking #6 among 40,000 MSFT partners in the U.S. for driving monthly active usage for Teams Meetings and Calling, the business will add 180 new clients in 2021 to grow their base of 500+ clients. The Company also ranked #3 for driving active usage of the Teams platform, which includes BOTS, Connections, and Power Applications.

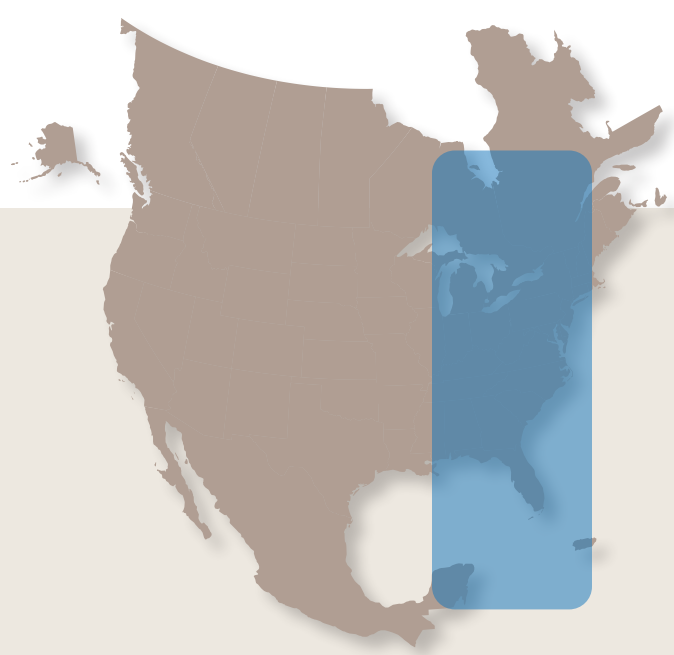
Delivering secure productivity for Cloud computing, the Company provides systems integration, planning/design, project management, managed services Tier 1 & 2 for Teams, Security, SharePoint, Exchange, Power Applications/Power Automation, Azure, and DY 365.

The founder is seeking a sale to fuel growth and scale in Managed Services, Dynamics 365, Power Apps/Automate for Healthcare/Manufacturing, Change Management, Security, and Azure. Meteoric growth expected in SLG, EDU, Professional Sports, and Enterprise sectors. Lead generation has increased dramatically through MSFT's co-sell initiatives, and organic biz dev marketing efforts. The Company's management team has an average tenure of more than 10 years, and anticipates continued involvement through the acquisition transition period. The technical consulting team has an average tenure of more than six years.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Eastcoast, US



OF EMPLOYEES

53

Accounting/Finance	02	
Administrative	02	
Managed Services	08	
Management	08	
Prof. Services	16	
Sales & Marketing	11	
Service Delivery	04	
Software Dev.	02	



PRODUCTS AND SERVICES

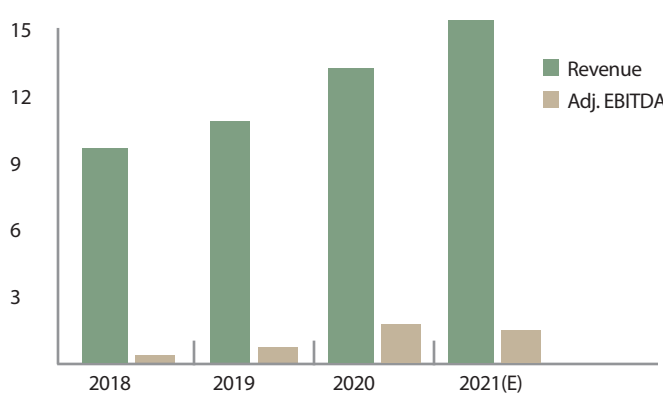
Primary & Secondary Services

- Azure
- Dynamics 365
- Dynamics 365 workstreams
- Managed Services
- Software development
- SaaS development
- Project management
- Systems integration
- Managed services (supporting O365 Modern Workspace)
- Security
- Power Apps/Power Automation
- Change management
- Advisory workshops
- Planning/Design
- vCIO



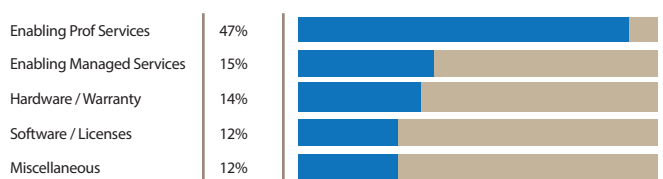
FINANCIALS

2018-2021(E)



Description (\$M)	2018	2019	2020	2021(E)
Revenue	\$9.83	\$11.13	\$12.47	\$15.0
Gross Profit	\$1.97	\$2.93	\$3.70	\$3.71
SG&A	\$1.86	\$2.23	\$2.22	\$2.05
Adj. EBITDA	\$402k	\$1.16	\$2.02	\$1.90

% REVENUE BY SERVICE TYPE



RECURRING REVENUE (\$M)



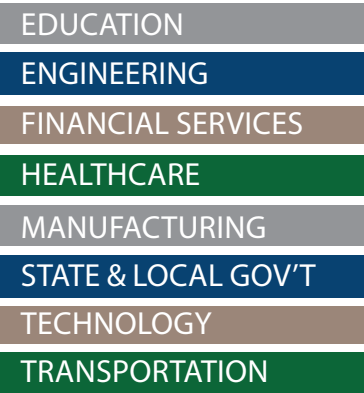
INVESTMENT CONSIDERATIONS

- National Brand/MSFT Channel Awards:** 2020 Partner of the Year Teams Calling designation from Microsoft, the firm has earned POY honors five out of the last 11 years. The Company is also one of 24 preferred partners to service the SMC commercial sector, and was named Microsoft's #1 partner in the EDU sector for Modern Workplace Security.
- Growing Recurring Revenue:** With an expanding managed services practice built around Microsoft Azure, the Company's MMR is projected to increase another 9 percent in 2021. The business is one of Microsoft's select national partners to be certified in the Catalyst Sales Program for Dynamics 364 and Power Apps.
- Exceptional Management Team:** With a 100 percent virtual workforce since 2016, the management team has an average of more than 10 years of service with the Company. Boasting a track record of proven success in client acquisition, technology, finance, project management, delivery and back-office management, the management team provides an exceptional platform for a firm seeking to invest in a business built for exponential growth.
- Growing Annual Revenue:** During the global pandemic of 2020, the firm grew revenue by 12 percent with a profitable net income of 11.5 percent. The Company also added 130+ new clients in 2020, and earned \$1.2M in Microsoft user adoption incentives.
- High 2021 Utilization:** The Company's technical resource utilization is at a minimum of 80 percent, with a blended profit margin on professional services of 52 percent.

CHANNEL PARTNERS, AWARDS & CERTIFICATIONS

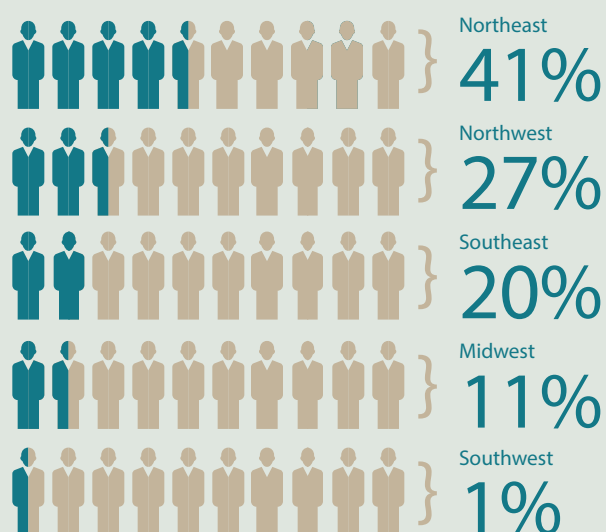


END USER VERTICALS



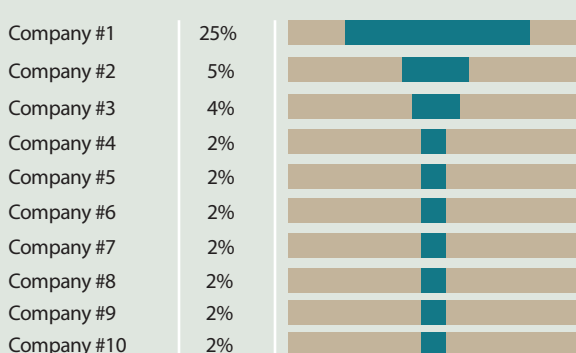
OF CUSTOMERS/RETENTION/LOCATION

500+ / 90%



CUSTOMERS BY REVENUE

TOP 10



Total Approx.

48%

NEXT STEPS

To learn more about company EX-570 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 martinwolf company