

EX-250

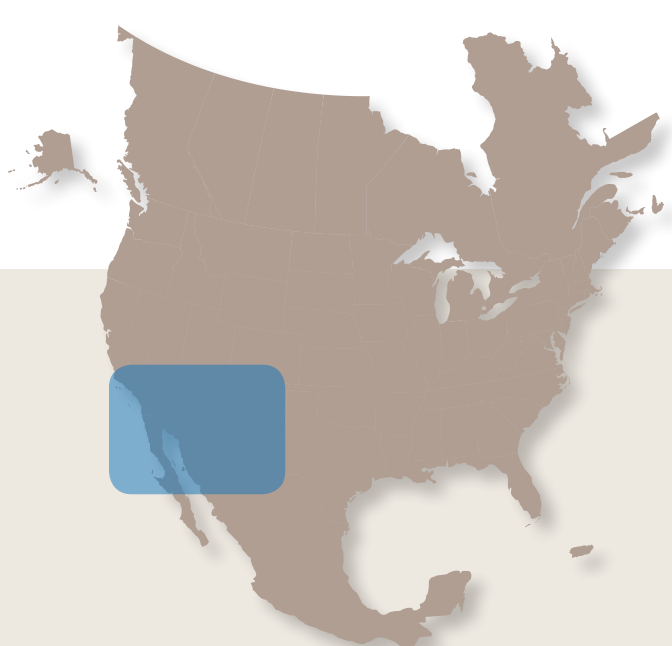
FOUNDED 2005

Founded thirteen years ago, this Company is a Southwest-based IT solutions provider focusing on clients with revenues from \$30M to more than \$1B. The Company's services are centered on Oracle's Cloud, ERP, and technology platforms. As a Platinum Partner and Oracle Cloud Managed Services Partner, their core offerings are based on Oracle's next generation compute platforms. These platforms include solutions such as SaaS, PaaS, IaaS and DBaaS. The Company is both an Oracle and Amazon Cloud Partner, deploying solutions on both platforms. With high customer retention, this Company was named to CRN's list of Fastest Growing Companies and the Tech Elite 250.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS
Southwestern, U.S.



OF EMPLOYEES

24

Management	03	<div style="width: 12.5%;"></div>
Delivery Management	02	<div style="width: 8.3%;"></div>
Cloud Architects	02	<div style="width: 8.3%;"></div>
Delivery	15	<div style="width: 62.5%;"></div>
Accounting/Operations	02	<div style="width: 8.3%;"></div>



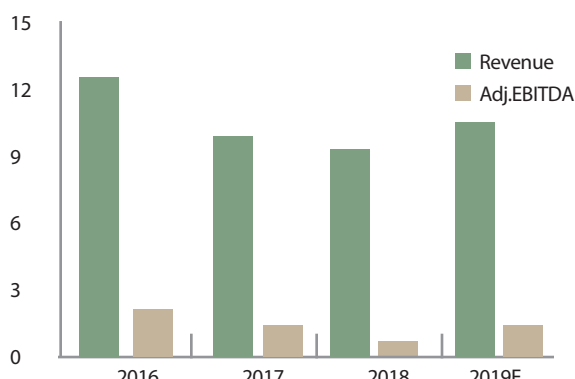
PRODUCTS AND SERVICES

CS MS ITS

- Cloud Services
 - Amazon, Oracle Cloud
- Managed Services
 - Databases Administration and Monitoring, Application & Technology Management, Enhancement Development
- Infrastructure as a Service
 - Oracle Cloud, Amazon Cloud, DBAAS, PAAS, Cloud Storage, etc.
- Compute as a Service
- Cloud Storage
- Virtual Servers in the Cloud
- Oracle Engineered System resell and deployment
- DR and HA strategies for On Premise, Cloud or Hybrid



FINANCIALS 2016-2019E



Description (\$M)	2016	2017	2018	2019E
Revenue	\$12.79	\$9.88	\$9.3	\$10.0
Gross Profit	\$2.15	\$2.3	\$2.8	\$3.0
SG&A	\$1.10	\$1.03	\$1.8	\$1.8
Adj. EBITDA	\$1.3	\$1.28	\$961k	\$1.2

% BY SERVICE TYPE



INVESTMENT CONSIDERATIONS

1. Diverse client base ranging from Fortune 500 to Inc 5000 to SMB.
2. Loyal customer base who demonstrated revenue consistency throughout the last thirteen years.
3. Scalable managed services deployment team that has capacity to assume greater revenue opportunities.
4. Projected revenue uplift and margin increase as customers transition to cloud platform.
5. Opportunities for accelerated recurring revenue based on next generation computing cloud platforms.
6. Buyer can up-sell and cross-sell cloud offering to current clients.
7. Dominant presence in the Southwest with limited competition.
8. Geographic expansion: Business model can scale to other Southwest U.S. markets with a strong infrastructure.
9. Oracle Platinum Partner and Oracle Cloud Managed Services Partner.

CHANNEL PARTNERS



OF CUSTOMERS/RETENTION/LOCATION

47/77%



CUSTOMERS BY 2018 REVENUE

TOP 10

Company #1	10.8%	<div style="width: 10.8%;"></div>
Company #2	5.2%	<div style="width: 5.2%;"></div>
Company #3	5.2%	<div style="width: 5.2%;"></div>
Company #4	4.9%	<div style="width: 4.9%;"></div>
Company #5	4.7%	<div style="width: 4.7%;"></div>
Company #6	4.2%	<div style="width: 4.2%;"></div>
Company #7	4.0%	<div style="width: 4.0%;"></div>
Company #8	3.8%	<div style="width: 3.8%;"></div>
Company #9	3.4%	<div style="width: 3.4%;"></div>
Company #10	3.4%	<div style="width: 3.4%;"></div>

Total
49.6%

END USER VERTICALS



INDUSTRY AWARDS & RECOGNITIONS



CERTIFICATIONS



NEXT STEPS

To learn more about company EX-250 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](#)

