

EX-804

FOUNDED 2000

The Company is a boutique cloud services and solution provider helping customers design and implement Software Application testing programs. With a focus on Security, Functional and Performance testing, it has developed programs for customers in all industries from startups to Fortune 500 companies. Its services ensure smooth implementations, offering training and ongoing support over and above what is provided by the OEM. Services include automation, performance and security testing, as well as data analytics and mobile quality analysis. The company holds platinum partner status with key vendors as well as additional security certifications.

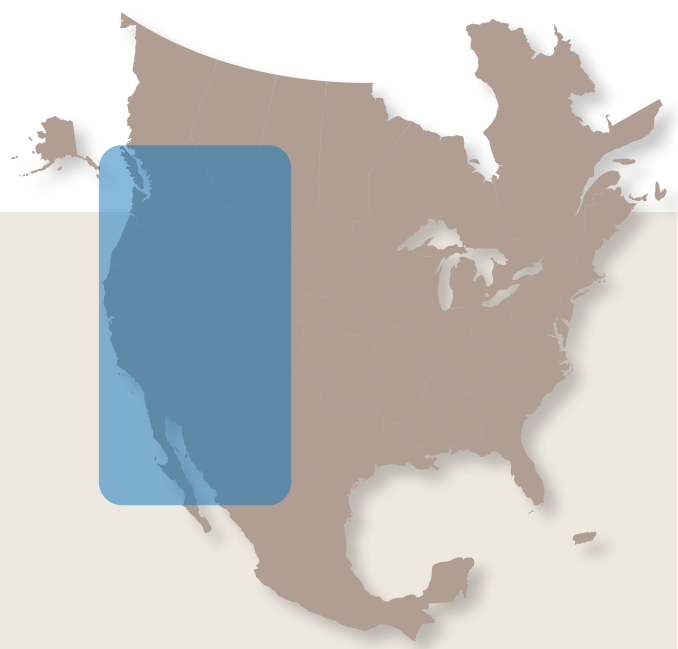
With over 20 years in the channel, its reputation and relationships are strong. The vendor agnostic approach preserves customer relationships even as customers move between solutions. Recurring revenue has always been a primary focus with the Company focusing today on selling SaaS subscriptions and/or Term-based licensing whenever possible. But even when selling perpetual licenses, the Company maintains control over the support contract and continues to sell it annually to the customer.

The business offers green field growth potential as an independent unit or could easily be integrated into an existing strategic platform with minimal overhead.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

West



OF EMPLOYEES

4

Accounting/Administrative
Sales & Marketing

01
03



PRODUCTS AND SERVICES

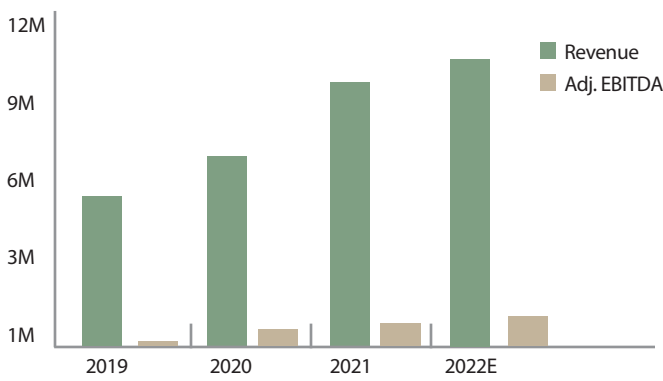
IT Software Resale

- Security Assessments
- Security Testing
- Application Testing
- Staff Training
- Staff Augmentation



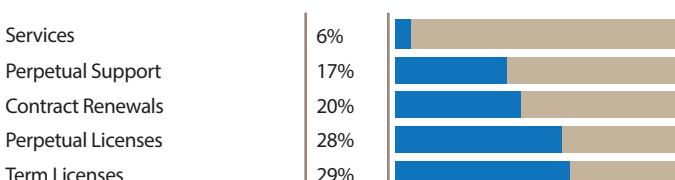
FINANCIALS

2019-2022E

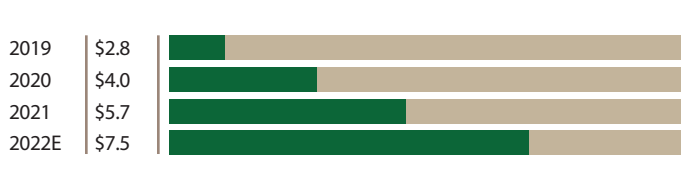


Description (\$M)	2019	2020	2021	2022E
Revenue	\$5.4	\$7.6	\$10.4	\$11
Gross Profit	\$1.7	\$2.6	\$3.5	\$3.7
SG&A	\$1.4	\$1.6	\$2.4	\$2.6
Adj. EBITDA	\$574k	\$1.2	\$1.3	\$1.4

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE (\$M)



INVESTMENT CONSIDERATIONS

- Employees:** Company has a small but very experienced Sales team adept at connecting with Directors and C-level management, but also technically skilled in the various solutions earning them quick credibility with the Customer teams that actually use the solutions. This key differentiator sets them apart from their competition and solidifies the Company as a go-to partner for their OEMs.
- Growth:** Company has an application delivery management practice which is very stable as well as a rapidly growing security practice. It has not yet implemented managed security services into its portfolio, representing an additional key growth area and cross-selling opportunity to its client base.
- Services Growth Opportunity:** The company has not historically focused on its services business and does not have a bench of underutilized consultants. However, services sales to-date have increased significantly in the last 18 months strengthening customer relationships and providing proof that with additional focus, services can become a significant revenue stream with the current customer base.
- Solutions Drive Relationship:** Company's strong vendor partnerships allow it to offer a deep cloud solutions portfolio, fostering a critical, sticky relationship with clients that trend toward recurring, multi-year relationships.
- Reliable, Sustainable Performance:** More than sixty percent of the Company's revenue comes annually from recurring sales—presenting buyers with a strong and stable business. As the broader industry embraces a subscription model (either SaaS or Term based licensing), Company is positioned for further increases in ARR.

CHANNEL PARTNERS

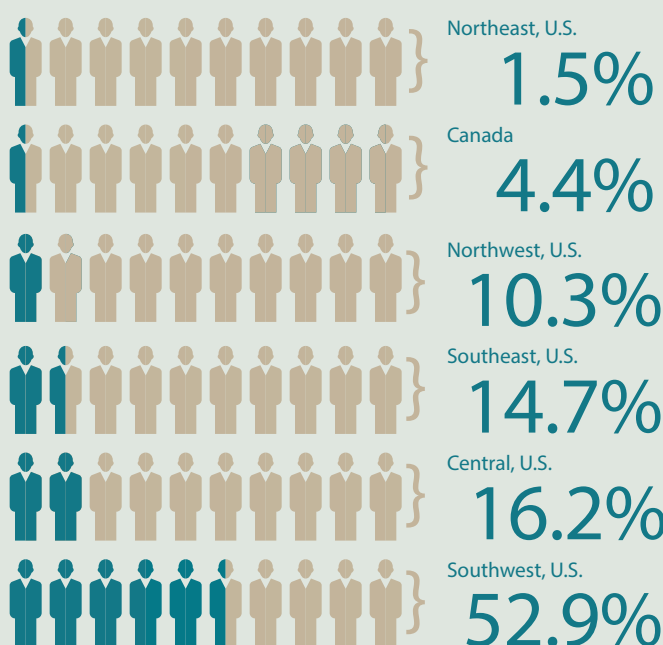


END USER VERTICALS



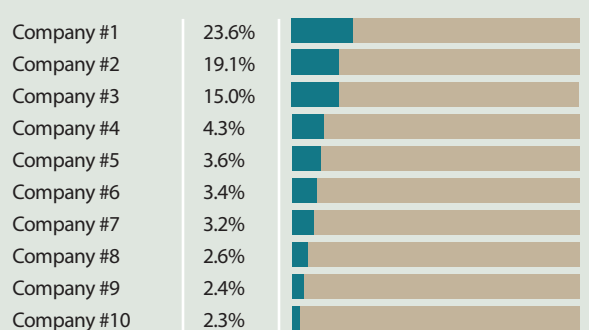
OF CUSTOMERS/RETENTION/LOCATION

80 / 95%



CUSTOMERS BY REVENUE

TOP 10



Total
79.5%

NEXT STEPS

To learn more about company EX-804 please execute NDA and send to Patricia Patton. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

[Start NDA Now](#)

[Patricia Patton](#)

[Asset Listing](#)



IT ExchangeNet
a martin wolf company