

# EX-817

FOUNDED 2011

- Leading Cloud and DevOps Consultancy
- Advanced Vendor Partnerships
- Proprietary Subscription Solution

The company is a digital service provider delivering consumable solutions to organizations in pursuit of their digital transformation initiative.

It is a hyper-specialized partner in the cloud services ecosystem focused on DevOps automation and cloud enablement, offering unique go-to market solutions in high end consulting services and managed subscription services.

The company has a large footprint with a Fortune 500 customer base that is highly repeatable to generate long term relationships and revenue opportunities. It is regarded with industry-leading high-level architecture and engineering talent, and has been recognized with multiple awards.

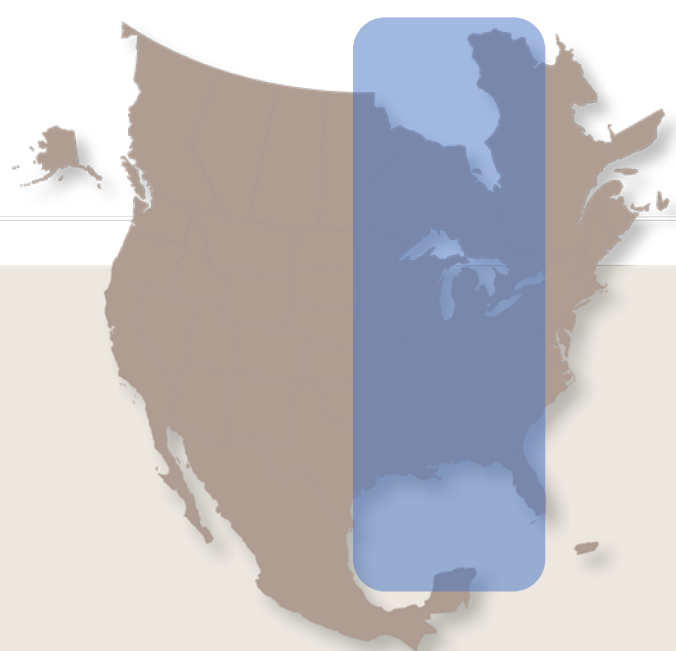
## COMPANY OBJECTIVE



Private Equity Investment



Strategic Acquisition



HEADQUARTERS  
East Coast



# OF EMPLOYEES

12\*

Professional Services	06	<div style="width: 50%;"></div>
Sales and Marketing	03	<div style="width: 25%;"></div>
Administrative	02	<div style="width: 16.6%;"></div>
Management	01	<div style="width: 8.3%;"></div>

Note: \*12 Full-Time Employees, 1 Part-Time Employee, and 9 outside Contractors



## PRODUCTS AND SERVICES

### Consulting Services

- Architecture Implementation
- Process Improvement
- Cloud Deployment and Transformation

### Subscription

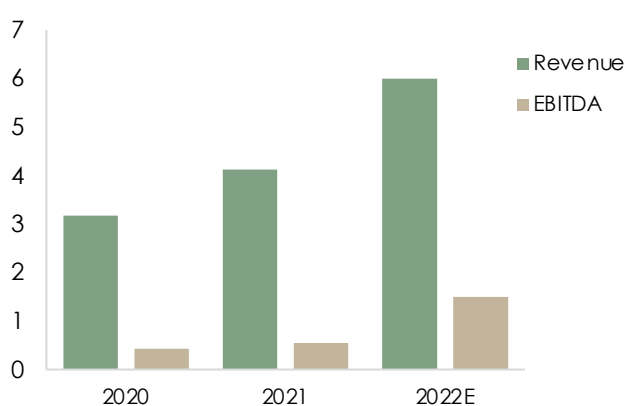
- Skill Development and Enablement Solution
- Cloud Adoption and Automation from Enablement to Full Control

### Training

- Instructor-based Public Training Private Training
- Training Curriculum with Subscription and On-Demand Offerings



## FINANCIALS 2020-2022E



Description (\$M)	2020	2021	2022E
Revenue	\$3.2	\$4.1	\$6.0
Gross Profit	.81	1.4	3.0
Adj. EBITDA	.42	.55	1.5

### % BY REVENUE TYPE (2022E)

Consulting	42%	<div style="width: 42%;"></div>
Training	10%	<div style="width: 10%;"></div>
RPT Subscription	10%	<div style="width: 10%;"></div>
3rd Party Resale	38%	<div style="width: 38%;"></div>

### RECURRING REVENUE

2019	\$0.23	<div style="width: 23%;"></div>
2020	\$0.38	<div style="width: 38%;"></div>
2021	\$1.62	<div style="width: 64%;"></div>
2022E	\$3.00	<div style="width: 50%;"></div>

## INVESTMENT CONSIDERATIONS

- Diverse Customer Base:** Customers consist of mainly F1000 companies with contracts in place to extend beyond current revenue. RPT customer base diversified across the US and Canada, there are some outlier customers in Europe, Middle East, and Africa.
- Strong Vendor Relationships:** Has strong relationships within the DevOps automation space. 2022 Global Innovation Partner of the Year from leading DevOps automation vendor. Conduct training and virtual bench services for multiple market leading vendors. Aligned with top cloud hyper-scalers through partner programs for services and marketplace transactions.
- Unique Go-To-Market Model:** Focused around high-end consulting services packaged as a subscription model to generate recurring and sticky customer engagements. Able to leverage their own IP to scale the business through less labor and drive more profitability across new customer engagements.
- Highly Skilled Team:** Recognized within the technology market, their team has certifications across multiple technologies. The team has written books on the products they integrate and created a training following through content that they sell at the enterprise level, the material is marketed on training sites such as Udemy.
- Practitioner Based Training Program:** The program generated high margin sales and is geared toward the producer and consumer teams within large organizations. They have trained thousands of people across a large amount of Fortune 500 companies.

## CHANNEL PARTNERS



## END USER VERTICALS

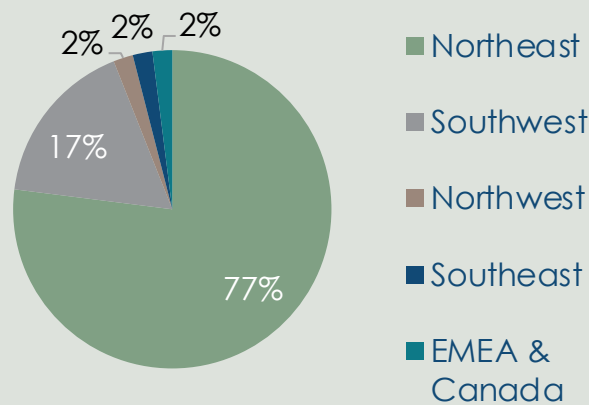


## CUSTOMERS BY THE NUMBERS

**CUSTOMERS: 78** Transacting customers over last two years

**RETENTION: 90+%**

### BY LOCATION:



## CUSTOMERS BY REVENUE TOP 10

Company #1	35%	<div style="width: 35%;"></div>
Company #2	9%	<div style="width: 9%;"></div>
Company #3	7%	<div style="width: 7%;"></div>
Company #4	6.5%	<div style="width: 6.5%;"></div>
Company #5	6%	<div style="width: 6%;"></div>
Company #6	5.5%	<div style="width: 5.5%;"></div>
Company #7	4.7%	<div style="width: 4.7%;"></div>
Company #8	3.5%	<div style="width: 3.5%;"></div>
Company #9	2.6%	<div style="width: 2.6%;"></div>
Company #10	2%	<div style="width: 2%;"></div>

Total  
**82%**

Note: Customer 1 is inflated due to a large 3rd party subscription. Percentage of revenue for Consulting Services and proprietary subscription is in line with rest of customer base.

## NEXT STEPS

To learn more about company EX-817 please sign the linked NDA and send to ITX. Our team will follow up with a mutually executed NDA and make an introduction to the company's CEO.

[Start NDA Now](#)

[Contact Us](#)

[Asset Listing](#)



**ITX**  
a martinwolf company