

EX-808

FOUNDED 2004

For over 15 years, Company has provided Managed IT Services and Microsoft Solutions to small and mid-market companies, empowering customers to achieve more by adopting cloud solutions. Today, the company has significantly grown its MRR, and it has developed multiple proprietary solutions including its own automated sales and billing platform that enable it to create maximum value with maximum margins. Its applications are listed on the Azure Marketplace and Microsoft App Source and it continues to develop IP that provides a "turnkey" approach to the adoption, management, and governance of its clients' Microsoft environment.

The Company has completed hundreds of workload migration projects within the commercial, government, and non-profit sectors and manages over 5,000 active subscriptions. Its certified Microsoft engineers are experts at modernizing traditional IT environments and are equipped to plan, implement, and support any cloud or a hybrid deployment around Microsoft's core pillars: Microsoft 365, Azure, Dynamics, and the Power Platform.

It is recognized as one of Microsoft's most responsive partners, with a strong lead-generating partnership reflected in backend commissions from Microsoft up 900%. Each of its major revenue lines is up significantly, and the business is positioned perfectly for accelerated growth as organizations prepare to spend more than \$7 trillion on digital transformation through 2023.

COMPANY OBJECTIVE



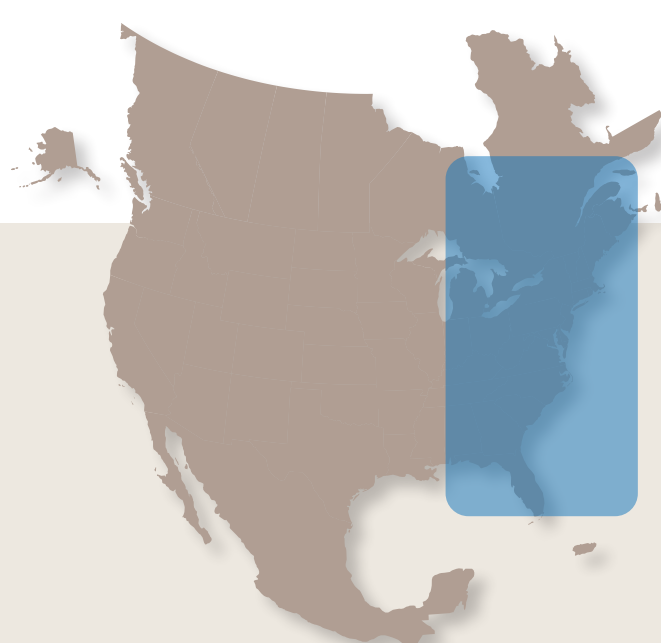
Strategic Partner



Company Sale



Private Equity Partner



HEADQUARTERS

East Coast

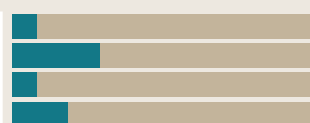


OF EMPLOYEES

8

Administrative
Managed Services
Management
Sales & Marketing

01
04
01
02



PRODUCTS AND SERVICES

Microsoft

- Microsoft Services Operator
- SaaS Support Model
- Cloud Solution Provider
- Authorized Microsoft Surface Reseller
- Project Deployment & Management
- Training
- Custom Solution Development

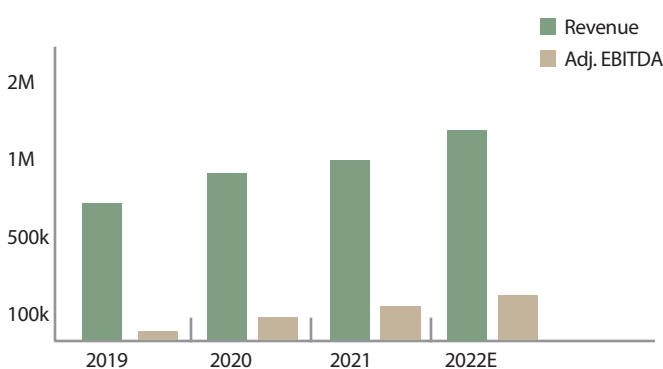
Managed Services

- Vendor Management
- Virtual CIO
- End Customer Support
- Cyber Security
- Business Continuity
- Disaster Recovery
- Network Management



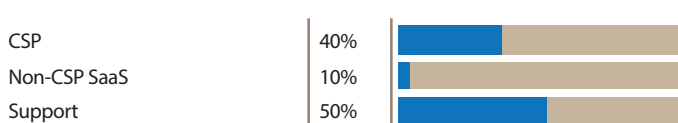
FINANCIALS

2019-2022E



Description (\$M)	2019	2020	2021	2022E
Revenue	\$800k	\$1.1	\$1.1	\$1.4
Gross Profit	\$250k	\$350k	\$525k	\$700k
Adj. EBITDA	\$50k	\$190k	\$210k	\$280k

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE (\$M)



INVESTMENT CONSIDERATIONS

- Managed Microsoft Partnership:** Recognized by Microsoft as the most responsive Partner in over 5 different solution categories, resulting in a high volume of profitable, actionable leads and significant growth in back-end incentives. The business has invested in their Microsoft competencies and co-sell profile to enable direct reseller relationships with Microsoft's sales team.
- Agile Business Model:** Created by years of experience from within the Microsoft and MSP channel, this company has developed tiered SaaS support programs which allow for high margin recurring revenue opportunities and repeatable sales motions.
- Positioned for Growth:** Cloud-native company with limited overhead, and automation capabilities built to scale. Currently they are serving clients nationally/internationally. Worldwide, organizations are set to spend more than \$7 trillion on digital transformation through 2023, much of which will be in the world's largest technology ecosystem, Microsoft.
- Unique IP:** Company has converted all recurring revenue to productized Managed Service Offerings, publishing multiple apps within Microsoft's Azure Marketplace and App-Source. Certified Microsoft team members form an internal "Solutions Desk" to help create unique solutions for customers.
- Experienced Team:** Microsoft Silver Partner and Certified Microsoft Engineers with multiple competencies and years of experience with the four primary Microsoft pillars: Microsoft 365, Azure, Dynamics, and the Power Platform.
- A-tier Client Base:** Company has focused its client base on top accounts and is today at over \$1M in MRR, with every major revenue category showing significant YoY increases.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION



END USER VERTICALS



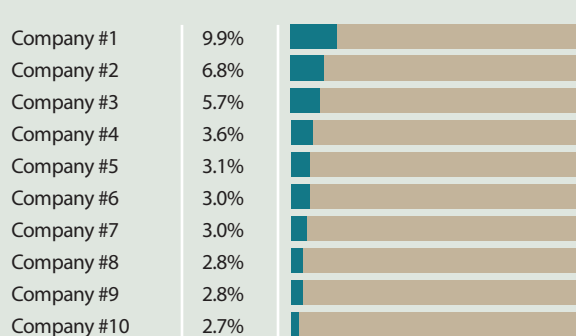
OF CUSTOMERS/RETENTION/LOCATION

98 / 99%



CUSTOMERS BY REVENUE

TOP 10



Total
43.4%

NEXT STEPS

To learn more about company EX-808 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 martin wolf company