

EX-770

FOUNDED 1999

Positioned for growth in the United States and Canada, this Company is a leading Microsoft Partner focused on Microsoft Dynamics 365 Business Central. Housing experienced, dedicated consultants, the Company is a go-to partner for challenging Business Central projects and for their end-client and partner clients.

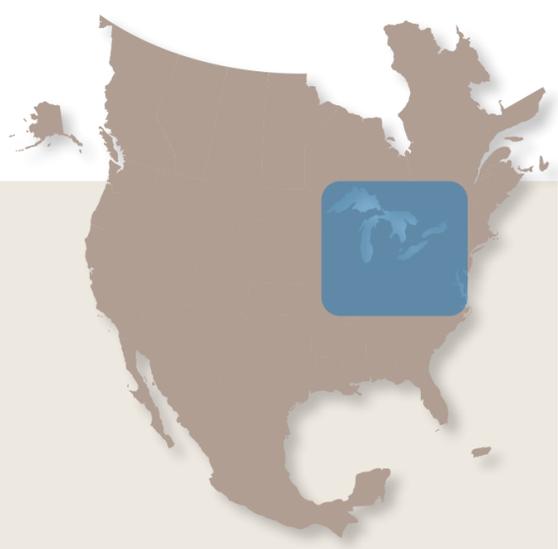
The Company provides ongoing support, from a trusted advisor position, to their clients. Proud of long term relationships and a strong, sticky customer base, this Company is your premier Microsoft Partner for implementations, fixed price upgrades, training, process changes, development, support and special projects.

With over two decades of expertise in the Food and Beverage industry, new sales are easily leveraged through the Company's Microsoft NAV and Business Central knowledge as well as food specific requirements. Stronger sales and marketing efforts allow for expansion into new geographies and industries.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Midwest, U.S.



OF EMPLOYEES*

18

Full-Time Employees	07	
Part-Time Employees	03	
Management	01	
Sales & Marketing	01	
Administrative	01	
Accounting & Finance	01	
Professional Services	05	
Software Development	05	

*8 contractors



PRODUCTS AND SERVICES

Microsoft Dynamics Specialists

- Dynamics 365 Business Central
- Dynamics NAV
- Dynamics Power Extensions

Professional IT Services

- Implementation Services
- Support Services
- Rescue & Revitalization
- Upgrades & Add-Ons

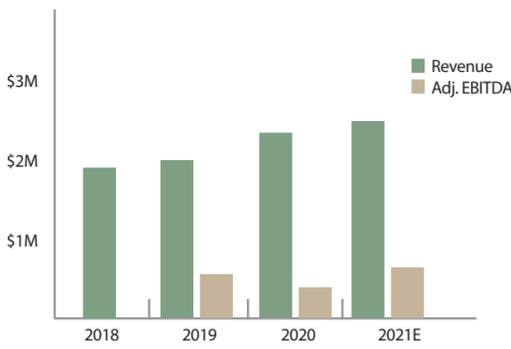
Value Added Reseller

- Application Development
- Training
- Integrations
- Project Management



FINANCIALS

2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$1.76	\$1.94	\$2.20	\$2.40
Gross Profit	\$0.45	\$1.22	\$1.01	\$1.25
SG&A	\$0.50	\$0.71	\$0.68	\$0.70
Adj. EBITDA	(\$0.04)	\$0.51	\$0.33	\$0.55

In 2019, there were additional extraordinary expenses related adjustments for prior years

REVENUE MIX (% OF REVENUE)



RECURRING REVENUE %

Year	Recurring Revenue %	Category
2018	8%	License Renewals
2019	6%	License Renewals
2020	7%	License Renewals
2021(E)	8%	License Renewals

INVESTMENT CONSIDERATIONS

- Strong Microsoft Presence:** The Company has strong presence in the Microsoft Dynamics 365 Business Central and NAV community worldwide. The Company's international relationships have allowed them to secure business supporting foreign ISV (add-on) partners and supporting their North American customers. The firm's recognition with global user communities provides ongoing opportunities.
- Big Opportunity for Increased Sales:** Most sales are accomplished through word-of-mouth referrals based on value of work delivered to customers, and leveraging digital marketing efforts. An acquirer with a strong sales and marketing arm can make a large impact.
- Sticky Customer Base:** The Company has long term relationships spanning over 20 years. The Company boasts a customer retention rate of 99%.
- Trustworthy & Reliable:** The Company is known as the "go-to" partner for rescues and difficult projects. When other partners are unable to deliver on projects, this Company is known for executing the final product, and completing the job. Their strong functional and technical teams allow them to deliver best-in-class solutions, and at any stage.
- Experienced Professionals:** The Company is comprised of a team of talented individuals with deep product knowledge that know how to apply their experience for the best customer outcomes. In addition, the Company's team undergoes further education and constant training to expand their knowledge and expertise on a regular basis.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION

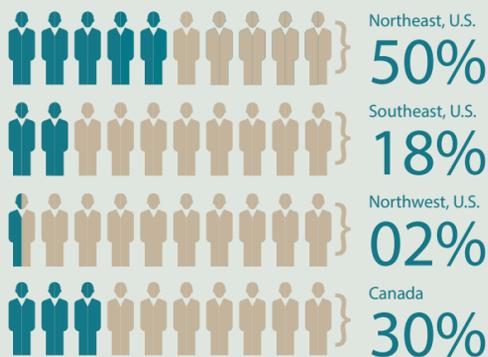


TOP END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

259 / 99%



CUSTOMERS BY REVENUE

TOP 10

Company #	Revenue %
Company #1	19%
Company #2	14%
Company #3	09%
Company #4	06%
Company #5	05%
Company #6	04%
Company #7	04%
Company #8	04%
Company #9	04%
Company #10	04%

Total
73%

NEXT STEPS

To learn more about company EX-770 please execute NDA and send to Madeline Bleiweiss. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

[Start NDA Now](#)

[Madeline Bleiweiss](#)

[Asset Listing](#)



IT Exchange Net
a martin wolf company