

EX-788

FOUNDED 1983

For over 35 years, this Company has delivered IT business solutions to both public and commercial sectors, ranging from medium size businesses to large enterprise customers. The Company has focused on developing long-term relationships to enable the full technology life-cycle with their customers. Customers rely on the Company's experience and resources to design and implement customized solutions specific to Hardware & Software Procurement, Configuration & Integration, Delivery & Inventory Management, Warranty, Repair & Support, Security Support, Technology Staffing, IT Asset Management, and Commercial A/V.

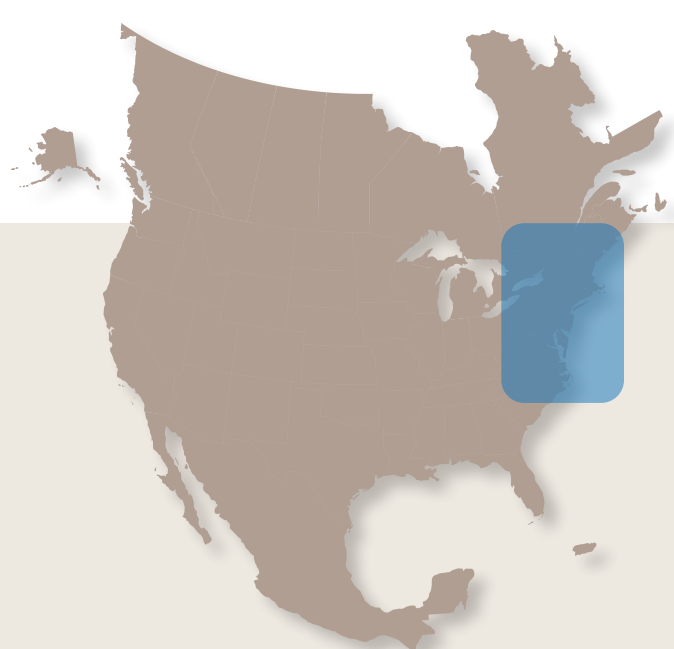
The Company boasts strong partnerships with some of the best in the industry, including HP, Dell, Cisco, Epson, and many more, and is proud to hold the ISO 9001:2015 certification to ensure they exceed industry standards for highest quality.

A highly esteemed VAR, 20% of the Company's customers have placed their trust in them for over two decades. See more below on percentages of customer lifespans.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

East Coast, U.S.



OF EMPLOYEES

79

Management	10	
Sales & Marketing	06	
Administrative	05	
Accounting & Finance	02	
Professional Services	10	
Software Development	01	
Service Delivery	23	
A/V Cabling Technicians	06	
Warehouse Operations	16	



PRODUCTS AND SERVICES

IT Services

- IT Staff Augmentation
- IT Supply Chain Services
- IT Managed Services

Value-Added Reseller (VAR)

- Business Technology Solutions
- Installation & Implementation
- Support & Security Services
- Delivery & Inventory Services

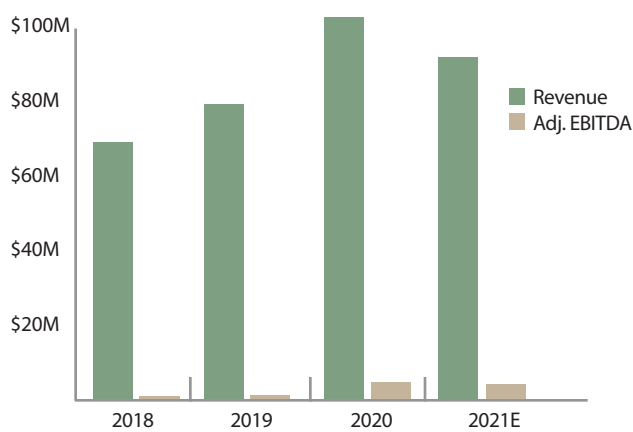
Custom IT Solutions

Hardware & Software Procurement

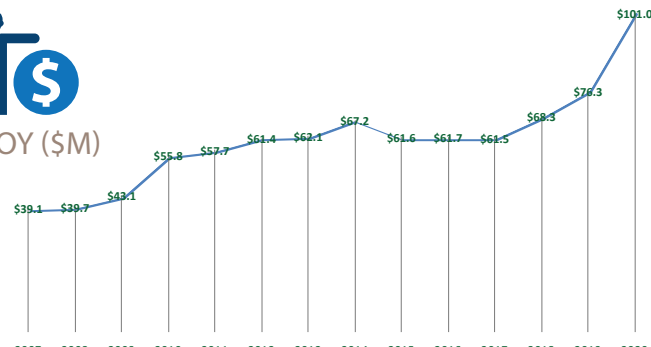


FINANCIALS

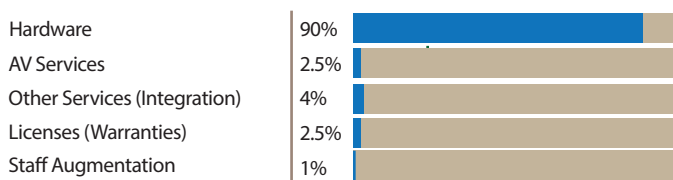
2018-2021E



Description (\$M)	2018	2019	2020	2021E
Revenue	\$68.28	\$76.26	\$100.98	\$90.00
Gross Profit	\$6.75	\$7.33	\$11.83	\$10.80
SG&A	\$6.17	\$6.67	\$9.12	\$8.32
Adj. EBITDA	\$1.12	\$1.41	\$4.49	\$4.00



REVENUE MIX (% OF REVENUE) & REVENUE GROWTH YOY (\$M)



INVESTMENT CONSIDERATIONS

- Trusted VAR, Long Standing Customers:** The Company is a trusted Value-Added Reseller that has been in business for over 35 years and with deep, long-lasting customer partnerships. The vast majority of the Company's customers have a lifespan of over 5 years, and 20% have been dedicated for over two decades. **Customer Lifespan Breakdown:** 30+ years: 4% | 20-29 years: 16% | 10-19 years: 29% | 5-9 years: 7%
- Continuous New Offerings Drive Revenue Growth:** The Company drives revenue growth while increasing gross margin % by introducing added services revenue such as Systems Integrations, Warehousing Services, A/V Installations, and IT Staff Augmentation. Overall attention to customer service allows the Company to offer products and services at a higher cost than transactional companies and competitors.
- Relationships & Strategy:** Taking pride in customer stickiness, the Company places a strong focus on growing relationships with their clients until they own the Customer Product Lifecycle. This encompasses initial Device Procurement, Configuration and Integration to Deployment to Monitoring, Service & Help Desk to Recycling and back to new devices.
- Scalability Through Multi-Locations:** With multi-location fulfillment centers for receiving, integrations, and fulfillment, the Company creates significant business continuity and scalability with increased capacity. This is evidenced by the Company's CAGR without interruption of operations during COVID-19.
- Certifications:** The Company has an extensive list of certifications across many providers, including high counts of certifications within the following platforms: Cisco, Dell, HP, IBM, and Lenovo.

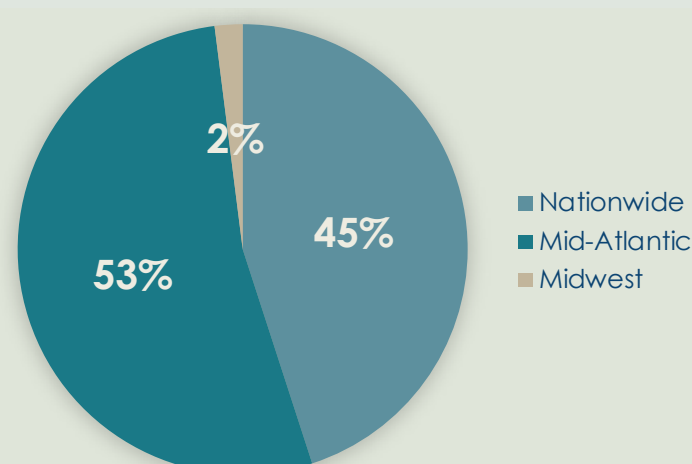
CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION



TOP END USER VERTICALS



CUSTOMER GEOGRAPHY



CUSTOMER LONGEVITY / REVENUE

2020



93% 2020 revenue came from customers that have been consistent annual buyers and clients of the firm for 10+ years.

NEXT STEPS

To learn more about company EX-788 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