

EX-837

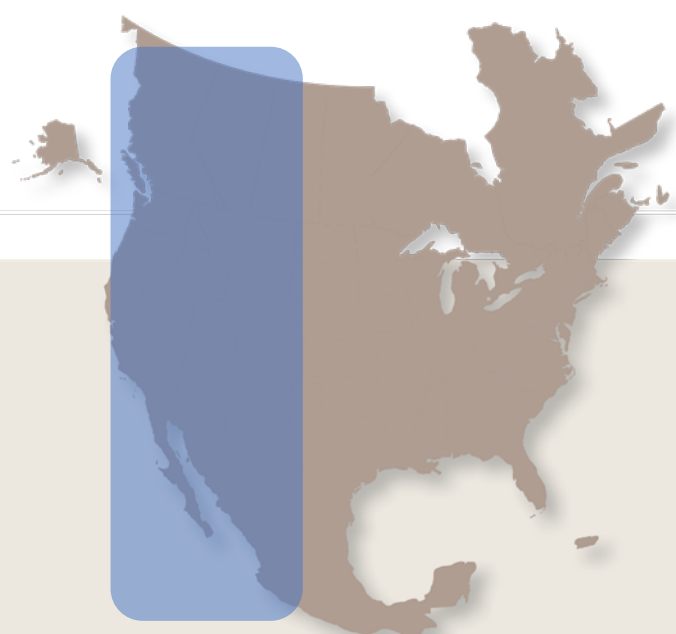
FOUNDED 8 YEARS AGO

With a significant pipeline of business, the Company is a digital transformation consulting firm with expertise in management consulting, technology and business architecture, process improvement, project management, and integration. Boasting a strong Ivanti offering and developing Atlassian capabilities, the Company is seeking a financial partner to help accelerate growth for their three practice areas:

- Enterprise Service Management
- Application Transformation
- Cloud Enablement

The Company's services include Advisory, Transformation and Managed & Support Services. In addition to Atlassian, the Company has partnerships with Ivanti, OutSystems, Microsoft, and TD Synnex. With 35 customers and 36 professionals, the Company is sector agnostic as it focuses on applying industry leading solutions with a highly collaborative team.

NOTE: Ivanti's recent end-of-life announcement of its Cherwell Service Management product has interrupted the Company's engagements and migrations to Ivanti Neurons for its ITSM product, creating a cashflow challenge for the Company. Being part of a larger entity allows immediate utilization for its professionals.



HEADQUARTERS

West Coast



OF EMPLOYEES

36

Advisory Svcs.	5	<div style="width: 14%;"></div>
Managed Services	3	<div style="width: 8%;"></div>
Management	4	<div style="width: 11%;"></div>
Operations	2	<div style="width: 6%;"></div>
Sales & Mktg.	4	<div style="width: 11%;"></div>
Software Dev.	18	<div style="width: 50%;"></div>



PRODUCTS AND SERVICES

Enterprise Service Management

- ITSM & ESM Implementation & Enhancement
- ITAM and CMDB
- Integrations
- Governance, Risk and Compliance
- Digital Employee Experience for Jira Service Management
- Field Service Mgmt. for JSM

Application Transformation

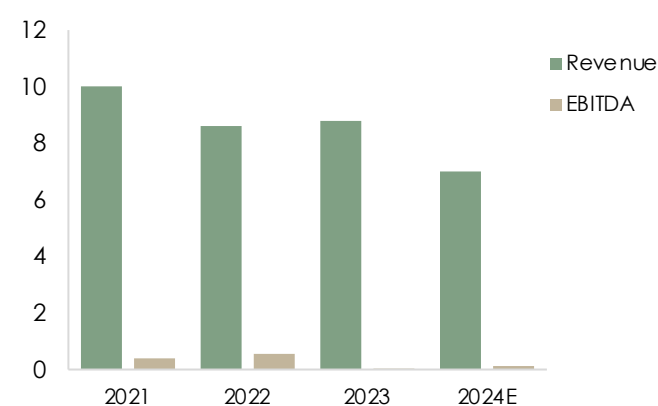
- Low Code Application Development
- Application Modernization & Remediation
- Application Migration
- Integrations

Cloud Enablement

- Cloud Architecture
- Cloud Integration
- Cloud Native Application Delivery
- Cloud Migration



FINANCIALS 2021-2024E



Description (\$M)	2021	2022	2023	2024E
Revenue	\$10.0	\$8.6	\$8.8	\$7.0
Gross Profit	\$5.3	\$4.4	\$4.8	\$3.6
Adj. EBITDA	\$395k	\$555k	\$31k	\$121k

% BY REVENUE TYPE (2023)

Software Lic. & Sales	7.5%	<div style="width: 7.5%;"></div>
Managed Services	4.8%	<div style="width: 4.8%;"></div>
Application Trans.	36.4%	<div style="width: 36.4%;"></div>
Ent. Svc. Mgmt.	50%	<div style="width: 50%;"></div>
Other	0.7%	<div style="width: 0.7%;"></div>

RECURRING REVENUE

2021	\$0.382	<div style="width: 10%;"></div>
2022	\$0.484	<div style="width: 13%;"></div>
2023	\$0.658	<div style="width: 18%;"></div>
2024E	\$0.644	<div style="width: 18%;"></div>

INVESTMENT CONSIDERATIONS

- Cross-Selling to Existing Customer Base:** The Company has earned a stellar group of customers since its founding. Organizations such as Charter Communications, Kodak, KPMG, QuikTrip, Danaher, Crocs, Ace, Mallinckrodt and others represent cross-selling opportunities for the buyer.
- Existing Services, Team and Capabilities:** The Company has capabilities across multiple practices in the areas of Advisory Services, Transformation and Support. Along with experienced resources, this allows the buyer to expand into new areas and/or create synergies in existing areas. The right buyer gains access to expertise, important channel partners, and innovation.
- BD Pipeline:** The Company has an expansive \$16.5M pipeline of opportunities. Collaborative marketing campaigns and activities with partners have allowed its pipeline to continue expanding. The buyer would add additional credibility toward landing these new opportunities and expanding service offerings.
- New Service Offerings:** Company recently introduced several compelling service offerings with three key partners (Virima, Magic Software and 1E) for the Atlassian / Jira Service Management segment. The Virima offering is to address a gap with JSM around Automated Discovery and Service Mapping, as well as Software Asset Management.
- Reputation/Workforce Consistency:** The Company and its employees have established a superior reputation in the market with customers and software partners. Along with its capabilities and experience, the Company continues to acquire new customer logos and business development referrals from its partners.

TECHNOLOGY, CLOUD & DELIVERY PARTNERS



END USER VERTICALS

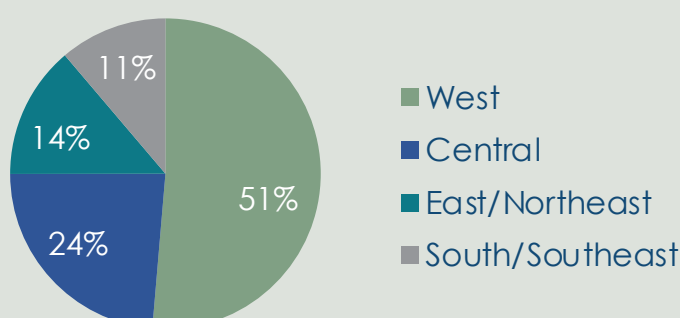


CUSTOMERS BY THE NUMBERS

CUSTOMERS: 35

RETENTION: 97%

BY LOCATION



CUSTOMERS BY REVENUE

TOP 10

Company #1	26.3%	<div style="width: 26.3%;"></div>
Company #2	12.2%	<div style="width: 12.2%;"></div>
Company #3	10.5%	<div style="width: 10.5%;"></div>
Company #4	9%	<div style="width: 9%;"></div>
Company #5	8.1%	<div style="width: 8.1%;"></div>
Company #6	3%	<div style="width: 3%;"></div>
Company #7	3%	<div style="width: 3%;"></div>
Company #8	2%	<div style="width: 2%;"></div>
Company #9	2%	<div style="width: 2%;"></div>
Company #10	2%	<div style="width: 2%;"></div>

Total
86%

NEXT STEPS

To learn more about company EX-837 please sign the linked NDA and return to the ITX team. Our team will follow up with a mutually executed NDA and make an introduction to the company's CEO.

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