

DealsDirect

A Monthly Listing of IT ExchangeNet Clients for Sale

Added Feature: **BuyersDirect**

A Sample Listing of our Global Buyers

IT-enabled businesses include:

- *Managed Security Services Providers (MSSPs)*
- *Managed Services Providers (MSPs)*
- *Cloud Services Providers*
- *IT Services Providers*
- *VARs*
- *Digital/Database Marketing Firms*
- *Channel Partners*
 - *Microsoft*
 - *Oracle*
 - *Salesforce*
 - *ServiceNow*
 - *Workday*



FINANCIALS

Description (\$M)	2022	2023	2024E
Revenue	\$1.1	\$1.4	\$1.1
Adj EBITDA	(\$585K)	(\$458K)	(\$510K)

NUMBER OF CUSTOMERS:

15+

OF EMPLOYEES: 17

FOCUS: Founded in 2014, this Company has developed an Employee Experience SuperApp for large geographically dispersed workforces with deskless, frontline employees. By accessing all HR systems through a single SuperApp, employees can find what they need quickly and easily with zero training. The SaaS platform is accessible from mobile and the web, with powerful add-ons that drive communications, productivity, employee engagement and financial wellbeing.

Click [HERE](#) for more information on this asset.

FINANCIALS

Description (\$M)	2022	2023	2024E
Revenue	\$3.8	\$4.3	\$4.6
Adj EBITDA	\$0.8	\$1.0	\$1.1

NUMBER OF CUSTOMERS:

300+

OF EMPLOYEES: 16

FOCUS: Founded in 1982, the Company provides IT security and Managed Services to a diverse base of clients across multiple verticals. With a seasoned sales and technical team of experts, the Company offers Microsoft 365, cybersecurity services, and voice, fiber and HIPPA compliance. Based on its long-term standing and loyal customer base, the Company is poised for accelerated growth as a platform add-on.

FINANCIALS

Description (\$M)	2022	2023	2024E
Revenue	\$2.6	\$2.9	\$3.3
Adj EBITDA	\$0.7	\$0.9	\$1.1

NUMBER OF CUSTOMERS:

30+

OF EMPLOYEES: 10

FOCUS: Founded 20+ years ago, the Company offers cloud-based digital transformation solutions focusing on implementation, data integration, development, licensing and general support services. These include CRM, ERP, Document and Workflow Management, Analytics and BI Services. An early adopter, the Company has more than twelve years of experience directly implementing and developing cloud-based platforms and provides modernization solutions and integration roadmaps.

Click [HERE](#) for more information on this asset.

UNDER LOI

FINANCIALS

Description (\$M)	2022	2023	2024E
Revenue	\$3.3	\$3.6	\$4.1
Adj EBITDA	\$0.3	\$0.7	\$0.8

NUMBER OF CUSTOMERS:

17+

OF EMPLOYEES: 15

FOCUS: The Company, founded in 2007, offers strategic IT services focusing on cloud, managed services, productivity solutions and operational transformation. An AWS Advanced Tier Partner, Microsoft Gold Partner and ServiceNow Partner, the Company brings leading capabilities and solutions for mid-market companies in multiple industry sectors including Pharmaceutical, Manufacturing, Entertainment, Hospitality and Energy.

UNDER LOI

FINANCIALS

Description (\$M)	2021	2022	2023E
Revenue	\$53.6	\$60.6	\$62.2
Adj EBITDA	\$0.9	\$1.8	\$2.6

NUMBER OF CUSTOMERS:

500+

OF EMPLOYEES: 35

FOCUS: Founded in 1991, this Company is a technology solutions provider serving government, education and business institutions nationwide. The Company has expertise in Microsoft and Adobe licensing, along with Cloud Subscription Provisioning offerings. With over 90% recurring revenue and strong continued growth, this Company ranks among the top 500 integrators, service providers and IT consultants in North America by services revenue.

Click [HERE](#) for more information on this asset.

ENTERING THE MARKET

EX-805

WEST COAST

ITS
IT Services
& Integration

OF EMPLOYEES: 267
2024E REVENUE: \$30.0M
FOCUS: Distribution & Lead Generation

EX-828

WESTERN US

MS
Microsoft
Channel
Partner

OF EMPLOYEES: 50
2024E REVENUE: \$11.0M
FOCUS: Microsoft CRM, ERP Services Provider

EX-835

WESTERN US

SaaS

OF EMPLOYEES:
2024E REVENUE: \$M
FOCUS:

ENTERING THE MARKET

EX-833

🏠 EASTERN CANADA

MSP
Managed
Service
Provider

OF EMPLOYEES: 20
2024E REVENUE: \$14.0M
FOCUS: Data Protection & Cloud Solutions

EX-834

🏠 EASTERN CANADA & SOUTHEAST US

ITS
IT Services
& Integration

OF EMPLOYEES: 12
2024E REVENUE: \$1.9M
FOCUS: Professional Services & Integration

SOLD: Client Profile

Dynamic Quest



Sold to Spire Capital

“Once we decided to sell, IT ExchangeNet did a great job identifying an exceptional set of buyers for our fast-growing MSP. They introduced us to a focused subset who knew the MSP space well and were a strong cultural fit for our team. Their well-organized process kept us on track and *exceeded our expectations* on transaction value.”

Deal Notes

Date of Sale: 2018

Follow-on Acquisitions: 7

<https://dynamicquest.com>



Javier Gomez

Founder/CEO, Dynamic Quest

BuyersDirect

A Monthly Listing of Global Buyers Seeking IT Businesses

Welcome to the April issue of **BuyersDirect**, highlighting global buyers seeking IT businesses and their acquisition imperatives.

With more than 70,000 **DealsDirect** subscribers, many are owner/operators contemplating the sale of their IT Business. Let us know if want to learn more about a Buyer or (as a buyer) if you'd like to be highlighted in a future issue.



Bringing Together Buyers and Sellers of IT Businesses

Buyer Profiles

BX-101

TYPE: Private Equity Firm

SEEKING:

- \$30M-\$90M VAR
- \$5M-\$30M MSP
- Based in Northeast or Midwest
- EBITDA (flexible)

TRANSACTION SIZE: \$5M-\$90M

COMPANY HIGHLIGHTS:

- Expertise in managed services within data center, managed public cloud, digital transformation
- Diversified client base across standard industry verticals with minority government accounts

Click [HERE](#) for more information

BX-102

TYPE: Private Equity Firm

SEEKING:

- GovTech, SaaS, Systems Integrators, IT Consulting, Software Development Consulting
- US or Canada based
- EBITDA \$3M-\$15M
- Revenue \$20M-\$100M

TRANSACTION SIZE: \$10M-\$100M

COMPANY HIGHLIGHTS:

- Systems Integrator Focus on Oracle, Salesforce, Microsoft Dynamics, and other Ecosystem Channel Partners
- Growth-oriented investor
- For add-on acquisitions, no size parameters

Click [HERE](#) for more information

Buyer Profiles

BX-103

TYPE: Private Equity Firm

SEEKING:

- ERP enablement partners
- US based
- EBITDA \$3M-\$10M
- Revenue \$10M-\$75M, >25% Recurring

TRANSACTION SIZE: \$15M-\$75M

COMPANY HIGHLIGHTS:

- Private Equity investment group focused on partnering with founder-owned growth companies
- New \$435M committed capital investment fund

Click [HERE](#) for more information

BX-104

TYPE: Private Equity Firm

SEEKING:

- MSP
- SMB Focus
- East Coast
- EBITDA \$600k-\$3M
- Revenue \$4M-\$20M, > 50% Recurring

TRANSACTION SIZE: \$25M-\$200M

COMPANY HIGHLIGHTS:

- PE backed strategic acquirer
- Completed 3 add on investments to date

Click [HERE](#) for more information

Buyer Profiles

BX-105

TYPE: Strategic Buyer

SEEKING:

- MSP, MSSP, ERP Support Partners, outsourced government contractors
- For ERP Partners, prioritizing Microsoft Dynamics, Sage Intacct, Acumatica, NetSuite, SAP ecosystems
- EBITDA \$500k+

TRANSACTION SIZE: \$3M+

COMPANY HIGHLIGHTS:

- Committed to providing a permanent home for businesses
- Partnered with 85 businesses
- Provides flexibility for founders

Click [HERE](#) for more information

BX-106

TYPE: Private Equity Firm

SEEKING:

- IT consulting, Data migration
- Oracle focus MSP
- Broader tech enabled B2B services
- EBITDA \$2M+ of adj
- 65% Recurring Revenue

TRANSACTION SIZE: \$10M-\$60M

COMPANY HIGHLIGHTS:

- 98 Portfolio Companies
- Ability to invest control or non-control capital
- Middle-market focus
- Founded 1987

Click [HERE](#) for more information

Buyer Profiles

BX-107

TYPE: Private Equity Firm

SEEKING:

- MSP, Software Development
- Consulting, Cybersecurity
- US & Canada
- EBITDA \$2M+
- Revenue \$10M+

TRANSACTION SIZE: Variable

COMPANY HIGHLIGHTS:

- Completed 14 transactions in cybersecurity, supply chain, managed services, software development, and systems integration
- Empowering founders to realize their vision for companies with more than just capital
- Founded in 2013

Click [HERE](#) for more information

BX-108

TYPE: Strategic Buyer

SEEKING:

- MSP, focus on small-medium sized businesses
- 25-1000 User environments
- Microsoft technology focus
- US Based
- EBITDA \$500k+ with 15% min margin
- Minimum 60% Recurring Revenue

TRANSACTION SIZE: \$3M-\$30M

COMPANY HIGHLIGHTS:

- Founder led and backed
- Allows equity rollover
- 10 Worldwide offices
- Founded in the 1990s

Click [HERE](#) for more information

Buyer Profiles

BX-109

TYPE: Strategic Buyer

SEEKING:

- MSP, MSSP
- Consulting, Cybersecurity
- US based
- EBITDA: Up to \$5M
- Revenue: \$250k-\$25M

TRANSACTION SIZE: \$250k-\$15M

COMPANY HIGHLIGHTS:

- Completed 12 add-on acquisitions since 2014
- Diversified also with Managed Print Services, Document Automation Software
- SMB/Mid-Market focus
- Founded in 1989

Click [HERE](#) for more information

BX-110

TYPE: Strategic Buyer

SEEKING:

- MSSP, Infrastructure services, Cloud managed services
- Microsoft Azure, AWS cloud migration
- App development & Implementation
- US based
- EBITDA: \$500k-\$10M
- Revenue: \$5M-\$25M

TRANSACTION SIZE: \$2M-\$80M

COMPANY HIGHLIGHTS:

- 6 Acquisitions since 2020
- Leading solutions and service provider in storage, networking, security and cloud
- Customers across SMB, Mid-Market, SLED, Enterprise and Federal

Click [HERE](#) for more information

Buyer Profiles

BX-111

TYPE: Private Equity

SEEKING:

- MSP, MSSP, IT services serving SMB, mid-market and SLED organizations
- Microsoft Azure and AWS cloud expertise
- US based
- EBITDA: Variable

TRANSACTION SIZE: \$3M-\$50M

COMPANY HIGHLIGHTS:

- \$50M committed fund exclusively raise for IT and CS services
- Equity rollover available, potential for CEOs to stay on
- Three portfolio companies since 2022 inception

Click [HERE](#) for more information

BX-112

TYPE: Strategic Buyer (PE backed)

SEEKING:

- Microsoft Dynamics
- Business Central Consultancy
- US based
- Ideally 20-200 employees
- EBITDA: Minimum of \$1M
- Revenue: \$10M-\$250M

TRANSACTION SIZE: Variable

Click [HERE](#) for more information

About Us

Headquartered in Cleveland, Ohio, IT ExchangeNet has more than 25 years of experience facilitating M&A transactions in the IT Services sector. We own a buyer database of more than 85,000 global mid-market IT decision makers.

Since 1998, our firm has fostered strong and steady relationships with private equity firms and strategic buyers who seek to expand their business platforms and geographic footprint through M&A.

AREAS OF EXPERTISE INCLUDE:

- *Managed Security Services Providers (MSSPs)*
- *Managed Services Providers (MSPs)*
- *Cloud Services Providers*
- *IT Services Providers*
- *VARs*
- *Digital/Database Marketing Firms*

We keep it simple: Learn the intimate details about our clients, and then identify the best possible buyers to make the acquisition based on aligned businesses philosophies, cultural fit, and total transaction value.

For more information:

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