

EX-827

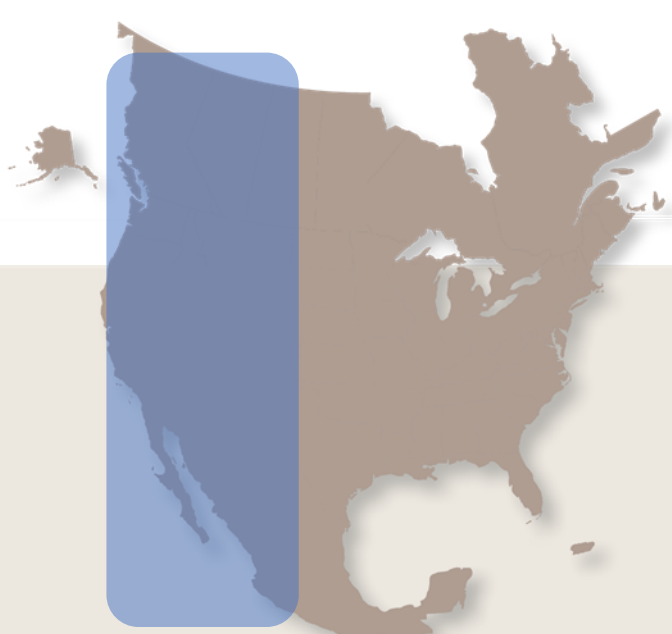
FOUNDED 30+ YEARS AGO

Founded in 1991, this Company is a technology solutions provider serving government, education and business institutions nationwide. The Company provides advanced technology solutions and specialize in managed services, software licensing, security, network infrastructure, cloud, storage and IT relocation.

- \$60M Value Added Reseller specializing in Government, Education and Business
- Expertise in Microsoft, Adobe licensing and Cloud Subscription Provisioning
- Strong Revenue and Customers with a 90% Customer Retention Rate
- VAR 500 Award 15+ Years

The Company has a highly skilled top tier staff; their long-term success can be attributed to a commitment to innovation, adaptability and maintaining a competitive edge in this ever-changing environment. Receiving the VAR 500 Award in 2022, the business is among the top integrators, service providers and IT consultants in North America based on services revenue.

The Company has expertise in Microsoft and Adobe licensing, along with Cloud Subscription Provisioning highlight offerings. Warehouse staging and deployment of equipment at customer's convenience provides practical logistics for large refresh rollouts. Professional services, consulting, project management, and technical staff availability round out professional offerings.



HEADQUARTERS

West Coast



OF EMPLOYEES

35

Manager	3	
Accounting	4	
Sales & Marketing	13	
Professional Services	11	
Managed Service	2	
Delivery	2	



PRODUCTS AND SERVICES

Primary Services

- Large Enterprise Software Licensing Agreements
- Hardware
- Cloud Subscription Provider

Secondary Services

- IT Services
- Solutions Provider
- MSP

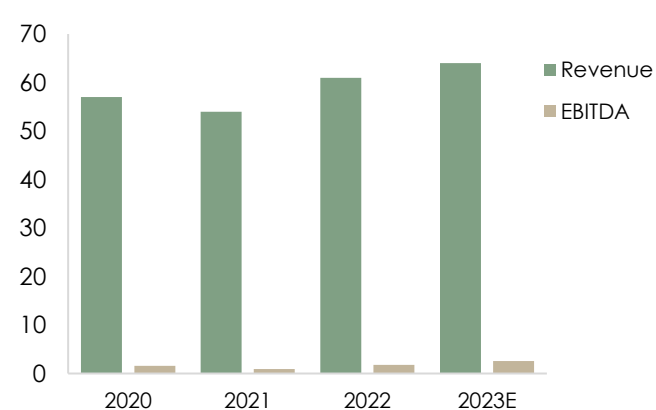
Tertiary Services

- Logistics
- Deployment
- Rentals



FINANCIALS

2020-2023E



Description (\$M)	2020	2021	2022	2023E
Revenue	\$57.3	\$53.6	\$60.6	\$64.2
Gross Profit	\$7.9	\$6.7	\$8.0	\$8.4
Adj. EBITDA	\$1.6	\$0.9	\$1.8	\$2.6

% BY REVENUE TYPE (2023E)

Revenue Type	Percentage
Software, Licensing	68%
Hardware	20%
Prof Services	12%

RECURRING REVENUE

Year	Amount (\$M)
2020	\$2.90
2021	\$3.10
2022E	\$3.30
2023E	\$3.90

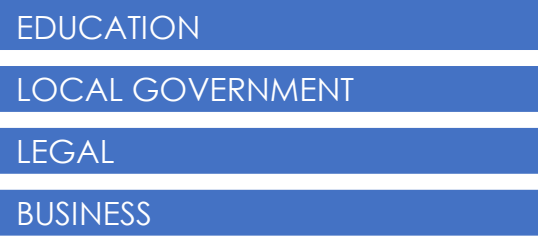
INVESTMENT CONSIDERATIONS

1. **Serving Local Government:** Contracts and purchase orders in place provide steady revenue and low collections risk to future buyer. Opportunity for growth to outlying cities and counties of West Coast area and beyond.
2. **Outstanding Customer Service:** With over 90% recurring revenue, customer service and family-oriented culture are the value adds that keep customers engaged long-term.
3. **Expertise Licensing:** A top leader in Microsoft and Adobe licensing highlight this Company's offerings.
4. **2022 VAR 500 Award:** Ranks among top 500 integrators, service providers and IT consultants in North America by service revenue. Recipient 15+ years and running.
5. **Education Sales:** Strong focus in software licensing within Education with opportunity to extend additional products and services.
6. **Logistics and Deployment:** Warehouse staging and deployment of equipment at customer's convenience provides practical logistics and solutions for large fresh rollouts.

CHANNEL PARTNERS



END USER VERTICALS

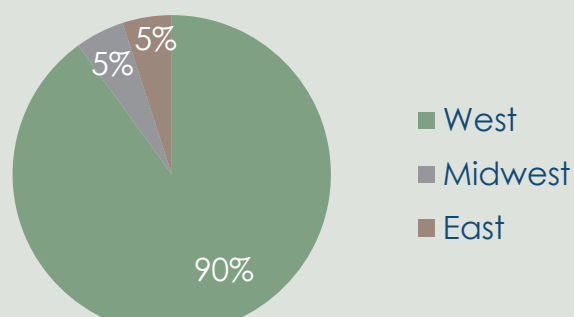


CUSTOMERS BY THE NUMBERS

CUSTOMERS: 500+

RETENTION: 90%

BY LOCATION:



CUSTOMERS BY REVENUE

TOP 10

Company #	Percentage
Company #1	28.7%
Company #2	7%
Company #3	3.3%
Company #4	2.7%
Company #5	2.6%
Company #6	2.1%
Company #7	1.9%
Company #8	1.8%
Company #9	1.5%
Company #10	1.4%

Total
53%

Note: Contract good for 3-5 years for Customer #1.

NEXT STEPS

To learn more about company EX-827 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.

[Start NDA Now](#)

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[Asset Listing](#)



ITX

a martinwolf company