

EX-819

FOUNDED 20+ Years Ago

- Growing EBITDA and strong balance sheet
- Consistently growing recurring revenue
- Sticky Revenue and Customers with an over 80% Customer Retention Rate
- Primary vendors include Microsoft Office 365, Dynamics 365 and Azure, and Odoo ERP

The company offers licensing, implementation, data integration, development, and general support services for clients specifically in need of cloud-based business solutions. These include CRM, ERP, Document and Workflow Management, Analytics and BI services, custom app-dev, and more.

They have over twelve years of experience directly implementing and developing cloud-based platforms and help to provide modernization solutions and integration roadmaps. With an extremely sticky client base and a proven management team, new opportunities within their custom app-development and ERP initiatives are always growing.

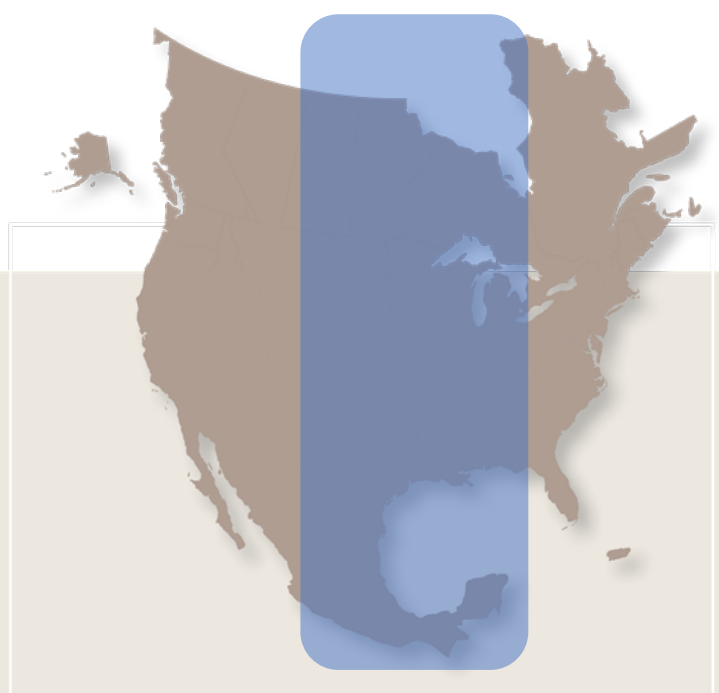
COMPANY OBJECTIVE



Strategic Sale



Private Equity Investment



HEADQUARTERS

Midwest



OF EMPLOYEES

8

Developers	6	<div style="width: 75%;"></div>
Service Delivery	4	<div style="width: 50%;"></div>
Sales & Marketing	4	<div style="width: 50%;"></div>
Management	3	<div style="width: 37.5%;"></div>
Professional Services	4	<div style="width: 50%;"></div>

Note: Employee roles encompass multiple categories



PRODUCTS AND SERVICES

Managed IT Services

- Office 365 Cloud, Azure, MSFT Dynamics and Odoo ERP Licensing
- Implementation and Support for ERP and CRM solutions
- Microsoft Azure PaaS and IaaS implementations and managed services
- Endpoint managed services and security

Software Services

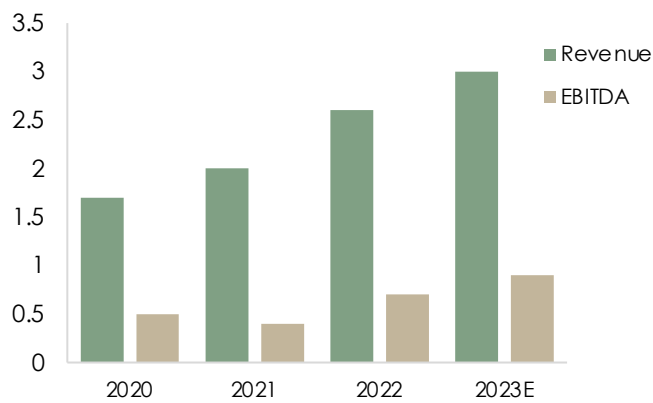
- Data integration for Software as a Service
- Data Aggregation and Data Warehouse Solutions
- Middleware, Tools, and Integration

Development Solutions

- Analytics and BI Development
- Custom App Solutions
- Custom Development solutions with Microsoft ASP
- Training and Mentoring



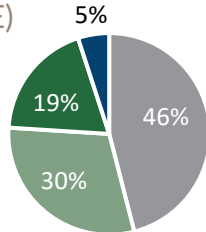
FINANCIALS 2020-2023E



Description (\$M)	2020	2021	2022	2023E
Revenue	\$1.7	\$2.0	\$2.6	\$3.0
Gross Profit	\$1.1	\$1.3	\$1.9	\$2.1
Adj. EBITDA	\$0.5	\$0.4	\$0.7	\$0.9

% BY REVENUE TYPE (2023E)

- Consulting - T&M
- Licensing
- Consulting - FP
- Hosting



RECURRING REVENUE

Year	Revenue (\$M)
2020	\$1.20
2021	\$1.30
2022	\$1.60
2023E	\$1.80

INVESTMENT CONSIDERATIONS

- 1. Good Financials:** Strong balance sheet with positive EBITDA every year and a 28% margin in 2020, 23% in 2021, and 33% for 2022. Monthly licensing revenue is currently \$75k/month at a 24% margin and is expected to grow to \$100k/month.
- 2. Team Focused Leadership:** All three of the senior consultants are a part of the sales team and help to identify opportunities within their daily engagements with clients. In addition, they help other team members propose quotes and statements of work and pursue closure with clients to facilitate selling hours for everyone on the team.
- 3. Diverse Offerings:** Offerings such as ERP, CRM, and Office 365 facilitate new growth. Legacy offerings such as custom app development, CRM, and data integration are currently 74% of the workload while ERP has increased to 14% of total revenue and is consistently growing.
- 4. Healthy Work Backlog:** Current backlog of 1,400 hours. Since the monthly metric began being measured in January of 2022 there has been at least 800 hours of backlog.
- 5. Transition:** The CEO is willing to stay on post-transaction for a dedicated time period. Key leaders and management would also stay on post transaction.

CHANNEL PARTNERS



END USER VERTICALS

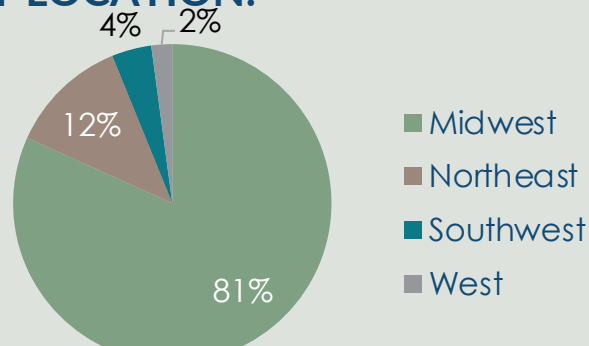
- Distribution
- Global Staffing
- Government
- Healthcare
- Hospitality/Services
- Manufacturing

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 30+

RETENTION: 82%

BY LOCATION:



CUSTOMERS BY REVENUE

TOP 10

Company #	Percentage
Company #1	21%
Company #2	12%
Company #3	11%
Company #4	8%
Company #5	7%
Company #6	6%
Company #7	3%
Company #8	3%
Company #9	3%
Company #10	2%

Total 76%

Note: Customer 1 and 2 should have same amount of revenue and be rebalanced in 2023. Top 5 customers are open to engaging more projects opportunities which would be possible with company expansion.

NEXT STEPS

To learn more about company EX-819 please sign the linked NDA and send to Amanda Haws. Our team will follow up with a mutually executed NDA and make an introduction to the company's CEO.

[Start NDA Now](#)

[Amanda Haws](#)

[Asset Listing](#)



ITX

a martinwolf company