

EX-818

FOUNDED 5+ YEARS AGO

- Repeat Recognition as Top 250 MSSP
- In House 24x7 Cyber Security Ops Center
- Self funded, profitable since day one
- Strong, low-risk growth model

The Company is a managed security services provider (MSSP) serving the SMB sector.

The company generates revenue through three-year monthly recurring revenue streams by offering numerous services including SOC as a service, endpoint detection and responses, network detection and response and insider threat/employee productivity monitoring. Call services are based around Company's in-house 24x7 cyber security operations center.

The company is self-funded, operating on organic cash with 20% EBITDA month over month. Company staff hold multiple certifications including Fortinet NSE 1-3 (Sales focused), 4-6 (Technical focused), 7 (Enterprise Architect), CISSP and CISA.

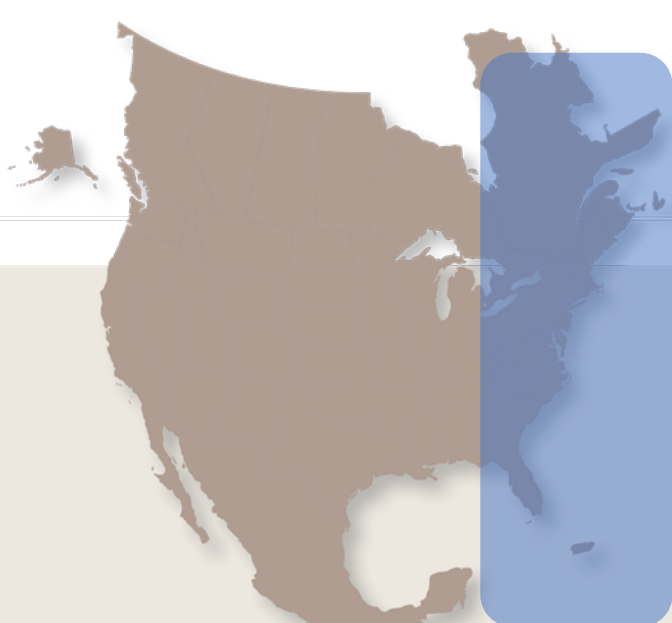
COMPANY OBJECTIVE



Company Sale



Private Equity Investment



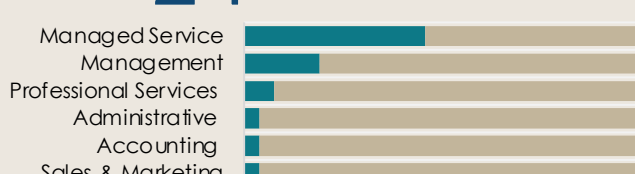
HEADQUARTERS

East Coast



OF EMPLOYEES

24



Note: 14 Full Time



PRODUCTS AND SERVICES

Managed Security Services

- Endpoint Detect & Respond (EDR)
- Managed Detect & Respond (MDR)
- Extended Detect & Respond (XDR)
- 24x7 SOC as a Service ("SaaS")
- Insider Threat Monitoring

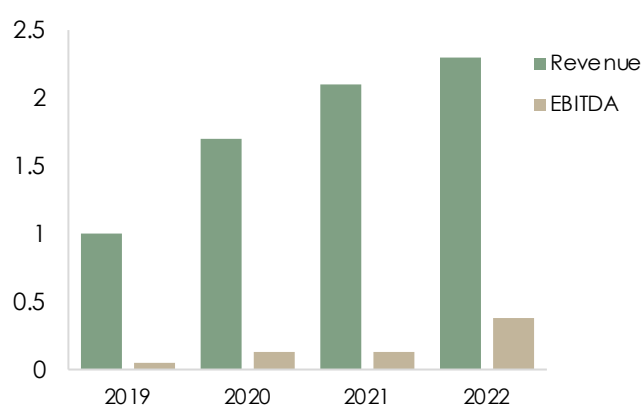
IT & IT Enabled Outsourced Services

- Consulting Services as Needed
- Advisory
- Risk
- Incident Response
- Break-fix generated by detection in SOC



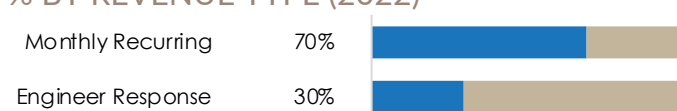
FINANCIALS

2019-2022



Description (\$M)	2019	2020	2021	2022
Revenue	\$1.0	\$1.8	\$2.1	\$2.3
Gross Profit	\$0.5	\$1.0	\$1.4	\$1.4
Adj. EBITDA	\$0.05	\$0.1	\$0.1	\$0.4

% BY REVENUE TYPE (2022)



RECURRING REVENUE



INVESTMENT CONSIDERATIONS

- 1. Profitability:** Company was started on organic cash and has been profitable since day one. It holds but has never used its operating line of credit.
- 2. Strong Contracts:** Approximately 70% of the Company's revenue derives from three-year contracts and comes in as monthly recurring revenue.
- 3. Strong Monitoring Capability:** Monitoring capability (SOC) generates revenue through identification of issues and escalation to Virtual CISOs or engineering teams.
- 4. Experienced Personnel:** Company has focused on hiring and retaining experienced personal with formal education. Today, 80 percent of the team has more than 10 years' experience and higher education degrees.
- 5. Multiple Expansion Opportunities:** Company has built back-end systems to allow scale, and can immediately benefit from further investment into or combination with an experienced sales or engineering team.

CHANNEL PARTNERS



END USER VERTICALS

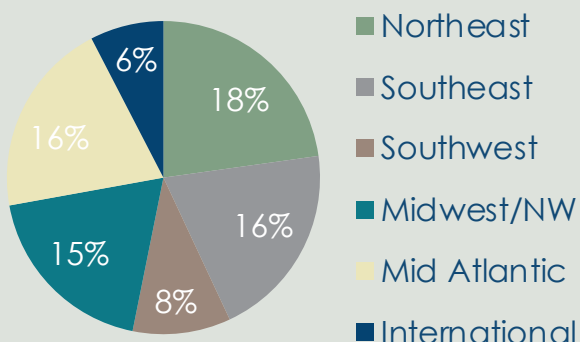
- Ultra High Net Worth Families
- Corporate Executive Protection
- Defense Industrial Base
- Manufacturing

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 69

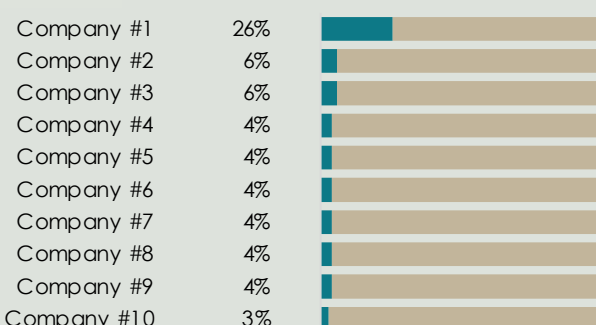
RETENTION: 92%

BY LOCATION:



CUSTOMERS BY REVENUE

TOP 10



Total
65%

Note: Any clarifying information on customer concentration, if applicable.

NEXT STEPS

To learn more about company EX-818 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