

# 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*



March 2024

# EX-831

Managed Service Provider & Security Services

🚩 NORTHWEST

**MSP**  
Managed  
Service  
Provider

## 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.



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

## 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.

## 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.

# EX-827

Gov/Ed Focused Solutions Provider & VAR

WEST COAST

VAR

Value-Added  
Reseller

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.



# EX-801

Salesforce Consulting & Services

🚩 MIDWEST

**ITS**  
IT Services  
& Integration

## FINANCIALS

**UNDER LOI**

Description (\$M)	2021	2022	2023E
Revenue	\$8.0	\$10.6	\$15.5
Adj EBITDA	\$1.8	\$1.7	\$2.6

## NUMBER OF CUSTOMERS:

**200+**

## # OF EMPLOYEES: 60

**FOCUS:** The Company offers a unique, centered approach to specialized vertical solutions, addressing the needs of both Nonprofit and Public Sector clients through Salesforce-based technology. It has grown consistently and significantly since inception and will end the year at over \$15M in revenue. Key offerings include multi-cloud implementations leveraging pre-packaged accelerators, system integration, data & analytics, and managed services.

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 and Lead Generation

EX-824

WESTERN US

**MSP**

Managed  
Service  
Provider

# OF EMPLOYEES: 28

2024E REVENUE: \$9.5M

FOCUS: Managed IT and ERP Solutions

EX-832

AUSTRALIA

**ITS**

IT Services  
& Integration

# OF EMPLOYEES: 17

2024E REVENUE: \$1.1M

FOCUS: SaaS SuperApp for Employees

# BuyersDirect

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*A Monthly Listing of Global Buyers Seeking IT Businesses*

Welcome to the March 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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