

# EX-819

FOUNDED 20+ Years Ago

- 10 Employees
- Growing EBITDA and strong balance sheet
- Steady growth in ARR
- Sticky revenue and customers
- 80%+ Customer Retention Rate
- Primary vendors: Microsoft Office 365, Dynamics 365 and Azure, and Odoo ERP

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, custom app-dev, and more. Their ERP offering has more than 10,000 app extensions and an active developer community.

An early adopter, the Company has more than twelve years of experience directly implementing and developing cloud-based platforms, provides modernization solutions and integration roadmaps.

With a long-tenured customers 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

**10**

Developers	6	<div style="width: 60%;"></div>
Service Delivery	4	<div style="width: 40%;"></div>
Sales & Marketing	4	<div style="width: 40%;"></div>
Management	3	<div style="width: 30%;"></div>
Project Management	2	<div style="width: 20%;"></div>
Business Analysts	3	<div style="width: 30%;"></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

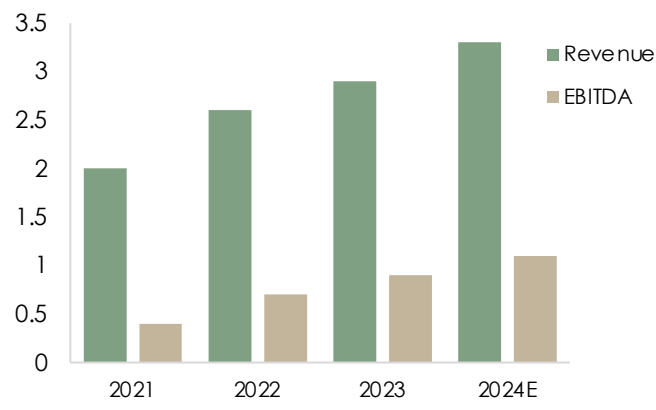
- Data integration for Software as a Service
- Data Aggregation and Data Warehouse Solutions
- Middleware, Tools, and Integration

### Development Solutions

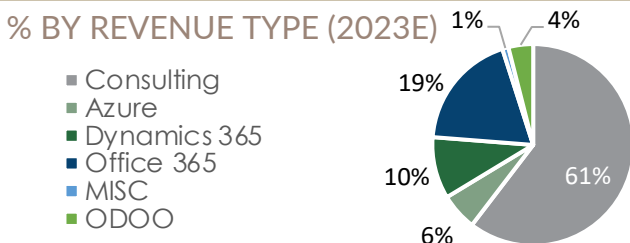
- Analytics and BI Development
- Custom App Solutions
- Custom Development solutions with Microsoft ASP
- Training and Mentoring



## FINANCIALS 2021-2024E



Description (\$M)	2021	2022	2023	2024E
Revenue	\$2.0	\$2.6	\$2.9	\$3.3
Gross Profit	\$1.3	\$1.9	\$2.0	\$2.3
Adj. EBITDA	\$0.4	\$0.7	\$0.9	\$1.1



### RECURRING REVENUE

Year	Revenue (\$M)
2021	\$1.30
2022	\$1.60
2023	\$2.00
2024E	\$2.30

## INVESTMENT CONSIDERATIONS

- Solid Financials:** Strong balance sheet with positive EBITDA each year -- **23% in 2021, 33% in 2022 and 30% in 2023.** Monthly licensing revenue is currently \$90k/month at a 20% margin and is project to grow above \$100k/month.
- Everyone Does Business Development:** The firm's senior consultants are all part of the sales team and help to identify opportunities within their engagements with clients. In addition, they assist fellow team members with project estimates and statements of work proposals and pursue closure with clients to sell services for everyone on the team to implement.
- Diverse Offerings:** Offerings such as ERP, CRM, and Office 365 facilitate new growth. Legacy offerings such as custom app development and data integration make up the bulk of the consulting services workload, while CRM/ERP/O365 has increased to 44% of total revenue and is consistently growing.
- Expanded team for new owner:** Added significant resources in Business Analysis, Project Management, and General Consulting to promote senior leadership and provide them with more opportunities to manage customer expectations and experience..
- Transition:** The CEO will stay on post-transaction for a dedicated period. Key leaders and management will stay on post change of control.

## CHANNEL PARTNERS



## END USER VERTICALS

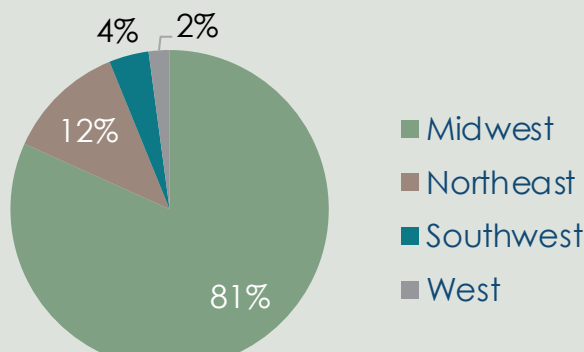
- Distribution
- Global Staffing
- Government
- Healthcare
- Hospitality/Services
- Manufacturing

## CUSTOMERS BY THE NUMBERS

**CUSTOMERS: 30+**

**RETENTION: 82%**

### BY LOCATION:



## CUSTOMERS BY REVENUE

**TOP 10**

Company	Percentage
Company #1	24%
Company #2	13%
Company #3	11%
Company #4	9%
Company #5	8%
Company #6	4%
Company #7	3%
Company #8	3%
Company #9	3%
Company #10	3%

Total  
**81%**

## 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](#)

