

DEALSDIRECT

A Monthly Listing of Clients for Sale

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*



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.

UNDER LOI

FINANCIALS

Description (\$M)	2021	2022	2023E
Revenue	\$14.7	\$9.5	\$10.5
Adj EBITDA	(\$1.7)	\$2.1	\$2.5

NUMBER OF CUSTOMERS:

600+

OF EMPLOYEES: 80

FOCUS: The Company was founded in 2017 and has acquired sixteen local MSPs to create a national managed service provide with local market presence in key markets. It offers managed and hosted services, as well as project engineering to over 600 customers across twelve states. A restructuring was successfully completed by end of 2021 to reorganize the company into three regions bringing the company to strong profitability and stabilizing the churn rate.

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

UNDER LOI

FINANCIALS

Description (\$M)	2021	2022	2023E
Revenue	\$2.0	\$2.6	\$3.0
Adj EBITDA	\$0.4	\$0.7	\$0.9

NUMBER OF CUSTOMERS:

30+

OF EMPLOYEES: 10

FOCUS: The Company offers licensing, implementation, data integration, development, and general support services for clients 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.

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

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.

FINANCIALS

Description (\$M)	2021	2022	2023E
Revenue	\$3.2	\$4.1	\$4.0
Adj EBITDA	(\$0.6)	\$0.2	\$0.0

NUMBER OF CUSTOMERS:

20,000+

OF EMPLOYEES: 40

FOCUS: Based in the Midwest, this fintech company specializes in student loan benefits with expertise in loan forgiveness. The Company offers a unique blend of proprietary technology and expert advisory services. Its online portal integrates with payment partners to facilitate loan repayment. The staff has over 10 years of experience in providing custom loan benefits. Considerable growth opportunities exist in the \$1.8 trillion student loan market.

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

FINANCIALS

Description (\$M)	2021	2022	2023E
Revenue	\$26.1	\$36.4	\$45.1
Adj EBITDA	\$780K	\$1.1	\$1.6

NUMBER OF CUSTOMERS:

125+

OF EMPLOYEES: 35

FOCUS: The Company is a well-established provider of enterprise technology products and solutions. It offers professional, managed cloud and other value-added services to clients, throughout the US, including various Government departments and agencies and commercial organizations. The Company has multiple government contracts and subcontractor relationships with a variety of service and solution providers. Ideally seeking a buyer that would maintain Company's Small Business and HUBZone designations.

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

ENTERING THE MARKET

EX-828

 WEST COAST

MS
Microsoft
Channel
Partner

OF EMPLOYEES: 50

2023E REVENUE: \$8.0M

FOCUS: Microsoft CRM & ERP Services Provider

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*
- *Microsoft Channel Partners*
- *Oracle Partners*
- *Salesforce Partners*

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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