

# DealsDirect

*A Monthly Listing of IT Services and Digital Marketing Firms for Sale*

We're honored to share that [IT ExchangeNet](#) has been named to Axial's 2026 Advisor 100 list, recognizing the top 100 M&A advisory firms serving the lower middle market. Proudly, Axial ranks us in the **top three among technology M&A firms** in the U.S.

This acknowledgment reflects our team's commitment to delivering exceptional outcomes for clients across the IT services and technology sectors. Every transaction is built on trusted relationship, deep market knowledge, and our mission to connect great companies with the right buyers.

Learn more about the Advisor 100 ratings here:  
<https://lnkd.in/gVSDX2v6>



April 2026



# About Us

Ranked by Axial as the #1 Sell-Side Technology M&A Advisor in the U.S., IT ExchangeNet is a global M&A consultancy focusing exclusively on selling MSPs, MSSPs, VARs, and Digital Marketing agencies. We represent leading channel partners like Microsoft, Oracle, Salesforce, and ServiceNow, as well as MSPs, MSSPs, and Digital Marketing agencies.

With an extensive buyer database of over 90,000 IT and Digital Marketing decision-makers, we identify strategic matches for sellers valued above \$5 million in the M&A Marketplace.

## 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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## FINANCIALS

Description (\$M)	2023	2024	2025	2026E
Revenue	\$1.6	\$3.3	\$5.3	\$8.5
Gross Profit	\$537k	\$1.4	\$2.5	\$3.9
Adj EBITDA	\$248k	\$644k	\$1.2	\$1.5

## NUMBER OF CUSTOMERS:

+17

## # OF EMPLOYEES:

**FOCUS:** Located on the West Coast, this growing Company is a dynamic designated Salesforce partner specializing in delivering comprehensive solutions to help businesses grow and enhance value. The Company has achieved 95% CAGR since its inception. They are positioned at the forefront of the Agentforce and Data Cloud wave and recognized as a leading expert Salesforce partner for AI agentic and automation.

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

## FINANCIALS

Description (\$M)	2023	2024	2025	2026E
Revenue	\$4.6	\$4.3	\$4.8	\$5.3
Gross Profit	\$231k	-\$39k	\$814k	\$1.0
Adj EBITDA	\$660k	\$331k	\$1.2	\$1.4

## NUMBER OF CUSTOMERS:

78 Active since 2021

15 Present

## # OF EMPLOYEES: 18

**FOCUS:** This East Coast company is a specialized digital transformation consultancy serving Fortune 500 enterprises and government agencies in need of complex modernization and transformation. The Company integrates advanced AI strategies leveraging an expansive partnership with IBM that align technology, operating models and customer value.

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

## FINANCIALS

Description (\$M)	2022	2023	2024	2025E
Revenue	\$2.87	\$2.69	\$1.60	\$2.0
Gross Profit	\$709k	\$819k	\$459k	\$900k
Adj EBITDA	\$874k	\$999k	\$636k	\$936k

## NUMBER OF CUSTOMERS:

# +5,700

## # OF EMPLOYEES: 24

**FOCUS:** This Company has nearly a decade of operational excellence delivering scalable, proprietary design solutions through a robust online platform featuring an exclusive, IP-protected library of over 230,000 in-house produced graphic assets. The Company empowers rapid creation and deployment of visual products, including apparel, accessories and digital goods.

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

## FINANCIALS

Description (\$M)	2022	2023	2024	2025E
Revenue	\$14.47	\$11.19	\$8.91	\$9.33
Gross Profit	\$8.22	\$5.94	\$4.94	\$5.29
Adj EBITDA	\$1.47	\$0.22	\$0.27	\$0.75

## NUMBER OF CUSTOMERS:

155+

## # OF EMPLOYEES: 61

**FOCUS:** This Company is a cloud consulting firm specializing in ERP, CRM, and business process automation. It implements and supports platforms like NetSuite, Salesforce, and Sage Intacct, serving mid-market clients with recurring service contracts and scalable solutions.

# EX-841

🚩 MIDWEST

Focus: Strategic Business Solutions, MSFT Cloud Biz Apps (AI, CR/CRM, Field Service, Power BI, Project Operations)

**MSFT**  
**Dynamics**  
**Partner**

## FINANCIALS

Description (\$M)	2023	2024	2025	2026E
Revenue	\$9.4	\$12.4	\$6.4	\$5.5
Gross Profit	\$4.1	\$5.3	\$2.6	\$2.0
Adj EBITDA	\$1.5	\$2.1	\$600k	\$640k

## NUMBER OF CUSTOMERS:

75+

## # OF EMPLOYEES: 29

**FOCUS:** Founded over 17 years ago, this Midwest Company specializes in crafting strategic business solutions built on the Microsoft platform, including Copilot (AI). Core competencies include the implementation, integration and optimization of Microsoft Dynamics 365 Customer Engagement applications. The Company excels in leveraging Microsoft Power Platform to create tailored solutions.

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



**UNDER LOI**

## FINANCIALS

Description (\$M)	2022	2023	2024
Revenue	\$5.1	\$6.5	\$5.5
Adj EBITDA	\$436k	\$451k	\$520k

## NUMBER OF CUSTOMERS:

25+

## # OF EMPLOYEES: 8

**FOCUS:** Founded 30+ years ago, the company has a strong reputation built on its track record of delivering high-quality solutions to a diverse client base. With a focus on cybersecurity, network and server management, and managed services the Company has positioned itself as a trusted partner for business seeking reliable IT support. Supported verticals include manufacturing, education, retail, legal, finance, and more.

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

UNDER LOI

## FINANCIALS

Description (\$M)	2022	2023	2024	2025E
Revenue	\$3.63	\$5.84	\$6.23	\$5.40
Gross Profit	\$470k	\$849k	\$1.14	\$995k
Adj EBITDA	\$23k	\$399k	\$544k	\$305k

The Company has a long-standing relationship with its largest clients, having placed 180 resources over 20 years.

**# OF EMPLOYEES: 39**

**FOCUS:** This Company is a highly specialized IT and Operations staffing firm serving a small number of large financial services clients. Their consultants fill critical roles that are difficult to recruit and replace, generating stable cash flow. The company's key assets include Master Services Agreements (MSAs) with top-tier institutions that limit the number of long-term staffing partners—making these MSAs highly valuable.

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

# ENTERING THE MARKET

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EX-853



EAST COAST

# OF EMPLOYEES: 16 (+2 Contractors)  
2026E REVENUE: \$30M  
FOCUS: Smartsheet Technology Services

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EX-864



WEST COAST

# OF EMPLOYEES: 9 (+85 Contractors)  
2026E REVENUE: \$5.25M  
FOCUS: Nearshore Engineering Delivery Platform

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# IT ExchangeNet Transaction



HAS BEEN ACQUIRED BY



April 2026

*We sell IT Services and Digital Marketing Firms*

# IT ExchangeNet Transaction



HAS BEEN ACQUIRED BY



*BUSINESS PERFORMANCE UNLEASHED*

April 2026

*We sell IT Services and Digital Marketing Firms*

# IT ExchangeNet Transaction



HAS BEEN ACQUIRED BY

**EVEREST GROUP**

April 2026

*We sell IT Services and Digital Marketing Firms*

# IT ExchangeNet Transaction



**RELIANT**  
INFORMATION SERVICES

HAS BEEN ACQUIRED BY

**astreya**

| April 2026

*We sell IT Services and Digital Marketing Firms*