

# DealsDirect

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

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.

This acknowledgment from Axial 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.



June 2026

# About Us

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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           | \$66.2 | \$92.1 | \$91.0 | \$181.2 |
| Gross Profit      | \$11.7 | \$15.5 | \$16.2 | \$19.1  |
| Adj EBITDA        | \$2.1  | \$5.0  | \$5.3  | \$6.1   |

## NUMBER OF CUSTOMERS:

+200

## # OF EMPLOYEES: 100

**FOCUS:** The Company is a premier, high-growth global technology deployment and orchestration platform built to solve the complex international delivery challenges facing modern enterprises. The Company has demonstrated profitable historical scaling and now sits a clear inflection point as proprietary platform components drive accelerating market share.

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

## FINANCIALS

| Description (\$M) | 2023  | 2024  | 2025   | 2026E  |
|-------------------|-------|-------|--------|--------|
| Revenue           | \$9.3 | \$8.7 | \$12.6 | \$15.0 |
| Gross Profit      | \$4.4 | \$5.1 | \$7.0  | \$8.4  |
| Adj EBITDA        | \$1.1 | \$1.5 | \$2.8  | \$3.4  |

## NUMBER OF CUSTOMERS:

+60

# OF PROFESSIONALS: 72

**FOCUS:** The Company is a profitable, high-margin Microsoft Cloud Solutions Provider positioned at the intersection of managed security, cloud operation, and AI transformation. With more than three decades of regional presence in the Caribbean, the firm holds active Microsoft Solutions Partner Designations across several areas as well and active and close Co-sell relationship with Microsoft.

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

## FINANCIALS

| Description (\$M) | 2023  | 2024  | 2025  | 2026E |
|-------------------|-------|-------|-------|-------|
| Revenue           | \$6.6 | \$6.5 | \$6.0 | \$6.0 |
| Gross Profit      | \$4.9 | \$4.9 | \$4.9 | \$4.6 |
| Adj EBITDA        | \$2.5 | \$2.4 | \$2.3 | \$2.2 |

## NUMBER OF CUSTOMERS:

+68

## # OF EMPLOYEES: 19

**FOCUS:** The Company is a managed services provider platform with a national footprint. The business has been assembled through the integration of multiple established IT services providers. The platform delivers a comprehensive suite of IT solutions including 24/7 help desk, cybersecurity, cloud services, backup and disaster recovery and infrastructure management.

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

## FINANCIALS

| Description (\$M) | 2023   | 2024   | 2025   | 2026E  |
|-------------------|--------|--------|--------|--------|
| Revenue           | \$7.88 | \$7.12 | \$7.5  | \$5.25 |
| Gross Profit      | \$4.78 | \$4.43 | \$4.28 | \$3.0  |
| Adj EBITDA        | \$2.74 | \$3.39 | \$3.08 | \$2.07 |

## NUMBER OF CUSTOMERS:

+12

# OF EMPLOYEES: 91

**FOCUS:** This Company is a leading Nearshore Engineering Delivery Platform delivering complex enterprise software solutions through a proven Brazil-based resource model. With 14 years of profitable operations, they ensure reliable access to high caliber-technical talent and efficient team scaling. The platform has extensive experience architecting and delivering mission-critical enterprise applications.

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

## FINANCIALS

| Description (\$M) | 2023   | 2024   | 2025   | 2026E  |
|-------------------|--------|--------|--------|--------|
| Revenue           | \$15.2 | \$17.6 | \$17.2 | \$14.8 |
| Gross Profit      | \$5.7  | \$5.8  | \$5.4  | \$4.3  |
| Adj EBITDA        | \$754k | \$267k | \$382k | \$652k |

## NUMBER OF CUSTOMERS:

+100

# OF EMPLOYEES: 14

**FOCUS:** The Company is a Microsoft-focused manager services provider serving midmarket and enterprise clients across North America. With over 20 years in the Microsoft ecosystem, the Company delivers Azure-led cloud and AI managed<sup>1</sup> services, while supporting Dynamics 365 clients through CSP licensing. The Company maintains a highly diversified customer base across key growth verticals.

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) | 2023    | 2024   | 2025   | 2026E  |
|-------------------|---------|--------|--------|--------|
| Revenue           | \$11.14 | \$8.89 | \$8.68 | \$9.75 |
| Gross Profit      | \$5.18  | \$4.46 | \$4.73 | \$4.90 |
| Adj EBITDA        | \$0.22  | \$0.27 | \$0.59 | \$0.93 |

## NUMBER OF CUSTOMERS:

155+

## # OF EMPLOYEES: 61

**FOCUS:** This Company is a high performing 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. The Company delivers robust gross margins of 50-55%, driven by a scalable delivery model and a highly specialized team.

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



## 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: 46

**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.

# EX-841

🚩 MIDWEST

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

MSFT  
Dynamics  
Partner

**UNDER LOI**

## 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.

## FINANCIALS

| Description (\$M) | 2023   | 2024   | 2025   | 2026E  |
|-------------------|--------|--------|--------|--------|
| Revenue           | \$2.3M | \$2.3M | \$2.3M | \$2.5M |
| Gross Profit      | \$500k | \$574k | \$630k | \$730k |
| Adj EBITDA        | \$760k | \$819k | \$815k | \$800k |

UNDER LOI

## NUMBER OF CUSTOMERS:

+47

## # OF EMPLOYEES: 12

**FOCUS:** This established digital marketing firm specializes in providing services to the \$500+ billion automotive aftermarket sector. Its core expertise includes paid search engine optimization (SEO), Amazon advertising, CRO and social media marketing. The Company has exceptionally low client churn with over 98% of revenue is recurring from contracted digital marketing services.

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