

# DealsDirect

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

## MSP Owners, have you ever wondered what happens behind the scenes of an acquisition?

Join us for a live webinar offering an inside look at the recent [Net at Work](#) + [OnPar Technologies](#) transaction.

**Date & Time:** Thurs, March 19, 2026, 10:00AM-11:00AM ET  
Hosted by: [IAMCP](#) and [IT ExchangeNet](#).

[Adam Kerrigan](#) & [Alexander Solomon](#) – Senior leaders from Net at Work, sharing the acquirer’s perspective on strategy and integration  
[Jeremy McParlan](#), Founder & CEO, OnPar Technologies, reflecting on the seller’s journey and key decisions that shaped a successful exit  
[Tim Mueller](#), Managing Partner, IT ExchangeNet (Lead M&A Advisor)

**M&A IN ACTION**

Thursday, March 19 | 7:00 - 8:00 AM PDT

**IAMCP**

**REGISTER**

**Tim Mueller**  
M&A Managing Partner  
IT ExchangeNet

**Dylan Tober**  
M&A Process Architect and Management  
IT ExchangeNet

**Adam Kerrigan**  
VP of M&A  
Net at Work

**Alex Solomon**  
Co-Founder  
Net at Work

**Jeremy McParlan**  
Founder & CEO  
OnPar Technologies

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March 2026



*We sell IT Services and Digital Marketing Firms*

# About Us

*Headquartered in Cleveland, Ohio, IT ExchangeNet has more than 27 years of experience facilitating M&A transactions in the IT Services sector. We own a buyer database of more than 90,000 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:**

**Joan Cook, Marketplace Director**

[Assets@ITExchangeNet.com](mailto:Assets@ITExchangeNet.com)



## 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	\$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)	2023	2024	2025	2026E
Revenue	\$4.2	\$3.1	\$2.6	\$3.3
Gross Profit	\$3.4	\$2.4	\$2.0	\$2.6
Adj EBITDA	\$773	\$1.2	\$854k	\$1.2

## NUMBER OF CUSTOMERS:

80+

## # OF EMPLOYEES: 12

**FOCUS:** This Canadian-based enterprise SaaS learning and compliance technology provider offers cloud-based platform training, education, and certification in regulated and professional sectors. The business serves institutional and enterprise clients across government-related, healthcare and membership-based markets with long-term relationships supported by multi-year contracts.

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

## 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.

## 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.

## FINANCIALS

**UNDER LOI**

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.

# EX-847

EAST COAST

Focus: Premier UCaaS Cloud-Based Platform Provider

UCaaS

**UNDER LOI**

## FINANCIALS

Description (\$M)	2023	2024	2025E
Revenue	\$3.5	\$4.1	\$4.2
Adj EBITDA	\$ .5	\$1.0	\$1.0

NUMBER OF CUSTOMERS:

**+2000**

# OF EMPLOYEES: 12

**FOCUS:** The Company is a premier UCaaS solutions provider specializing in designing, implementing and maintaining converged collaboration solutions. The business has been transformed from a prem-based solutions to cloud-based-UCaaS solutions and has an expected organic growth of 20% in the next twelve months with significant vertical opportunity in the Utility/Energy sectors.

# IT ExchangeNet Transaction



HAS BEEN ACQUIRED BY

**Net@Work**

*BUSINESS PERFORMANCE UNLEASHED*

March 2026

*We sell IT Services and Digital Marketing Firms*

# IT ExchangeNet Transaction



HAS BEEN ACQUIRED BY

**EVEREST GROUP**

March 2026

*We sell IT Services and Digital Marketing Firms*

# IT ExchangeNet Transaction



**RELIANT**  
INFORMATION SERVICES

HAS BEEN ACQUIRED BY

**astreya**

March 2026

*We sell IT Services and Digital Marketing Firms*

# BuyersDirect

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*A Monthly Listing of Buyers Seeking IT Services and Digital Marketing Firms*

Welcome to the March 2026 issue of **BuyersDirect**, highlighting global buyers seeking IT Services and Digital Marketing firms.

With more than 70,000 **DealsDirect** subscribers, many of whom are owner/operators contemplating the sale of their 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.



**IT ExchangeNet**

*We sell IT Services and Digital Marketing Firms*

# Buyer Profiles

BX-100

**TYPE: Strategic**

**SEEKING:**

- Enterprise IT Solutions and VAR
- Cybersecurity Managed & Professional Services
- Cloud Infrastructure based Managed and Professional services
- AI Professional Services
- North America HQ with Global footprint
- Presence in FED and SLED business

**TRANSACTION SIZE: \$25M-\$200M**

**COMPANY HIGHLIGHTS:**

- Enterprise Technology Solutions and Services Provider
- Market Leader in Digital Workplace Services (DWS)
- Direct presence in North America, Europe, and India
- 2500 skilled professionals
- Strong network of strategic OEM partners
- Two acquisitions of IT Solutions companies in 2024

Click [HERE](#) for more information

# 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 Firm**

**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**

**SEEKING:**

- MSP, MSSP, ERP Providers, IT Services, Business Process Outsourcing
- Metro Areas of TX, NC, SC, GA, CA & AZ
- EBITDA: \$0.5M-\$2M
- Revenue: \$1M-\$10M

**TRANSACTION SIZE: \$2M-\$10M**

**COMPANY HIGHLIGHTS:**

- Founded, Built, Exited out of 100M business
- Financially strong and fully self-funded
- 100% time and attention to grow the business

Click [HERE](#) for more information

# Buyer Profiles

## BX-113

**TYPE: Strategic Buyer (PE Backed)**

**SEEKING:**

- MSPs, MSSPs, DaaS, focused on healthcare, legal, and financial end markets, Private, public, hybrid, and on-prem cloud solutions
- EBITDA: \$3M-\$15M for platforms, \$500k+ for add-ons
- Revenue: \$25M-\$100M for add-ons, \$1-\$100M for platforms
- Recurring revenue business model, 75%+

**TRANSACTION SIZE:** Variable

**COMPANY HIGHLIGHTS:**

- Completed nearly 60 platform investments and over 130 add-ons.
- Focus on founder owned and operated businesses

Click [HERE](#) for more information

## BX-114

**TYPE: Private Equity Firm**

**SEEKING:**

- Interested in IT-enabled companies serving the healthcare and business services sectors.
- EBITDA: \$1M-\$20; less than \$3M for add ons
- Revenue: \$10-\$250M+

**TRANSACTION SIZE:** Variable

**COMPANY HIGHLIGHTS:**

- Focus on backing stable, mid-sized, healthcare and business services companies
- Provides a broad network of relationships to help accelerate growth

Click [HERE](#) for more information

# Buyer Profiles

## BX-115

**TYPE: Strategic Buyer**

**SEEKING:**

- MSPs and MSSPs with a SMB customer base
- EBITDA: \$1M-\$4M
- Revenue: \$4-\$25M
- High degree of recurring revenue
- US or Canada bases; within a growing market

**TRANSACTION SIZE: \$5M-\$40M**

**COMPANY HIGHLIGHTS:**

- Eight add-on transactions completed over the last three years
- SMB/ Mid-Market focused
- Preference for management to continue leading their business and roll equity alongside us

Click [HERE](#) for more information

## BX-116

**TYPE: Search Fund**

**SEEKING:**

- MSPs, MSSPs, IT Services, ERP Support Partners
- Microsoft Dynamics, NetSuite, Saas, Tech Enable Services
- US Based
- EBITDA: \$2M-\$10M

**TRANSACTION SIZE: Variable**

**COMPANY HIGHLIGHTS:**

- Offer business owners a flexible succession alternative
- Approach centered around partnering with a single business

Click [HERE](#) for more information

# Buyer Profiles

## BX-117

**TYPE: Strategic Buyer**

**SEEKING:**

- Owners tired of the back office, but want to grow
- Culture focused leaders who care about their teams.
- Eastern Half of US
- EBITDA: Less than \$1M
- Revenue: Less than \$5M

**TRANSACTION SIZE:** Variable

**COMPANY HIGHLIGHTS:**

- Midwest System Integrator and MSP with deep Microsoft connections
- 25%+ organic growth yearly
- Multiple time Best Places to Work Award Winner

Click [HERE](#) for more information

## BX-118

**TYPE: Private Equity**

**SEEKING:**

- MSP
- MSSP
- Cloud, Compliance

**TRANSACTION SIZE:** \$10M-\$100M

**COMPANY HIGHLIGHTS:**

- Technology services focused investor
- 25+ platform investments in founder led bootstrapped businesses
- North American based with most owners rolling equity into the deal

Click [HERE](#) for more information

# Buyer Profiles

## BX-119

**TYPE: Search Fund**

**SEEKING:**

- MSP / MSSP / Cybersecurity
- Midwest, South, East Coast
- Steady Historical Growth
- Net Profit Margin above 15%
- EBITDA: \$2M-\$7M
- Revenue: \$5M-\$50M

**TRANSACTION SIZE:** Variable

**COMPANY HIGHLIGHTS:**

- Principal is experienced IT Professional
- Long-Term hold mindset

Click [HERE](#) for more information

## BX-120

**TYPE: Strategic Buyer backed by PE**

**SEEKING:**

- Cloud hosting and managed IT infrastructure services
- MSP expertise in infrastructure services, managed cloud, IaaS, data center, backup, disaster recovery, etc.
- Microsoft Azure, GCP, or AWS cloud expertise
- EBITDA: \$500k-\$10M

**TRANSACTION SIZE:** \$3M+

**COMPANY HIGHLIGHTS:**

- 5 Acquisitions since 2021
- Customers across Enterprise, Mid-Market, and SMB
- Backed by committed capital investment fund

Click [HERE](#) for more information

# Buyer Profiles

## BX-121

**TYPE: Private Equity**

**SEEKING:**

- MSPs, MSSPs, Security, Cloud Managed and Professional Services
- EBITDA: \$300k - \$10M

**TRANSACTION SIZE:** \$50M and Under

**COMPANY HIGHLIGHTS:**

- 60 Acquisitions; including 21 IT Service companies over the span of 15 years
- Lower middle market focus
- Assist owners, entrepreneurs and management in growing the business.

Click [HERE](#) for more information

## BX-122

**TYPE: Private Equity**

**SEEKING:**

- Software and Business Services
- EBITDA: \$1M-\$8M
- Revenue: \$5M-\$75M
- Preference for US Headquarters but will do international deals

**TRANSACTION SIZE:** Variable

**COMPANY HIGHLIGHTS:**

- Lower middle market growth buyout firm through two distinct funds.
- Data-driven Industry First Approach

Click [HERE](#) for more information

# Buyer Profiles

## BX-123

**TYPE: Strategic Buyer**

**SEEKING:**

- MSPs, MSSP
- \$1.5M revenue
- \$300k EBITDA

**TRANSACTION SIZE: \$1-3M**

**COMPANY HIGHLIGHTS:**

- Founded 2004
- Founder CEO
- 30+ Portfolio Companies

Click [HERE](#) for more information

## BX-124

**TYPE: Strategic Buyer**

**SEEKING:**

- Azure
- Google & AWS Solution Providers
- Staffing Companies
- \$1-10M revenue
- \$1-3M EBITDA

**TRANSACTION SIZE: \$5M**

**COMPANY HIGHLIGHTS:**

- Design, develop and deliver smarter solutions on AWS
- Serverless Applications, Contact Center Solutions
- Enabling DevOps, accelerating cloud migration initiatives, and building Smart SaaS solutions

Click [HERE](#) for more information

# Buyer Profiles

## BX-125

**TYPE: Family Office**

**SEEKING:**

- Managed Service Provider
- IT Services and Consulting
- Systems Integrators
- Database Management/Data
- \$1-6M EBITDA
- \$5-50M Revenue
- Dallas/Fort Worth or Chicago area

**TRANSACTION SIZE: \$15M**

**COMPANY HIGHLIGHTS:**

- MSP
- IT Services
- Systems Integrators
- National Presence

Click [HERE](#) for more information

## BX-126

**TYPE: Strategic Buyer**

**SEEKING:**

- Infrastructure Services, MSP/MSSP
- Application Security Testing Services
- IT Risk Management
- \$5-50M revenue
- \$1-6M EBITDA

**TRANSACTION SIZE: \$15M**

**COMPANY HIGHLIGHTS:**

- Southeastern VAR, MSP/MSSP
- Focused on mid-market and above
- Culture focused
- Software defined & Cybersecurity evangelists
- Differentiated by robust services practice and engineering focus

Click [HERE](#) for more information

# Buyer Profiles

## BX-127

**TYPE: Strategic Buyer**

**SEEKING:**

- Azure, AWS, AI/ML
- Cloud Migration
- Legacy Migration
- ERP-SAP, Oracle
- \$1-6M EBITDA
- \$1-20M Revenue

**TRANSACTION SIZE: \$1M**

**COMPANY HIGHLIGHTS:**

- IT Services and Staffing Company
- Cloud Migration, Legacy Migrating
- RPA, Automation & Talent Sourcing
- Staffing for various specialized skills sets

Click [HERE](#) for more information

## BX-128

**TYPE: Private Equity**

**SEEKING:**

- MSP, MSSP, IT Staffing
- Network & Infrastructure, DevOps
- Zero Trust, SatComs, Tech R&D Labs
- Identity & Access Management, Security Ops & Incident Report
- \$3-20M EBITDA
- \$20-250M Revenue

**TRANSACTION SIZE: \$30M**

**COMPANY HIGHLIGHTS:**

- Private Equity firm with focus in Cyber security and defense
- Target companies who provide services to Life science and Government
- Flexible if the company only provides B2B

Click [HERE](#) for more information

# Buyer Profiles

## BX-129

**TYPE: Other**

**SEEKING:**

- MSP, Azure, IBM
- Security
- Project Management
- \$1-3M EBITDA  
\$1-5M Revenue

**TRANSACTION SIZE:** \$500k

**COMPANY HIGHLIGHTS:**

- MSP with East Coast Footprint searching for small MSPs and startups. Other interest include small AI and program management contracts

Click [HERE](#) for more information

## BX-130

**TYPE: Search Fund**

**SEEKING:**

- IT Services(MSP, cybersecurity) with revenue \$5-\$50M
- Software with revenue \$3-\$30M
- US or Canada based

**TRANSACTION SIZE:** \$5-100M

**COMPANY HIGHLIGHTS:**

- Come with operation capacity. Allows a faster/smooth transition for owners.
- Success track of record scaling portfolio companies by 60%+
- Founded and led by an experienced entrepreneur with a PhD in engineering and an MBA.
- Backed by 16 well revered investors with committed capital

Click [HERE](#) for more information

# Buyer Profiles

## BX-131

**TYPE: Private Equity**

**SEEKING:**

- MSSP, Vertical Market MSP
- Platform: \$7-25M in Revenue
- Platform: \$2-5M in EBITDA
- Add-on: \$2.5-10M in Revenue
- Add-on: \$0.5-2M in EBITDA
- US or Canada based

**TRANSACTION SIZE: \$5-20M**

**COMPANY HIGHLIGHTS:**

- Technology-focused private equity firm with committed capital
- Founding partners are former operators and software entrepreneurs

Click [HERE](#) for more information

## BX-132

**TYPE: Search Fund**

**SEEKING:**

- MSP, MSSP, Cybersecurity
- \$1-10M in EBITDA
- \$5-50M in revenue
- Mid-Atlantic, Northeast, Midwest, Mountain

**TRANSACTION SIZE: \$50M**

**COMPANY HIGHLIGHTS:**

- Operationally-involved model that can support the business and facilitate owner transitions
- Experienced Co-Founders with 20+ years of experience in finance, strategy, and operations
- Backing by experienced investors with committed capital (100+ transactions and \$1B+ in AUM)

Click [HERE](#) for more information

# Buyer Profiles

## BX-133

**TYPE: Private Equity**

**SEEKING:**

- MSSP, VARs, recurring software revenue
- Managed hosting providers
- \$1-10M in EBITDA
- \$1-100M in Revenue

**TRANSACTION SIZE: \$100M**

**COMPANY HIGHLIGHTS:**

- Independent sponsor with significant experience in the IT services space

Click [HERE](#) for more information

## BX-134

**TYPE: Strategic Buyer**

**SEEKING:**

- Mid-Market and/or Enterprise focus
- ML Ops, AWS, ICM, AI, Data, DevOps
- \$1-6M in EBITDA
- \$1-10M in Revenue
- US based

**TRANSACTION SIZE: \$15M**

**COMPANY HIGHLIGHTS:**

- Award-winning cloud consulting and enablement provider that helps the Fortune 500 accelerate digital transformation
- IT, cloud, and DevOps experts help organizations leverage the cloud for transformative growth

Click [HERE](#) for more information

# Buyer Profiles

## BX-136

**TYPE: Angel Investor**

**SEEKING:**

- MSP, AWS
- \$1-3M in EBITDA
- \$1-20M Revenue

**TRANSACTION SIZE: \$10M**

**COMPANY HIGHLIGHTS:**

- Partner with small and mid-sized companies on a long-term journey to help them become market leaders
- Assist business owners looking to exit their ventures by acquiring their companies, allowing them to benefit from our growth and success

Click [HERE](#) for more information

## BX-137

**TYPE: Strategic Buyer**

**SEEKING:**

- Azure, MSP
- Software Development, Data Analytics
- \$1-3M in EBITDA
- \$1-20M

**TRANSACTION SIZE: \$7.5M**

**COMPANY HIGHLIGHTS:**

- Ohio based
- Software development and Data Analytics company with strong offshore team

Click [HERE](#) for more information

# Buyer Profiles

## BX-138

**TYPE: Search Fund**

**SEEKING:**

- IT Services, MSP, MSSP, VAR, Software Development
- EBITDA \$1M-\$5M+
- Revenue \$3M-\$10M+
- Preferably East Coast US, Open to Continental US

**TRANSACTION SIZE: \$5-50M**

**COMPANY HIGHLIGHTS:**

- Tech entrepreneur has raised committed capital to acquire, take the baton from the owner, and grow a company in the IT services space.
- Owner has spent the last decade building software at Google and advising technology companies with McKinsey & Company.

Click [HERE](#) for more information

## BX-139

**TYPE: Strategic Buyer**

**SEEKING:**

- VAR and MSP
- EBITDA \$1M-\$10M+
- Revenue \$1M-\$50M+
- NY-based

**TRANSACTION SIZE: \$10M**

**COMPANY HIGHLIGHTS:**

- VAR and MSP company with strong sales capability

Click [HERE](#) for more information

# Buyer Profiles

## BX-140

**TYPE: Strategic Buyer**

**SEEKING:**

- IT Services (Preferably an MSP that utilizes Azure and/or AWS) with remote/hybrid workers, current or no sales team, and serves clients in multiple states
- EBITDA \$400k-\$2M+
- Revenue \$1M-\$10M+
- West Coast, Mountain West, or Central US-based, open to Continental US

**TRANSACTION SIZE: \$8M**

**COMPANY HIGHLIGHTS:**

- Individual buyer and former AWS sales professional seeking IT Services (MSP)

Click [HERE](#) for more information

## BX-141

**TYPE: Strategic Buyer**

**SEEKING:**

- Networking, Security, Telecom, Microsoft, Cisco, Legacy VoIP.
- EBITDA \$1M-\$3M+
- Revenue \$1M-\$20M+
- Preferably Southwest US (AZ, CO, NM, UT, NV)

**TRANSACTION SIZE: \$15M**

**COMPANY HIGHLIGHTS:**

- Private Investor With 15+ Years Of Industry Experience in IT Consulting
- Ideal target would have a diverse customer base and a strong team
- Open to MSP-centric or VAR-centric businesses
- Searcher is prior minority owner in fast-growing IT business with \$250M+ revenue
- Searcher desires to hold acquired business for 10+ years

Click [HERE](#) for more information

# Buyer Profiles

## BX-142

**TYPE: Strategic Buyer**

**SEEKING:**

- Oracle and MSP companies
- EBITDA \$1M-\$5M+
- Revenue \$1M-\$5M+
- East Coast US

**TRANSACTION SIZE: \$1M**

**COMPANY HIGHLIGHTS:**

- We are IT Solution providers, with our own ERP, Database, infrastructure (ON premises and cloud) implementation and support services.

Click [HERE](#) for more information

## BX-143

**TYPE: Search Fund**

**SEEKING:**

- MSSPs focused on cybersecurity; Compliance MSPs in Healthcare, Financial Services: General MSPs: SaaS – Retail, E-commerce; SaaS – Financial Services, Healthcare, Life Sciences, Logistics & Supply Chain
- EBITDA \$1M-\$3M, \$3M-\$6M
- Revenue \$1M-\$5M, \$5M-\$10M, \$10M-\$20M
- New England, Eastern US, Central US

**TRANSACTION SIZE: \$25M**

**COMPANY HIGHLIGHTS:**

- Founded in 2012 as a software development studio. History of working with SMBs providing technology implementation and consulting services. Backed by experienced investors, operators and advisors.

Click [HERE](#) for more information