

# DealsDirect

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

We're honored to share that [IT ExchangeNet](#) was 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>



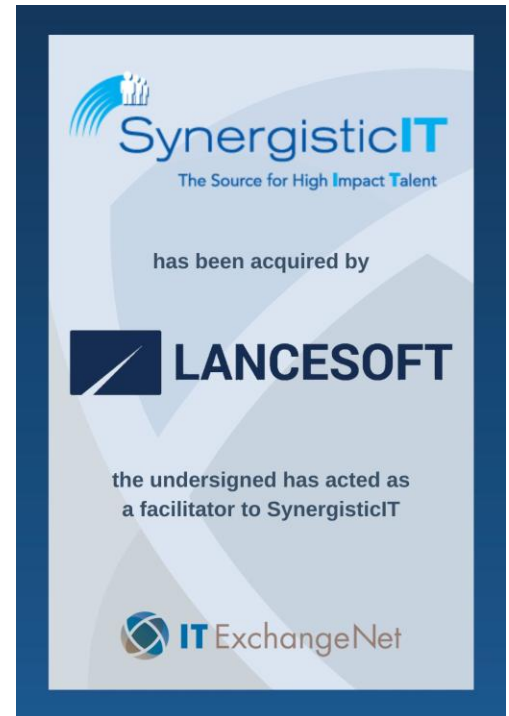
May 2026

# Deal Closing

## LanceSoft Acquires SynergisticIT

LanceSoft, a global leader in workforce solutions and technology staffing services, acquired Synergistic Systems, Inc. dba SynergisticIT, a specialized provider of IT and business operations talent solutions and Statement of Work (SOW) services.

**IT ExchangeNet served as the exclusive sell-side advisor** to SynergisticIT throughout the transaction running a highly targeted process. Carlos Pinzon, President of SynergisticIT shared “IT ExchangeNet helped us evaluate a wide range of strategic options and guided us toward a buyer that truly fits our culture and values. They have a disciplined process and a network of global buyers second to none.”



# 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	\$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	\$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.

## 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

**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.

# ENTERING THE MARKET

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EX-866



CARIBBEAN

# OF EMPLOYEES: 72

2026E REVENUE: \$14.2M

FOCUS: Microsoft Cloud Solutions Provider

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EX-863



WEST COAST

# OF EMPLOYEES: 14

2026E REVENUE: \$14.8M

FOCUS: Azure-led Cloud & AI Managed  
Services

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