

# EX-806

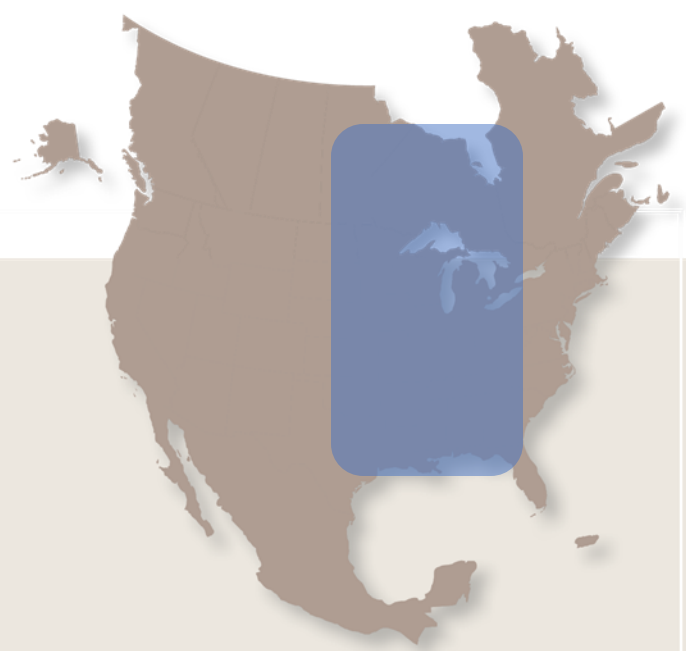
- Government-Focused Solution Provider with Clients Including Cabinet-level Agencies and Leading Government System Integrators and Prime Contractors
- Government GWACs, BPA's and Government Cooperative Purchasing Agreement
- Significant Growth Opportunities – Existing Customers and Contracts
- Recently Upgraded and Highly-Secure Infrastructure
- HUBZone and Small Business Certifications

The Company is a well-established provider of enterprise technology products and solutions. It offers professional, managed and other value-added services to clients, throughout the US, including both various Government departments and agencies and commercial organizations.

The Company has multiple government contracts, including BPAs and GWACS, and subcontractor relationships with a wide variety of service and solution providers. It has established and invested in a breadth of technology partnerships with the industry's leading hardware and software manufacturers and is able to offer customized solutions paired with exceptional support and service capabilities.

The Company has developed a NIST-compliant secure infrastructure to support its contract requirements. Its back-end systems and include industry leading applications ensuring unparalleled order and service deliverability. Quality processes are ISO 9001:2015 certified.

The Company seeks a buyer that would maintain its Small Business (less than 150 employees) and HUBZone designations.



**HEADQUARTERS**  
Midwest\*

**# OF EMPLOYEES**  
**20**

Accounting/Finance	2	<div style="width: 10%;"></div>
Administrative	4	<div style="width: 20%;"></div>
Management	3	<div style="width: 15%;"></div>
Professional Services	1	<div style="width: 5%;"></div>
Sales & Marketing	5	<div style="width: 25%;"></div>
Service Delivery	3	<div style="width: 15%;"></div>

\*The Company's professionals service customers throughout the U.S.



## PRODUCTS AND SERVICES

### Enterprise Solutions

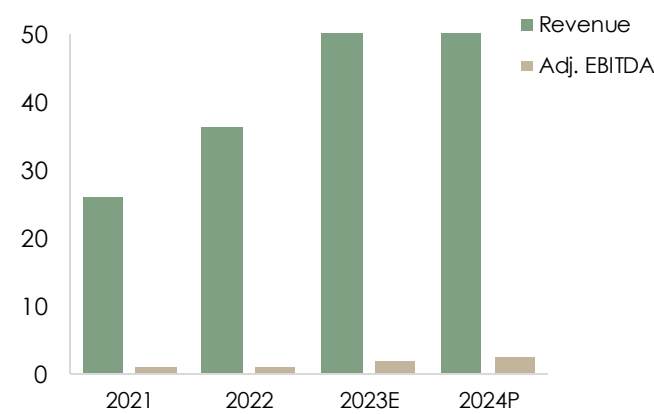
- Security / Compliance
- Networking / Wireless
- Integrated Communications
- Enterprise Applications

### IT & IT-Enabled Outsourced Services

- IT Consulting
- Infrastructure Design / Implementation
- Staff Augmentation
- System Integration



## FINANCIALS 2021-2024P



Description (\$M)	2021	2022	2023E	2024P
Revenue	\$26.1	\$36.4	\$51.0	\$64.9
Gross Profit	\$3.1	\$3.2	\$3.9	\$6.2
Adj. EBITDA	\$900K	\$1.1	\$1.7	\$2.3

### REVENUE MIX (% OF REVENUE)

Hardware	54%	<div style="width: 54%;"></div>
Software	40%	<div style="width: 40%;"></div>
Services	6%	<div style="width: 6%;"></div>

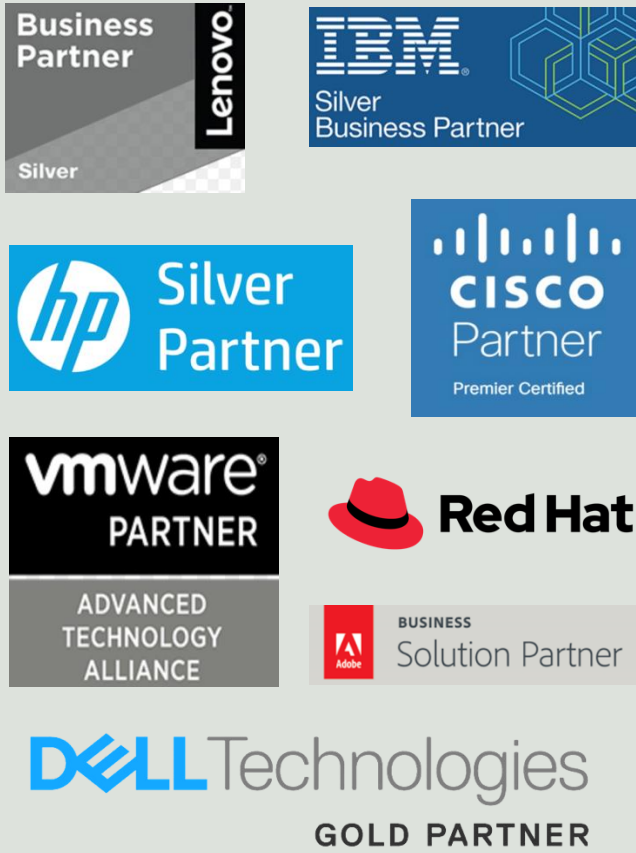
### RECURRING REVENUE (\$M)

2021	\$12.8	<div style="width: 49%;"></div>
2022	\$12.9	<div style="width: 49%;"></div>
2023E	\$15.5	<div style="width: 59%;"></div>
2024P	\$16.9	<div style="width: 64%;"></div>

## INVESTMENT CONSIDERATIONS

- Wide Capabilities:** The Company offers a breadth of product and service offerings with a robust supply chain thanks to well-established relationships with leading technology manufacturers and solution providers. This is made possible by investment in OEM certifications, training, and vendor management, significant credit lines with global IT distribution organizations and OEMs.
- Government Experience:** The Company has substantial government contracting experience and the systems and processes to support accurate order and service delivery/project management, reporting and compliance. This is manifest in multiple government contracts—single-award, GWACS and yearly renewals. Significant growth potential with existing contracts, high probability of renewals and new awards.
- Mission-Critical Partner and Growth Potential:** The Company has more than 125 customers, including federal government, SLED and government prime contractors and commercial. Past performance with multiple government agencies including cloud solutions, security solutions, infrastructure design and management, application support and management and supply chain solutions.
- Strategic Vendors:** Along with the industry-leading IT providers, the Company has strategic partnerships with emerging and niche technology solution providers in the areas of work management platforms, automation, and high-end computing.
- Cost-Saving Opportunities:** The Company has identified multiple opportunities for additional cost-savings if combined with existing solution provider infrastructure with no compromise to financial performance.

### CHANNEL PARTNERS



## Growth Opportunity

The Company was recently awarded a government contract valued at up to \$1B (USD) and would maximize its potential by prospecting and delivering on individual revenue opportunities in the contract with a strategic business partner/buyer through the sale of the business. The Company has multiple contracts with high growth potential based on expanding its sales team.

### NEXT STEPS

To learn more about company EX-806 please sign the linked NDA and return to the ITX team. Our team will follow up with a mutually executed NDA and make an introduction to the company's CEO.

[Start NDA Now](#)

[Contact Us](#)

[Asset Listing](#)