

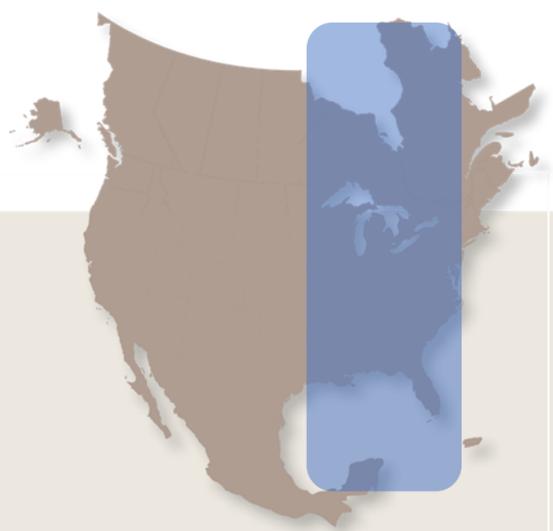
EX-833

FOUNDED 1977

- Projected 2024 Revenue: \$12M
- Projected 2024 ARR: \$3.0M
- Minority Owned
- Traditional VAR pivoting to Professional and Managed Services, and Cloud Solutions
- Loyal legacy staff in place for new ownership
- Reputable brand with customer base of 10k+

The Company is a 46-year-old established leader in designing, delivering, and managing mission-critical technology solutions for a diverse client base across the United States and Canada. Boasting more than 45 years of industry experience, they have a proven track record of accelerating growth, optimizing data center operations, enhancing data security, and maximizing profitability for their clients.

- **Evolving Service Model:** The Company is building upon their history and vast customer base product to grow renewals and deeper professional services engagements.
- **Strong Brand Recognition:** The Company has a well-established reputation within the industry, fostering trust and confidence with clients.
- **Proven Track Record:** The Company demonstrates a consistent ability to deliver impactful results.
- **Focus on Client Success:** Four decades with nearly all leading technology brands.
- **Deep Expertise:** Their team of specialists delivers customized solutions across Cloud, Disaster Recovery, Infrastructure, Storage, and Managed Services.



HEADQUARTERS
EASTERN CANADA



OF EMPLOYEES

20

Sales & Marketing	8	
Management	4	
Professional Services	3	
Accounting	2	
Managed Services	1	
Service Delivery	1	

* Company trademarked "Elastic Bench" as it builds largest certified GIG bench in North America. Designed to be a lean and profitable organization in providing immediate technical resources to clients.



PRODUCTS AND SERVICES

Design, Build and Manage Solutions

- Disaster Recovery
- Modern Infrastructure Solutions
- Unified Backup Protection
- Comprehensive Data Storage

Professional Services

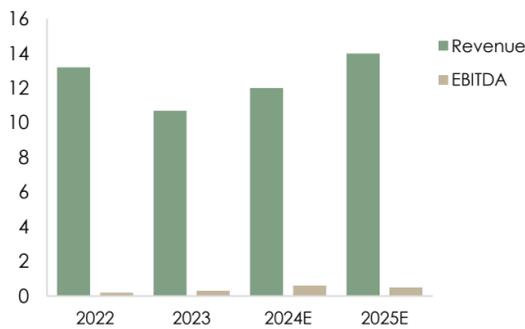
New Strategy: transition to upselling and cross-selling Professional Services

Managed Services Hosting

- Agnostic Cloud Solution
- Cloud Services Provider
- Cloud Engagement



FINANCIALS 2022-2025E



Description (\$M)	2022	2023	2024E	2025E
Revenue	\$13.2	\$10.7	\$12.0	\$14.0
Gross Profit	\$2.4	\$2.3	\$2.5	\$3.0
Adj. EBITDA	\$0.2	\$0.3	\$0.6	\$0.5

* Company's pipeline of revenue presents long-term accretive value to buyer.

% BY REVENUE TYPE (2024E)

Hardware Sales	35%	
Software Sales	35%	
Services	20%	
Managed Services	5%	
Other	5%	

VALUE PROPOSITION

The Company offers an as-a-service (aaS) approach to IT infrastructure. This helps clients shift from a CapEx model to an OpEx model.

INVESTMENT CONSIDERATIONS

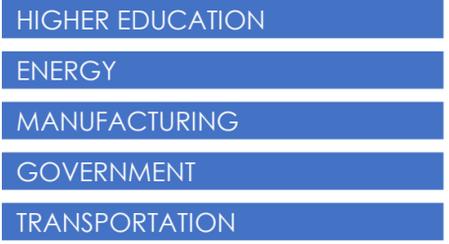
1. Long-standing Trusted Legacy of Providing Critical Technology Services
2. Well-established Customer and Vendor Relationships with Global Industry Leaders
3. Attractive Platform to Drive Organic and Inorganic Growth Opportunities
4. Compelling Financial Performance and Profile from Multi-Year Business Transformation
5. Seasoned Management Team with Expert Product, Engineering and Industry Knowledge

CHANNEL PARTNERS



* Company has experience with most leading technology partners during its 46-year history.

END USER VERTICALS



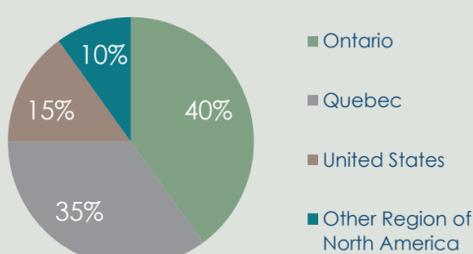
* Experience with nearly all industry verticals.

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 3,000
LEGACY: 10,000+
(Opportunity to cross-sell)



LOCATION:



CUSTOMERS BY REVENUE

TOP 10

Company #1	14%	
Company #2	8%	
Company #3	6%	
Company #4	6%	
Company #5	3%	
Company #6	2%	
Company #7	2%	
Company #8	2%	
Company #9	2%	
Company #10	2%	

Total
47%

Note: Top 10 customers account for 47% of FY22 sales, with no customer accounting for more than 15% of total sales.

NEXT STEPS

To learn more about company EX-833 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](#)

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[Asset Listing](#)

IT ExchangeNet