

EX-836

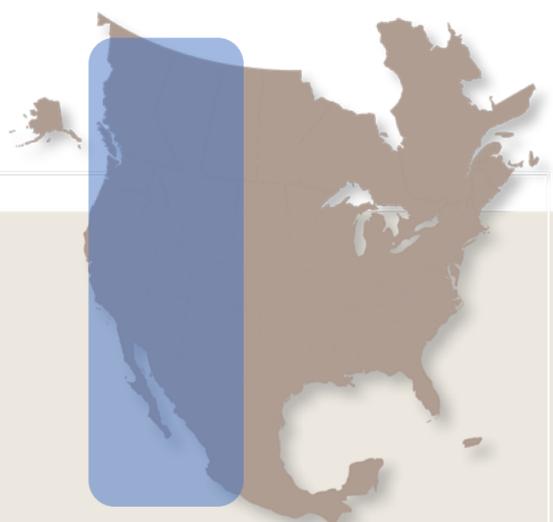
FOUNDED 15+ YEARS AGO

Headquartered on the West Coast, the Company is an MSP focusing on the enterprise, mid-market, and SMB sectors in multiple verticals such as Biotech, Healthcare, Pharma and FinTech. An MSP 501 recipient, the Company has served more than 350 customers and projects 2024 revenue of \$7M with adjusted EBITDA of \$790k.

With 21 FTEs, this MSP offers a comprehensive suite of services, encompassing Managed Services, Managed Security Services, cutting-edge technology solutions, compliance, and tailored professional services. The management team today leverages the power of artificial intelligence, automation, and DevOps practices to deliver efficient, scalable, and secure solutions tailored to each client's unique needs.

Additionally, the Company offers leading edge Cloud Solutions to address the long runway of digital transformation backed by superior engineering talent who are experts in Data Center, Unified Communications, IT Consulting and Network/Wi-Fi services.

The Company is seeking a financial partner to augment its security portfolio and fuel its growth strategy of national expansion.



HEADQUARTERS

West Coast



OF EMPLOYEES

21

Accounting/Finance	1	<div style="width: 5%;"></div>
Managed Services	8	<div style="width: 38%;"></div>
Management	4	<div style="width: 19%;"></div>
Professional Svcs.	4	<div style="width: 19%;"></div>
Sales & Mktg.	3	<div style="width: 14%;"></div>
Software Dev.	1	<div style="width: 5%;"></div>



PRODUCTS AND SERVICES

Product/Services

- Managed Services
- Managed Security Services
- Data Center & Cloud
- Networking
- Collaboration

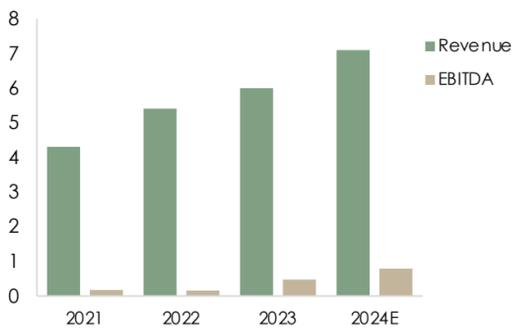
Secondary Services

- Value-added reseller of networking, server and collaborations of hardware and software
- Unified Communications
- Compliance
- JumpCloud



FINANCIALS

2021-2024E



Description (\$M)	2021	2022	2023	2024E
Revenue	\$4.3	\$5.4	\$6.0	\$7.1
Gross Profit	\$1.6	\$1.9	\$2.2	\$2.5
Adj. EBITDA	\$175k	\$161k	\$472k	\$789k

% BY REVENUE TYPE (2024E)

Managed Services	28%	<div style="width: 28%;"></div>
Mgd. Prod. & Sub. Product	27%	<div style="width: 27%;"></div>
Prof. & Tech. Svcs.	23%	<div style="width: 23%;"></div>
Other	2%	<div style="width: 2%;"></div>

RECURRING REVENUE

2021	\$2.00	<div style="width: 28%;"></div>
2022	\$2.30	<div style="width: 43%;"></div>
2023	\$2.70	<div style="width: 45%;"></div>
2024E	\$4.20	<div style="width: 59%;"></div>

INVESTMENT CONSIDERATIONS

- Committed Leadership:** The leadership team is focused on exponential growth and boasts a proven track record of successful business model pivots, having transitioned from a VAR model to an award-winning MSP. Additionally, in 2022, they successfully integrated the acquisition of an MSP outside their existing geographic footprint, demonstrating the ability to effectively scale and manage acquisitions. This experience positions them to replicate future growth by acquisition.
- People First:** The Company built a strong foundation with a deep team of talented engineers. This pool of expertise allows them to deliver exceptional service to clients and ensures they have the capacity to scale operations efficiently as they expand into new markets.
- Client Base Poised for Growth:** The Company's focus on high-value services has fostered a loyal client base across various verticals in existing locations. This diversification mitigates risk and positions the business for multiple recurring revenue streams. Additionally, all clients under managed services contracts sign a 12/24/or 36-month contract with a termination fee equal to the remaining payable due on each contract.
- Inorganic Expansion:** The leadership team is not only seasoned, but also enthusiastic about supporting further acquisitions in new geographies. This MSP has a cost structure specifically designed to accommodate growth, allowing them to integrate new targets profitably.
- Forward-Thinking:** This MSP is committed to continuous improvement and has made significant investments in sales and rebranding efforts in 2024. Additionally, they've adopted DevOps practices and are actively implementing automation initiatives to streamline operations and maximize efficiency. This culture of innovation ensures they remain agile and competitive.

CHANNEL PARTNERS



END USER VERTICALS

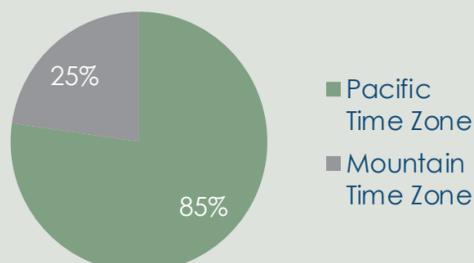


CUSTOMERS BY THE NUMBERS

CUSTOMERS: 222

2024 ARR: 60%

BY LOCATION



CUSTOMERS BY REVENUE

TOP 10

Company #1	13%	<div style="width: 13%;"></div>
Company #2	7%	<div style="width: 7%;"></div>
Company #3	7%	<div style="width: 7%;"></div>
Company #4	6%	<div style="width: 6%;"></div>
Company #5	4%	<div style="width: 4%;"></div>
Company #6	3%	<div style="width: 3%;"></div>
Company #7	3%	<div style="width: 3%;"></div>
Company #8	2%	<div style="width: 2%;"></div>
Company #9	2%	<div style="width: 2%;"></div>
Company #10	2%	<div style="width: 2%;"></div>

Total
55%

NEXT STEPS

To learn more about company EX-836 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.

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[Asset Listing](#)

