

EX-843

FOUNDED 20+ YEARS AGO

- Nationwide server-based MSP with the ability to support clients' expanding business & technical needs
- Mid-market ERP consultancy with emerging AI practice
- Consistently growing MRR at 33% of revenue
- Highly skilled, top-tier staff

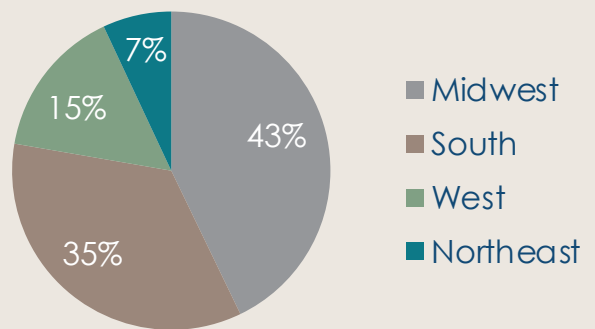
Company is a rapidly growing (\$5M 2022, \$9M 2023, \$9.2M 2024 estimated) Cloud Managed and Professional Services organization. The Company has a unique focus on complex server-based cloud migrations for mid-market businesses, combining functional ERP support on multiple platforms with high-retention cloud hosting, private cloud deployment and server/desktop support.

Senior ERP consultants on staff handle complex implementations as well as functional business process improvements including a new process automation and AI practice. The average MRR / MSP engagement lasts 3-5 years with a net income of approximately \$10,000 per month.

The company has a nationwide client base and 24x7 support desk. It has transformed its business to prioritize MRR—in 2023, MRR accounted for 1/3 of its revenue.

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 156
RETENTION: 90+%
BY LOCATION:



HEADQUARTERS

Western US



OF EMPLOYEES

32

Accounting/Finance	2
Administration	4
Sales & Marketing	3
Professional Services	10
Management	6
Managed Services	7

Note: Company has network of approximately 75 qualified contractors with specific skillsets who are available and leveraged as needed.



PRODUCTS AND SERVICES

Managed IT Solutions

- Backup & Disaster Recovery Solutions
- Cybersecurity, Endpoint and Network Security Solutions
- Security Audit & Network Assessments
- Server & Desktop Support
- Mobile Workforce Support
- Virtual Desktop & Mobile Support

ERP & Hosting Solutions

- Cloud Hosting - IaaS + PaaS
- ERP Managed Hosting
- Hybrid Cloud Integration & Administration
- Website Hosting & Integration
- Multiple ERP Platforms Supported

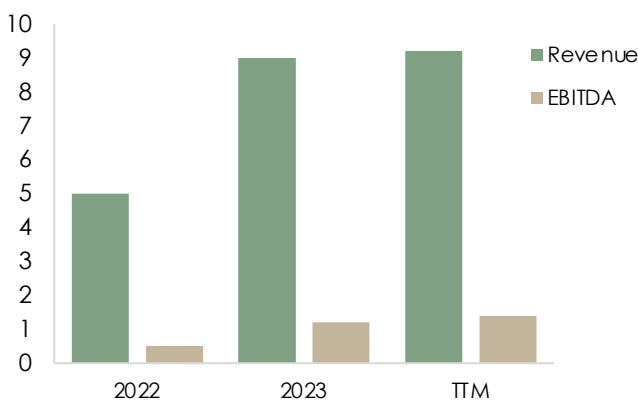
Business Consulting

- ERP Implementations
- Epicor ERP & P21 Consulting
- ERP Custom Solutions
- Process Automation and AI
- Project Management
- Cloud Consulting Services



FINANCIALS

2022, 2023, TTM



Description (\$M)	2022	2023	TTM
Revenue	\$5.0	\$9.0	\$9.8
Gross Profit	\$1.6	\$2.82	\$2.83
Adj. EBITDA	\$0.5	\$1.21	\$1.4

PERCENTAGE BY REVENUE TYPE (TTM)

Managed Services	40%
Professional Services	60%

RECURRING REVENUE (\$M)

2022	\$1.50
2023	\$2.31
TTM	\$3.06

INVESTMENT CONSIDERATIONS

- Cloud Server Specialists:** Company is a server-focused managed and professional services organization with nationwide ERP solution delivery capabilities, differentiating itself through complex technical projects and full client business and technical support.
- Strong Relationships:** Company is among the strongest independent ERP service providers in the marketplace and has unique experience with key vendors including Epicor, Syspro, Sage and Microsoft. Solid Employee culture resulting in under five percent turnover.
- Consistent MRR and Top-Line Growth:** Company is rapidly increasing its MRR, which today represents 33% of revenue and is targeted to hit 50% by 2025. Strong balance sheet with consistent growth in revenue & profit in 2023, 2024 and excellent projections into 2025.
- Exceptional Security, Process Automation and AI Investment and Offerings:** Company has built an exceptional client offerings for customer facing delivery. Significant investment over the past several years is yielding results.

VENDORS AND PARTNERS



END USER VERTICALS



CUSTOMERS BY REVENUE

TOP 10

Company #1	23.68%
Company #2	8.76%
Company #3	8.14%
Company #4	7.71%
Company #5	6.92%
Company #6	5.23%
Company #7	3.14%
Company #8	2.21%
Company #9	2.09%
Company #10	2.04%

Total **70%**

Note: Company typically has one to two key PS customers whose complex integrations result in disproportionate overall spending until their project concludes and they are replaced by a new customer. MRR customers remain in place at 95% plus retention.

NEXT STEPS

To learn more about company EX-843 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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