

# EX-844

FOUNDED 30+ YEARS AGO

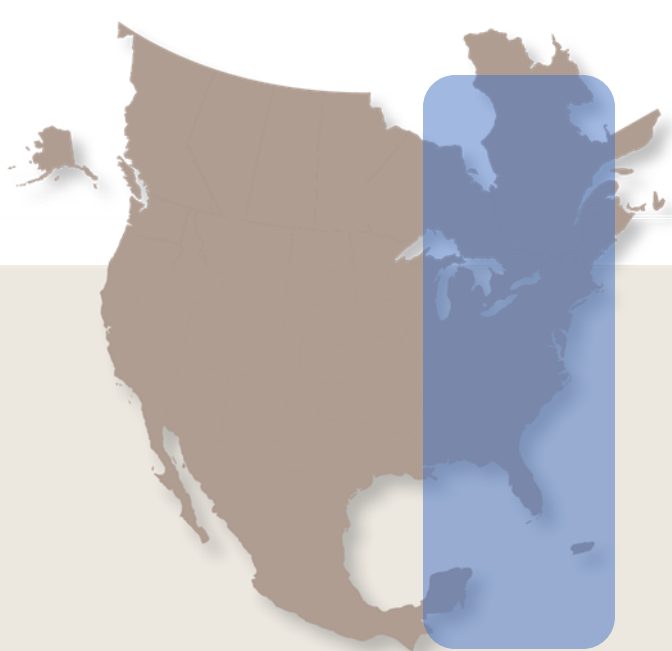
- 2024 Revenue: \$5.5M (projected)
- 2024 ARR: \$1.27M (projected)
- 95% Retention

The Company is a seasoned IT services and consulting firm headquartered on the East Coast. Established in 1988, the Company has a proven track record of delivering high-quality solutions to a diverse client base. With a focus on cybersecurity, network and server management, and managed services, the Company has positioned itself as a trusted partner for businesses seeking reliable IT support.

The Company's strong reputation is built on a foundation of exceptional customer service and technical expertise. The Company offers a comprehensive suite of services, including advanced cybersecurity solutions, SOC and SIEM implementation, cloud services, and more.

With seven FTEs, the Company serves a variety of industry verticals, including manufacturing, education, retail, legal, finance, and wholesale distribution.

With certifications such as HPE Silver, Lenovo Gold, Cisco Select, and VMware Enterprise Advantage, the Company presents a compelling opportunity for investors and buyers seeking to enter or expand their position in the IT services market.



HEADQUARTERS

East Coast



# OF EMPLOYEES

8

Administrative	1	<div style="width: 12.5%;"></div>
Management	3	<div style="width: 37.5%;"></div>
Managed Services	4	<div style="width: 50%;"></div>



## PRODUCTS AND SERVICES

### Managed IT Solutions

- IT Help Desk Support
- Network & Server Management
- Cloud Services

### Cyber Security Solutions

- Endpoint & Backup Disaster Recovery
- SOC & SIEM
- Content Filtering Solutions
- Vulnerability & Penetration Testing
- Security Awareness Training

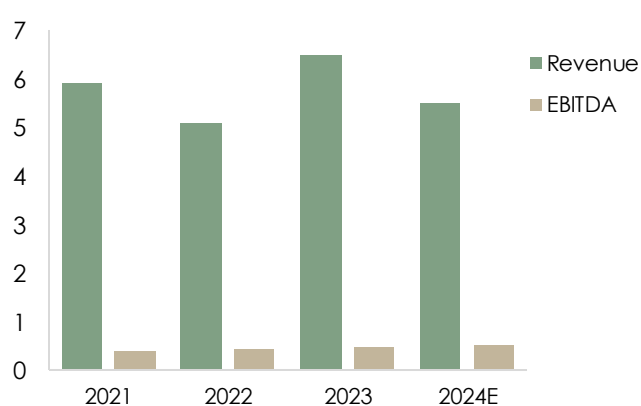
### Hardware/Software Licensing

- MSFT O365, VMware
- Infrastructure, PC/Laptops
- Servers
- Software Licensing



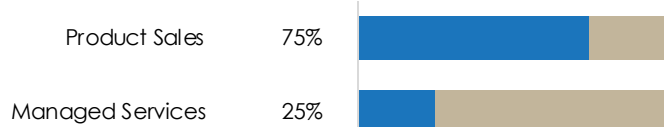
FINANCIALS

## 2021-2024E

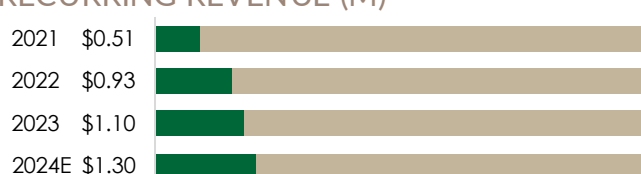


Description (\$M)	2021	2022	2023	2024E
Revenue	\$5.9	\$5.1	\$6.5	\$5.5
Gross Margin	\$1.0	\$1.1	\$1.1	\$1.3
Adj. EBITDA	\$372K	\$436K	\$451K	\$520K

### % BY REVENUE TYPE (2024E)



### RECURRING REVENUE (M)



## INVESTMENT CONSIDERATIONS

- Strong Market Position and Reputation:** The Company is a well-established IT services firm with a proven track record of delivering high-quality solutions and best-in-class Managed Services.
- Diverse Service Offerings:** The Company offers a comprehensive suite of IT services, including cybersecurity, network and server management, managed services, and more. ARR categories include: SaaS, IaaS, HaaS, PaaS and license renewals.
- Proven Track Record and Growth Potential:** Founded in 1988, the Company has a long-standing history of success. With a proven track record of delivering value to its clients and achieving consistent growth, the Company is well-positioned to capitalize on the continued growth of the IT services market.
- Experienced Management Team and Employee Retention:** The Company is led by a team of experienced professionals with a deep understanding of the IT industry. Additionally, many key employees have been with the company for over 25 years, providing a wealth of knowledge and expertise. The Company's high rate of customer retention is a testament to the exceptional "White Glove" services it provides.
- Financial Stability and Scalability:** The Company has a history of financial health and has demonstrated a nimble business model allowing it to pivot and adapt to changing market conditions. With a proven turnkey operation and a growing monthly recurring revenue model, the company presents a scalable opportunity for investors seeking to enter or expand their position in the MSP market.

### VENDORS & PARTNERS



### END USER VERTICALS



### CUSTOMERS BY THE NUMBERS

CUSTOMERS: 25

RETENTION: 95%

BY LOCATION: 100% Northeast



### CUSTOMERS BY REVENUE

## TOP 10

Company #1	34%	<div style="width: 34%;"></div>
Company #2	24%	<div style="width: 24%;"></div>
Company #3	11%	<div style="width: 11%;"></div>
Company #4	10%	<div style="width: 10%;"></div>
Company #5	7%	<div style="width: 7%;"></div>
Company #6	5%	<div style="width: 5%;"></div>
Company #7	2%	<div style="width: 2%;"></div>
Company #8	2%	<div style="width: 2%;"></div>
Company #9	1%	<div style="width: 1%;"></div>
Company #10	1%	<div style="width: 1%;"></div>

Total  
97%

"The Company focuses on IT services, cyber security, network and server management, and managed services."

### NEXT STEPS

To learn more about company EX-844 please sign the linked NDA and return to the IT ExchangeNet 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](#)

