

EX-845

FOUNDED 4+ DECADES AGO

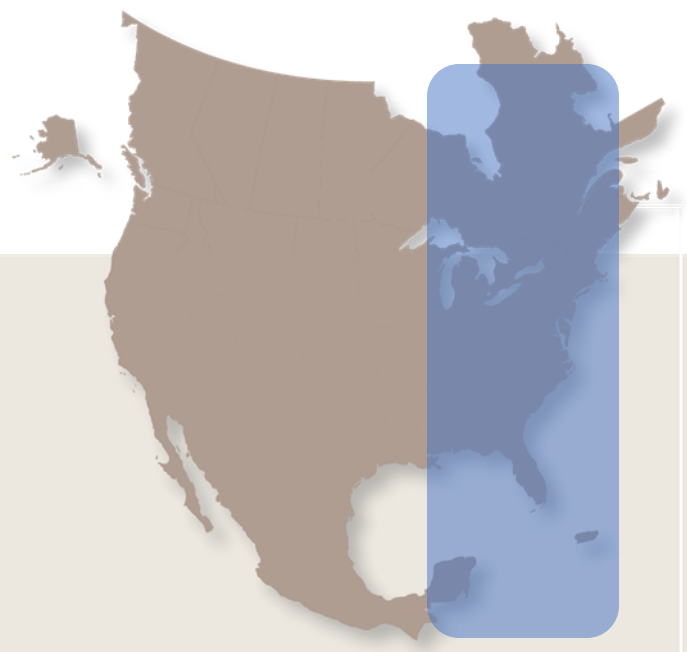
- 2024 Revenue: \$140M (projected)
- Recurring Revenue: 30%+
- 689 customers in 49 States (US)

The Company is a well-established enterprise technology value-added reseller (VAR) with over 40 years of experience. It specializes in providing solutions from industry-leading Original Equipment Manufacturers (OEMs) to clients across various government sectors, including Federal Agencies, SLED (State and Local Education), and federally focused large system integrators.

The Company leverages its experience and Government-wide Acquisition Contracts (GWACs) to secure business with government agencies. Additionally, it holds blanket purchasing agreements (BPAs) with the government and enterprise purchasing agreements with multiple systems integrators, solidifying their position within the government IT supply chain.

The Company architects and implements customized IT solutions that maximize existing infrastructure and avoid unnecessary technological upgrades.

With a proven track record of serving nearly 700 clients across various government sectors, the Company presents a compelling opportunity for investors and buyers seeking to enter or expand their presence in the government IT solutions market.



HEADQUARTERS

East Coast



OF EMPLOYEES

38

Accounting/Finance	3	<div style="width: 3%;"></div>
Management	7	<div style="width: 7%;"></div>
Professional Svcs.	2	<div style="width: 2%;"></div>
Sales & Marketing	26	<div style="width: 26%;"></div>

Note: 1 employee is a contractor



PRODUCTS AND SERVICES

IT Supply-Chain Services

- Product Fulfillment
- Bundling/Configurations
- Logistics
- Custom Pricing Catalogs
- Supply Chain Risk Mgmt.

Engineering Solutions

- Software Based Design Solution

Cloud Services

- Cloud Solutions for Government
- DevOps
- Data Storage & Migration
- Mass Notification Systems

UAS Solutions (Growth Market)

- Blue UAS Cleared
- Multiple Payloads

Enterprise Solutions

- Data Center & Storage
- Hyper-converged Infrastructure
- Virtualization & Networking

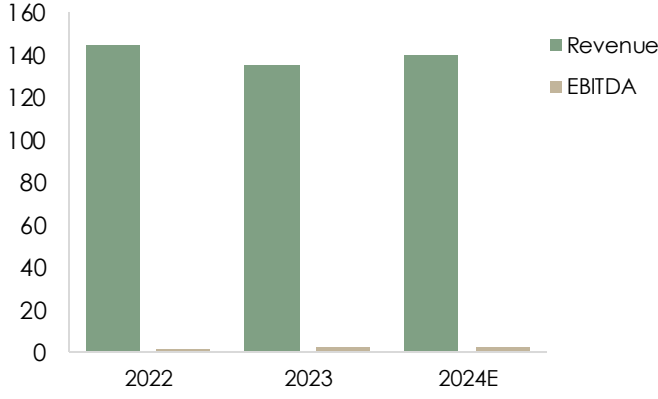
Professional Services

- Software Renewal Mgmt.
- Server Installation Maintenance



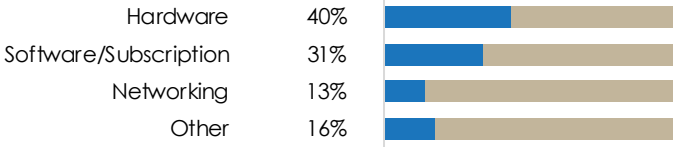
FINANCIALS

2022-2024E



Description (\$M)	2022	2023	2024E
Revenue	\$144.4	\$135.1	\$124
Gross Margin	\$9.8	\$10.2	\$10.5
Adj. EBITDA	\$1.6	\$2.4	\$2.0

% BY REVENUE TYPE (2024E)



RECURRING REVENUE



INVESTMENT CONSIDERATIONS

- 1. Comprehensive Capabilities and Strong Market Position:** As a well-established VAR with a proven track record, The Company offers a wide range of products and services, backed by a robust supply chain and strong partnerships with leading technology manufacturers and solution providers. Their investment in OEM certifications, training, and vendor management, combined with significant credit lines, ensures a reliable and efficient operation.
- 2. Government Expertise:** The Company's extensive experience in government contracting, coupled with their established systems and processes for accurate order and delivery, reporting, and compliance, demonstrates their ability to navigate the complex government procurement landscape. Their existing government contracts offer significant growth potential, with high probability of renewals and new awards.
- 3. Strategic Partnerships and Emerging Technologies:** The Company's strategic partnerships with industry-leading IT providers and emerging technology solution providers, particularly in the areas of unmanned aircraft systems and payloads, position them at the forefront of technological innovation.
- 4. Cost-Saving Opportunities and Efficiency:** The Company's proactive approach to identifying cost-saving opportunities, leveraging artificial intelligence for various processes while maintaining a secure environment, demonstrates their commitment to operational efficiency and profitability.
- 5. Scalability and Platform Readiness:** The Company's strategic investments in infrastructure and procedures have positioned them as a platform company, ready to scale for future growth through both organic expansion and acquisitions. This flexibility and adaptability make them a compelling investment opportunity.

VENDORS & PARTNERS

Dell Technologies

Hewlett Packard Enterprise

Adobe Business Solution Partner

CISCO

Panasonic

Microsoft

END USER VERTICALS

FEDERAL AGENCIES

GOVERNMENT FOCUSED SYSTEM INTEGRATORS

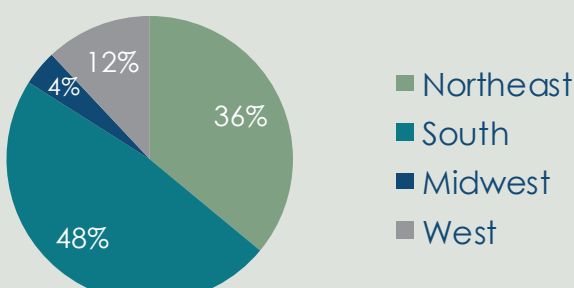
SLED

CUSTOMERS BY THE NUMBERS

CUSTOMERS: 689

RETENTION: 98%

BY LOCATION



CUSTOMERS BY REVENUE

TOP 10

Company #	Revenue %
Company #1	10.03%
Company #2	4.58%
Company #3	4.34%
Company #4	4.12%
Company #5	3.97%
Company #6	3.35%
Company #7	2.76%
Company #8	2.08%
Company #9	2.01%
Company #10	1.88%

Total

39.12%

NEXT STEPS

To learn more about company EX-845 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