

# EX-847

FOUNDED 15+ YEARS AGO

- Premier Technology Solutions Provider
- 95% Cloud Retention Rate
- Revenue Renewal Rate over 100%
- 20% Revenue Growth Expected in 2025
- 100% Multiyear Contracts

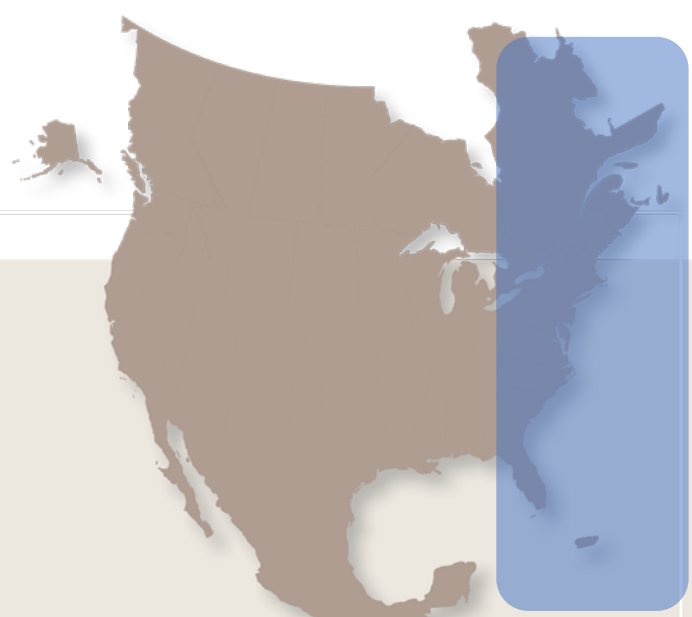
Established in 2008, the Company specializes in designing, implementing and maintaining converged collaboration solutions for small to mid-sized businesses across the U.S.

With an emphasis on VoIP powered UCaaS and cloud-based infrastructure, the business provides customizable, secure, resilient communication solutions distinguished by long-term contract engagements. The Company is your holistic communications and collaboration partner. Its standout services in networking facilitation/coordination, 5-9's uptime and advanced call recording offer innovative solutions that extend beyond the industry norms.

Positioned for scale and services growth, the Company seeks alliances to inject fresh energy into its operations and unlock new revenue. Its solid recurring revenue model, coupled with low churn and strategic contract management, makes it an attractive acquisition for entities aiming to bolster their communications capabilities with CCaaS managed services offers and/or expand its geographic presence.

Among the Company's strengths: strong financial performance, diverse client base (over 15,000 users), scalable business model, high customer retention and an experienced team.

The owner is open to remaining involved in strategic areas to ensure a seamless transition and sustained growth.



HEADQUARTERS

East Coast



# OF EMPLOYEES

12

Admin/Accounting	2	<div style="width: 16.6%;"></div>
Management	3	<div style="width: 25%;"></div>
Sales / Mkt	3	<div style="width: 25%;"></div>
Service Delivery	4	<div style="width: 33.3%;"></div>



## PRODUCTS AND SERVICES

### Primary Areas of Focus:

Proven cloud migration strategy for Traditional PBX/Key system offerings

Cloud Call Recording Library (general market with specific application for utility vertical)

Holistic implementation, training

Network assessment and infrastructure design to ensure voice and application (collab) quality

5-9's availability with state of art VoIP (Voice over Internet Protocol) solutions (UCaaS solutions)

Single point of accountability for networking (SIP etc.) and all collaboration services  
Turnkey installation including all cabling and small business networking delivery and setup

### Secondary Areas of Focus:

Wireless systems integration as part of a holistic collaboration solution

Flexibility to provide customized billing service to simplify the business for our customers

Modernize and transform traditional PBX Avaya offerings

Full team of Certified Project Management and Field Services staff to ensure uptime

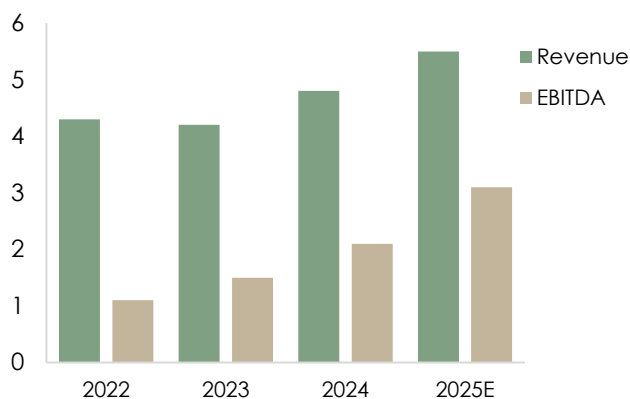
Managed services solutions for legacy client as we support them in preparation transition to clouds base solutions.

Service including proactive monitoring, remote support, managed IT and equipment solution



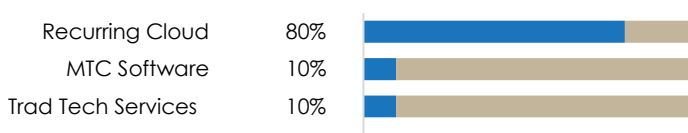
## FINANCIALS

# 2022-2025E



Description (\$M)	2022	2023	2024	2025E
Revenue	\$4.3M	\$4.2M	\$4.8M	\$5.5M
Gross Profit	\$2.6M	\$2.4M	\$2.8M	\$3.5M
Adj. EBITDA	\$1.1M	\$1.5M	\$2.1M	\$3.1M

### % BY REVENUE TYPE (2024)



### RECURRING REVENUE (M)



## INVESTMENT CONSIDERATIONS

**Overview:** Business has been transformed from prem-based solutions to cloud-based UCaaS solution provider with 95% ARR driven by 3-5-year contracts. 2025 organic growth expected at 20% and value creation opportunities (upside) such as portfolio expansion (CCaaS, Services attach (MS) and movement upmarket) are significant for the new owner.

- Innovation Technology Solutions:** Specializing in secure communications networks, offering VoIP Data Infrastructure, Unified Communications and more, setting the stage for CCaaS and complementary Services offers.
- Strong Financial Performance Projected:** 2025E projected revenue of \$5.5M with adjusted EBITDA of \$3.1M, indicating robust profitability fueled by 3-5-year ARR contracts. Upside to expectations can be achieved by net new client acquisition.
- Large and Loyal Customer Base:** Serving 2,000 clients nationwide with a 95% cloud retention rate, showcasing reliability and customer trust. The Company's revenue renewal rate is over 100% based on continued account expansion. This strong foundation provides a significant opportunity for account growth through value-added services and cross-selling initiatives.
- Significant Growth Opportunities:** Potential to expand into new revenue streams and markets with strategic management and marketing initiatives. The Company is well-positioned to capitalize on industry trends on top of projected 20% organic growth for the next twelve months. A significant vertical opportunity exists in the Utility/Energy sectors.
- Recurring Revenue Model:** 95% of revenue is recurring, providing predictable cash flow and stability for prospective buyers. This creates a stable base for significant value. Additionally, the Company's strong customer retention rate and long-term contracts further solidify its recurring revenue stream.

## CHANNEL PARTNERS



## END USER VERTICALS

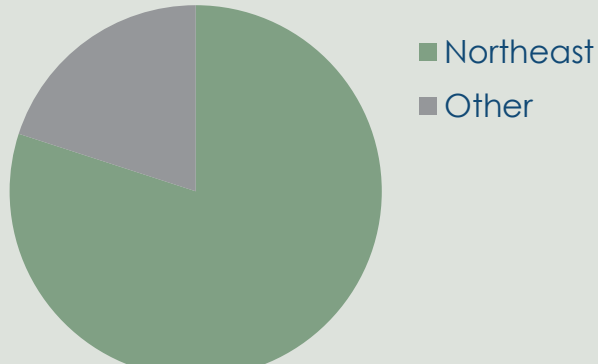


## CUSTOMERS BY THE NUMBERS

CUSTOMERS: 2000

RETENTION: 95%

### BY LOCATION:



## CUSTOMERS BY REVENUE

# TOP 10

Company #	Percentage
Company #1	35%
Company #2	2%
Company #3	1%
Company #4	1%
Company #5	1%
Company #6	1%
Company #7	1%
Company #8	1%
Company #9	1%
Company #10	1%

Total  
**45%**

NOTE: As of January 1, 2025, Customer #1 began start of a 3-year contract.

## NEXT STEPS

To learn more about company EX-847 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](#)

[Contact Us](#)

[Asset Listing](#)

