

# EX-861

FOUNDED 2002

The Company is a Canadian based enterprise learning and compliance technology provider that support training, certification, and credential management for organizations in regulated and professional sectors. It offers cloud-based learning platform with integrated workflow, reporting, analytics, and commerce capabilities that enable customers to deliver, administer and monetize education programs at scale.

The business primarily serves institutional and enterprise clients across government-related, healthcare-adjacent, membership-based, and professional development markets, where audit-ready records, progress tracking, and learner engagement are critical. Long-standing customer relationships are supported by multi-year agreements, embedded integrations, and operational dependencies that contribute to high retention and meaningful switching costs.

The platform functions as a core enablement infrastructure rather than a standalone learning tool, supporting expansion through additional modules, data-driven insights and ecosystem offerings.

The Company's key financial metrics show a predominantly recurring SaaS revenue base, a deliberate transition year in 2025, and a return to growth with expanding profitability projected in 2026.



HEADQUARTERS

Canadian Based



# OF EMPLOYEES

12\*



\* Note: 12 full-time employees and 5 subcontractors



## PRODUCTS AND SERVICES

### Primary Services

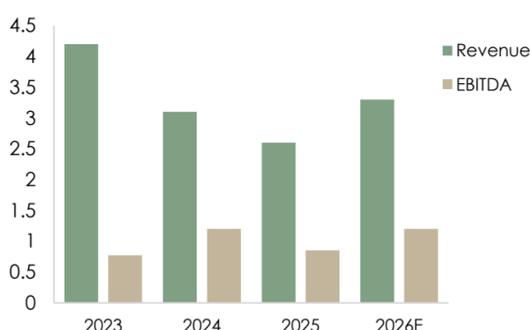
- Enterprise SaaS learning platform including hosting, support, compliance, certification, reporting and analytics for institutional and enterprise customers

### Secondary Services

- Implementation
- Configuration
- Integrations
- Content Migration
- Enterprise onboarding



## FINANCIALS 2023-2026E



Description (\$M)	2023	2024	2025	2026E
Revenue	\$4.2M	\$3.1M	\$2.6M	\$3.3M
Gross Profit*	\$3.4M	\$2.4M	\$2.0M	\$2.6M
Adj. EBITDA	\$773k	\$1.2M	\$854k	\$1.2M

NOTE: 2025 reflects a one-time integration and restructuring year associated with consolidation of legacy entities. 2026 represents normalized operations with restored growth and improved profitability

### RECURRING REVENUE (%)



## INVESTMENT CONSIDERATIONS

- High-Margin Recurring SaaS Platform:** Subscription-driven revenue with strong retention, long-term contracts, and high switching costs in regulated and credential-heavy environments. In addition, eCommerce can open a new source of revenue which is based on transactions.
- Vertically Embedded in Regulation-Driven Sectors:** Deep presence in government, healthcare, education and professional certification markets positions the platform as strategic infrastructure rather than a point solution.
- Multiple Growth Vectors:** Opportunities include new customer acquisition, upsell of modules (eCommerce, analytics, credentialing), marketplace monetization, and geographic expansion.
- Strategic Acquisition Fit** The Company is an attractive add-on for HR tech, compliance and credentialing platforms, enterprise SaaS suites, and consolidators seeking integrated learning, commerce and analytics.
- Scalable Operating Model:** A lean internal team, cloud infrastructure, and automation provide meaningful operating leverage as revenue scales, with recent platform consolidation improving gross margins and recurring mix.

## VENDORS AND PARTNERS



## VERTICALS

- EDUCATION & CREDENTIALING
- GOVERNMENT & PUBLIC SECTOR
- ASSOCIATIONS & PROF BODIES
- PROF TRAINING & CONT EDUCATION
- HEALTHCARE

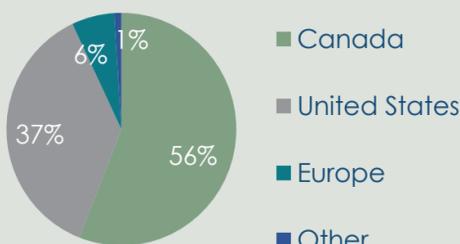
### CUSTOMERS BY THE NUMBERS

CUSTOMERS: 80+



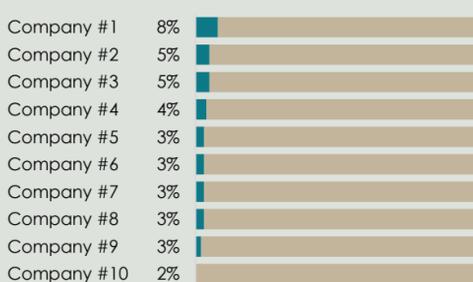
RETENTION: 85%

### BY LOCATION:



### CUSTOMERS BY REVENUE

TOP 10 = 39%



## NEXT STEPS

To learn more about company EX-861 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](#)

