

EX-863

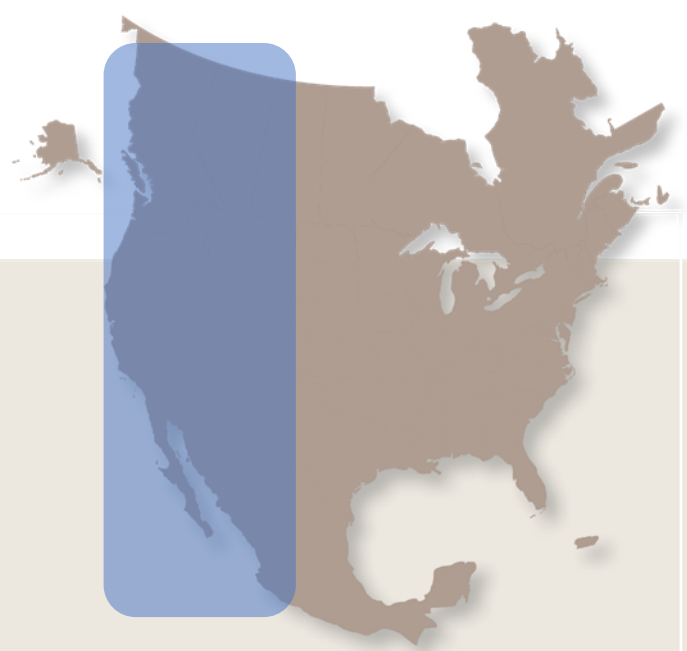
FOUNDED 2004

US-based, Microsoft-focused managed services provider serving midmarket and enterprise clients across North America from a West Coast hub. Operating in durable, high-demand markets with a strong recurring revenue model, the Company is positioned to deliver stable, scalable performance and long-term value under aligned ownership.

With 20+ years in the Microsoft ecosystem, the Company delivers Azure-led cloud and AI managed services, while supporting Dynamics 365 clients through CSP licensing and a broader partner ecosystem.

Positioned as a strategic partner across cloud migration and modernization, modern workplace transformation, cybersecurity and AI enablement, the business is supported by long-standing client relationships, strong Microsoft alignment and an experienced leadership team, including CSP (Cloud Solution Provider) capabilities that drive recurring revenue visibility.

The Company maintains a highly diversified customer base across key growth verticals. It is being divested as part of a strategic geographical realignment, creating a compelling opportunity to invest in and further develop a Microsoft-focused cloud managed services business with a clear strategic direction and meaningful long-term potential.



HEADQUARTERS

West Coast



OF EMPLOYEES

14*

Managed Services	8	<div style="width: 80%;"></div>
Account & Finance	3	<div style="width: 30%;"></div>
Sales / Mkt	2	<div style="width: 20%;"></div>
Management	1	<div style="width: 10%;"></div>
Contractors	2	<div style="width: 20%;"></div>

* NOTE: 14 full-time, 2 contractors



PRODUCTS AND SERVICES

Cloud Modernization (CMI)

- Cloud migration and modernization (Azure-focused)
- Managed services (infrastructure, modern workplace, cybersecurity)
- Data platforms and AI enablement (Azure OpenAI, Fabric) (developing capability)
- DevOps and cloud operations

Modern Datacenter (MDC)

- Hybrid and cloud hosting (Microsoft Dynamics legacy environments) including technical application management

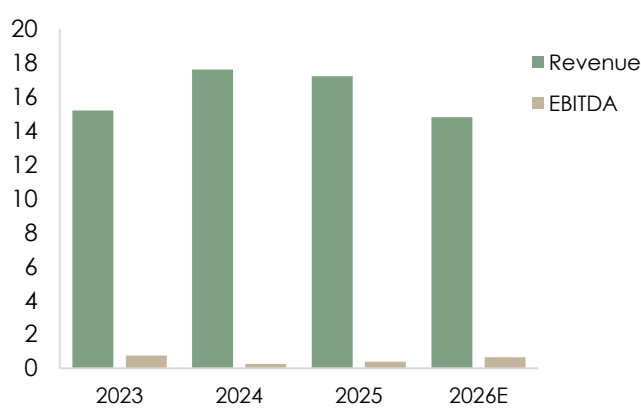
Agentic Business Applications (ABA)

- Dynamics 365 customer base (licensing and ecosystem support)
- AI-driven business solutions and copilots

Microsoft Cloud Solution Provider (CSP) – Direct (Tier-1) and Indirect Provider (Distributor), enabling end-to-end licensing, provisioning, and subscription lifecycle management



FINANCIALS 2023-2026E



USD	2023	2024	2025	2026E
Revenue	\$15.2M	\$17.6M	\$17.2M	\$14.8M
Gross Profit	\$5.7M	\$5.8M	\$5.4M	\$4.3M
Adj. EBITDA	\$754k	\$267k	\$382k	\$652k

% BY REVENUE TYPE (2025)

CMI	49%	<div style="width: 49%;"></div>
MDC	28%	<div style="width: 28%;"></div>
ABA	22%	<div style="width: 22%;"></div>

RECURRING REVENUE

2023	91%	<div style="width: 91%;"></div>
2024	91%	<div style="width: 91%;"></div>
2025	89%	<div style="width: 89%;"></div>
2026E	93%	<div style="width: 93%;"></div>

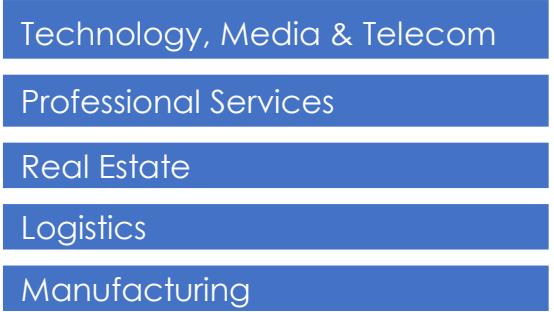
INVESTMENT CONSIDERATIONS

- 1. Standalone Operating Model & Leadership:** Standalone, Microsoft-focused cloud MSP with an established operating model, supported by an experienced and committed U.S.-based leadership team with a strong track record of delivery and growth.
- 2. High quality recurring revenue and customer durability:** High visibility, recurring revenue model driven by CSP licensing and managed services, supported by long-standing mid-market & enterprise customer relationships.
- 3. Deep Microsoft Ecosystem Alignment:** Deep alignment with the Microsoft ecosystem, including CSP capabilities, enabling access to a broad customer base and ongoing platform-driven growth.
- 4. Clear Growth & Optimization Upside:** Opportunity to drive growth through expansion of higher-value cloud and managed services and continued optimization of service mix.

CHANNEL PARTNERS



END USER VERTICALS

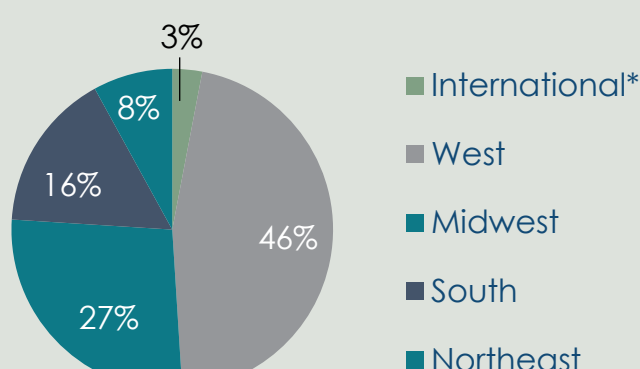


CUSTOMERS BY THE NUMBERS

CUSTOMERS: 109
RETENTION: 90%



BY LOCATION:



*International includes Canada, where the Company holds Microsoft CSP Direct (Tier-1) and Indirect Provider (Distributor) status.



CUSTOMERS BY REVENUE

TOP 10

Company #1	25%	<div style="width: 25%;"></div>
Company #2	8%	<div style="width: 8%;"></div>
Company #3	8%	<div style="width: 8%;"></div>
Company #4	8%	<div style="width: 8%;"></div>
Company #5	6%	<div style="width: 6%;"></div>
Company #6	4%	<div style="width: 4%;"></div>
Company #7	3%	<div style="width: 3%;"></div>
Company #8	3%	<div style="width: 3%;"></div>
Company #9	3%	<div style="width: 3%;"></div>
Company #10	2%	<div style="width: 2%;"></div>

Total 70%

Note: Customer #2 is planned to churn in 2026 due to the sale of the customer's business. The Company is mitigating the impact through cost reduction measures.

NEXT STEPS

To learn more about company EX-863 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](#)

