

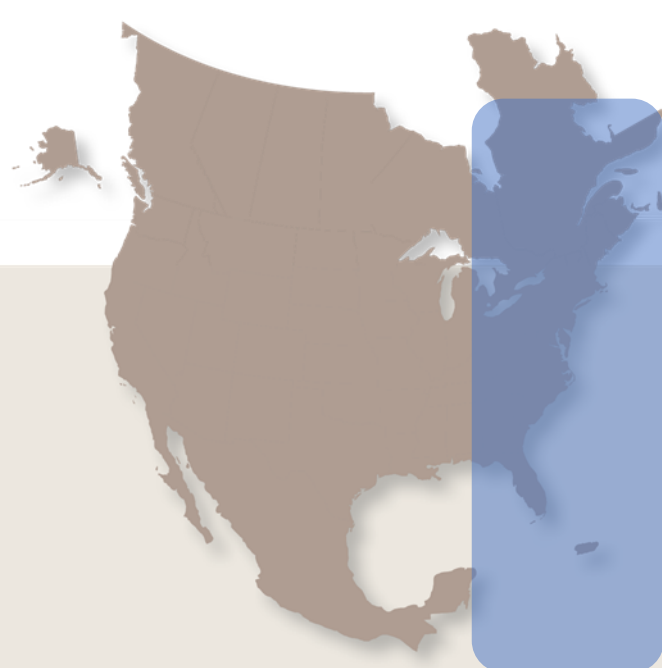
# EX-866

FOUNDED 1992

A profitable, high-margin Microsoft Cloud Solutions Provider at the intersection of managed security, cloud operations, and AI transformation — built on a long-standing, high-retention base of recurring managed services revenue across enterprise and government customers in the Caribbean. With full Microsoft Co-sell alignment and a differentiated partner-first delivery model.

With more than three decades of regional presence in the Caribbean, the firm holds active Microsoft Solutions Partner Designations across Security, Data & AI, and Infrastructure, with specializations in Cloud Security, Threat Protection already earned and the specialization in AI Apps on Azure underway. The firm also maintains an active and close Co-sell relationship with Microsoft, a rare distinction that positions the business as a preferred Microsoft go-to-market partner in the region. Backed by an elite leadership team and long-standing client relationships that yield exceptionally low churn, the business operates a long-standing, proven LATAM nearshore model, maintaining strong customer retention while driving superior EBITDA growth and high operating margins without overhead creep.

The result is a strong, profitable, and growing Managed Services core with the cost advantage of a proven nearshore delivery engine, and the talent, operating model, and Microsoft alignment to drive the AI transformation wave at scale.



HEADQUARTERS  
Caribbean



# OF PROFESSIONALS  
72

Service Management	52	<div style="width: 72%;"></div>
Architecture & Innovation	6	<div style="width: 8%;"></div>
Leadership + Assistant	6	<div style="width: 8%;"></div>
Finance, HR & Admin	5	<div style="width: 7%;"></div>
Sales & Marketing	3	<div style="width: 4%;"></div>



## PRODUCTS AND SERVICES

### Core Managed Services\*

- **24/7 Managed Security Operations:** threat detection, investigation, and response across endpoint, identity, SIEM/XDR, and cloud workload security. SOC 2 Type II certified. (Sentinel, Defender XDR, Entra, Defender for Cloud)
- **Managed Cloud Operations:** migration, modernization, and ongoing Azure infrastructure management. SOC 2 Type II certification on target June 15, 2026.

\*Modular, expanding service design that drives easy and systematic contract growth without new logo dependency.

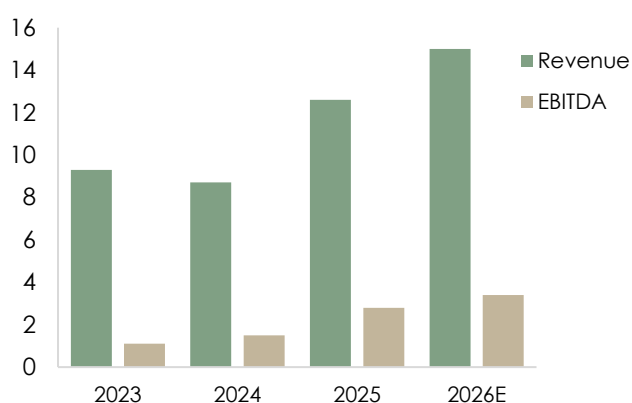
### AI Transformation Practice\*\*

- **AI Apps & Agents** – AI Discovery & Envisioning workshops (co-delivered with Microsoft), intelligent app and agent development, RAG applications (Azure AI Foundry, GitHub, Copilot Studio)
- **Data Security** – Data governance, information protection, insider risk, Copilot readiness (Microsoft Purview)
- **Unify Data Platform** – Unified analytics and AI-ready data estate (Microsoft Fabric, Azure Databricks)

\*\* Early revenue stage: delivery capability in place with nearshore capacity available to scale rapidly, paced by GTM and Microsoft Co-sell demand.

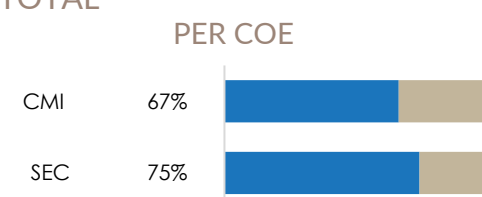


## FINANCIALS (USD) 2023-2026E



(USD millions)	2023	2024	2025	2026E
Revenue	\$9.3M	\$8.7M	\$12.6M	\$15.0M
Gross Margin	\$4.4M	\$5.1M	\$7.0M	\$8.4M
Adj. EBITDA	\$1.1M	\$1.5M	\$2.8M	\$3.4M

### % RECURRING REVENUE OF TOTAL



## INVESTMENT CONSIDERATIONS

### High-value acquisition for a US-based Microsoft Service Provider

1. This business delivers an immediate regional stronghold with recurring managed services revenue, a 30+ year technical moat, and an established Microsoft-aligned, co-delivered AI transformation capability, all powered by a LATAM nearshore delivery model that produces superior cost efficiency at scale.

### High recurring revenue and long-standing enterprise customer relationships, the business maintains strong retention and a structured upsell motion

2. Both managed service lines are modular by design, enabling systematic contract expansion without new logo dependency. An architecture-led, secure by design delivery approach produces durable client outcomes and supports premium pricing across diverse verticals.

### LATAM nearshore delivery model is the economic engine of this business

3. Executing over 50% of technical delivery with each incremental hire directed until reaching an 80% target. This produces an EBITDA profile that accelerates faster than revenue, without overhead creep. For an acquirer, the model is immediately portable, applying this structure to a larger US cost base creating significant value creation opportunity well beyond this entity's standalone financials.

### TECHNOLOGY PARTNERS



### DISTRIBUTION PARTNERS



### END USER VERTICALS

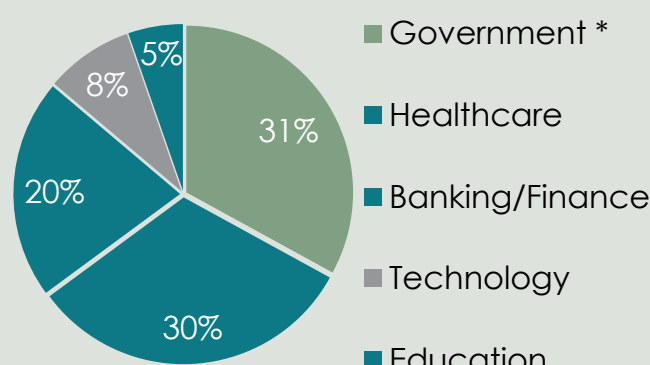


### CUSTOMERS BY THE NUMBERS

CUSTOMERS: 60  
RETENTION: 97.4%



### CUSTOMERS BY VERTICAL:



### CUSTOMERS BY REVENUE



## TOP 10

Company #1	18%	<div style="width: 18%;"></div>
Company #2	15%	<div style="width: 15%;"></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	6%	<div style="width: 6%;"></div>
Company #7	4%	<div style="width: 4%;"></div>
Company #8	4%	<div style="width: 4%;"></div>
Company #9	3%	<div style="width: 3%;"></div>
Company #10	3%	<div style="width: 3%;"></div>

Total  
81%

\*Note: Government includes Public Utilities, Police Department and Public Safety Agencies.

### NEXT STEPS

To learn more about company EX-866 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](#)

