

# EX-250

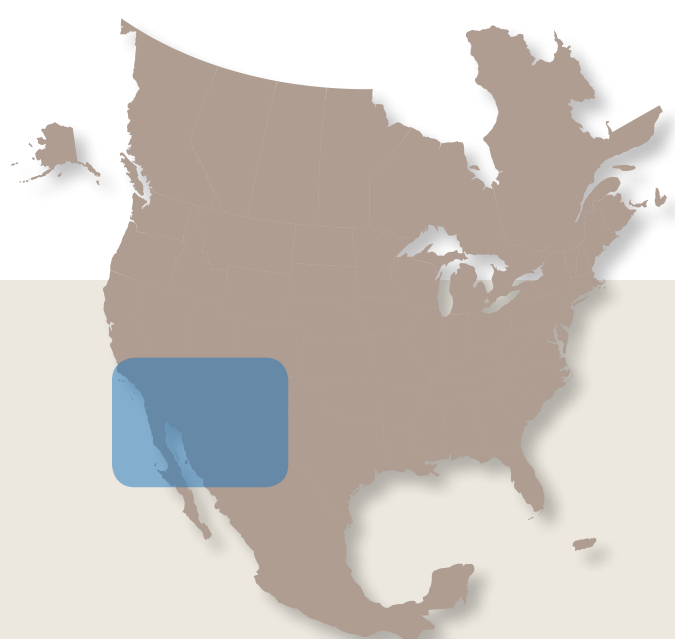
## FOUNDED 2005

Founded ten years ago, this Company is a Southwest-based IT solutions provider focusing on clients with revenues from \$30M to more than \$1B. The Company's services are centered on Oracle's Cloud, ERP, and technology platforms. As a Platinum Partner, their core Oracle offerings are based on Oracle's next generation compute platforms. These platforms include solutions such as SaaS, PaaS, IaaS and DBaaS. The Company is both an Oracle and Amazon Cloud Partner, deploying solutions on both platforms. With high customer retention, this Company was named to CRN's list of Fastest Growing Companies and the Tech Elite 250.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS  
Southwestern, U.S.



# OF EMPLOYEES

27

Management	04	
Account Manager	02	
Accounting/Finance	01	
Administrative	01	
Managed Services	16	
1099 Contractors	03	



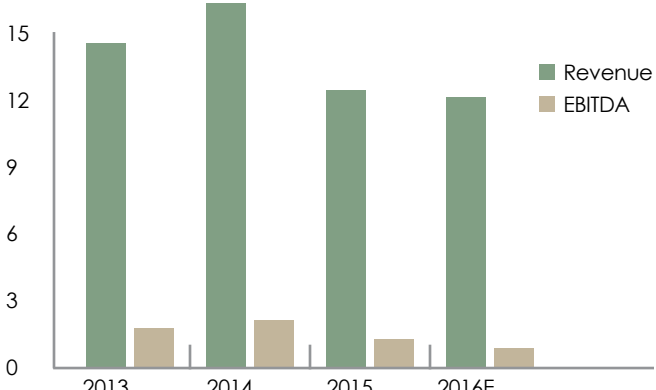
## PRODUCTS AND SERVICES

CS MS ITS

- Cloud Services
  - Amazon, Oracle Cloud
- Managed Services
  - Databases Administration and Monitoring, Application & Technology Management, Enhancement Development
- SaaS
  - Oracle Fusion SaaS
- Infrastructure as a Service
  - Big Data, Hadoop, Storage Solutions, Engineered Systems, etc.
- Hardware as a Service
- Cloud Storage
- Platform as a Service
- Virtual Servers in the Cloud



## FINANCIALS 2013-2016E



Description (\$M)	2013	2014	2015*	2016E
Revenue	\$14.44	\$15.59	\$12.49	\$14.00
Gross Profit	\$2.93	\$3.03	\$2.50	\$1.60
SG&A	\$1.34	\$1.24	\$1.00	\$0.70
Adj. EBITDA	\$1.59	\$1.79	\$1.11	\$0.90

\* Revenue decline is a result of the company's long-term strategic decision to exit the hardware sales business, focusing entirely on sustainable, recurring cloud solutions revenue.

### % BY SERVICE TYPE



### RECURRING REVENUE OF MANAGED/SUPPORT SERVICES



## INVESTMENT CONSIDERATIONS

1. Diverse client base ranging from Fortune 500 to Inc 5000 to SMB.
2. Loyal customer base who demonstrated revenue consistency throughout the last decade.
3. Scalable managed services deployment team that has capacity to assume greater revenue opportunities.
4. Projected revenue uplift and margin increase as customers transition to cloud platform.
5. Opportunities for accelerated recurring revenue based on next generation computing cloud platforms.
6. Buyer can up-sell and cross-sell cloud offering to current clients.
7. Dominant presence in the Southwest with limited competition.
8. Geographic expansion: Business model can scale to other Southwest U.S. markets with a strong infrastructure.
9. Platinum Oracle Partner.

## CHANNEL PARTNERS



## # OF CUSTOMERS/RETENTION/LOCATION

268/95%



## CUSTOMERS BY 2015 REVENUE

TOP 10

Company #1	10.8%	
Company #2	5.2%	
Company #3	5.2%	
Company #4	4.9%	
Company #5	4.7%	
Company #6	4.2%	
Company #7	4.0%	
Company #8	3.8%	
Company #9	3.4%	
Company #10	3.4%	

Total  
49.6%

## END USER VERTICALS



## INDUSTRY AWARDS & RECOGNITIONS



## CERTIFICATIONS



## NEXT STEPS

To learn more about company EX-250 please execute NDA and send to Diana Christopherson. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

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[Asset Listing](#)

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