

# #1-110

FOUNDED 1999

The Company provides IT solutions and services and is a fast growing e-Commerce solution provider focusing on network security and related products and services. With an award-winning team of product engineers, the company has a CAGR of 20.1% and sells product through more than 180 of their own websites.

### COMPANY OBJECTIVE



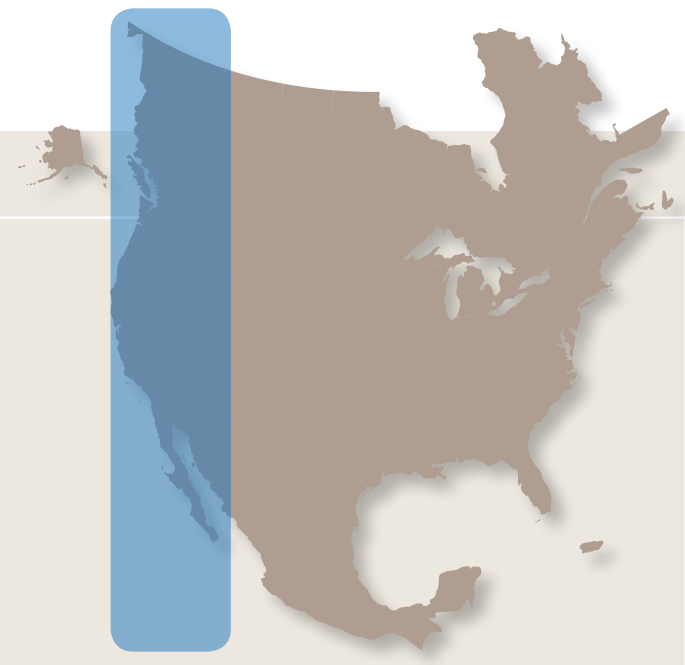
Company Sale



Strategic Partnership



Private Equity Investment



HEADQUARTERS  
Western, U.S.



# OF EMPLOYEES  
45

Management	06	<div style="width: 13%;"></div>
Sales	20	<div style="width: 44%;"></div>
Marketing	08	<div style="width: 18%;"></div>
Engineering	05	<div style="width: 11%;"></div>
Admin & Accounting	06	<div style="width: 13%;"></div>



### PRODUCTS AND SERVICES

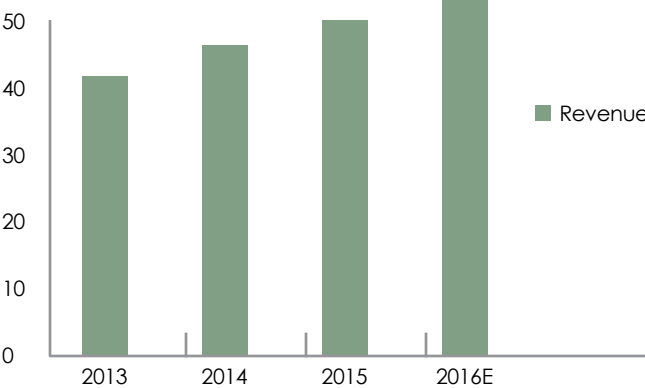
CS MS ITS PS

- IT Solutions
- Hardware
- Software
- Cloud/SaaS

- IT Services
- Infrastructure Analysis
- Product Recommendations
- Implementation, Engineering and Testing
- Managed Services
- Training



### FINANCIALS 2013-2016E



Description (\$M)	2013	2014	2015	2016E
Revenue	\$41.6	\$46.5	\$50.7	\$55.0
Gross Profit	\$6.8	\$8.0	\$9.2	\$10.3
SG&A	\$5.5	\$6.2	\$7.0	\$7.5
Adj. EBITDA	\$1.3	\$1.8	\$2.2	\$2.6

### GROWTH OPPORTUNITIES & STRATEGIES

- Increase the number of vendors that are currently offered
- Increase service offerings
- Add sales offices in additional regional geographies - U.S. and international
- Optimal platform for merging with a Cloud or managed services firm to cross-sell products and services



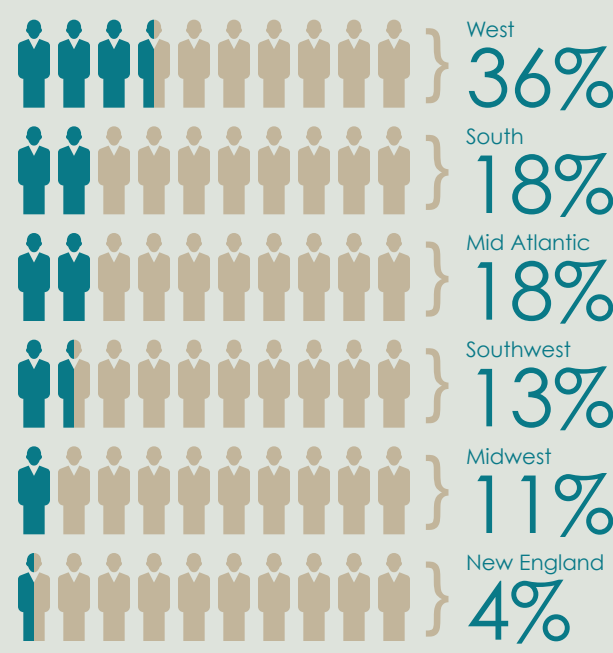
### INVESTMENT CONSIDERATIONS

- Broad target customer base with over 120,000 customer accounts
- Extremely diversified customer concentration
- Good mix of new product sales and recurring renewals
- Major sales and technical certifications in many of the products offered
- E-commerce based IT Solutions provider with industry-leading partnerships in every major solution vertical

### CHANNEL PARTNERS



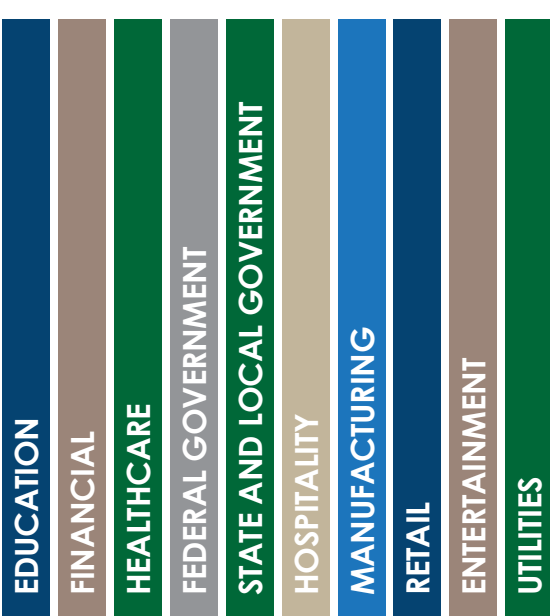
# OF CUSTOMERS  
120,000



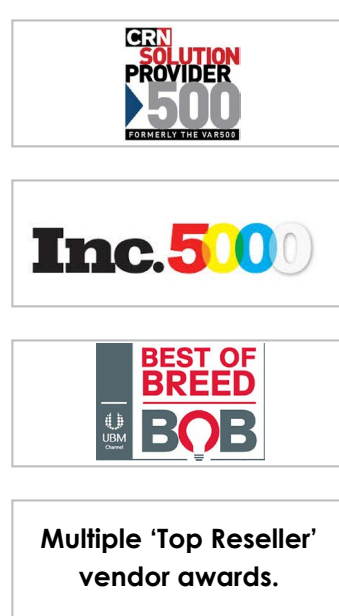
### Customers



### END USER VERTICALS



### INDUSTRY AWARDS & RECOGNITIONS



### CERTIFICATIONS



### NEXT STEPS

To learn more about company #1-110 please execute NDA and send to Emma Sherrie. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

[Start NDA Now](#)

[Emma Sherrie](#)

[Asset Listing](#)

[IT ExchangeNet](#)