

# EX-190

FOUNDED 2005

This Company is a cloud and Internet Service Provider with unmanaged and managed services for bare-metal dedicated, server hosting, cloud and virtual servers, co-location, backup and disaster recovery solutions. With operation center in Asia Pacific, it serves 3,500+ SMB customers in the U.S. as well as Asia Pacific region. It also has a Value Added Reseller division that focuses on hardware and software sales as well as professional services around products used in its data centers.

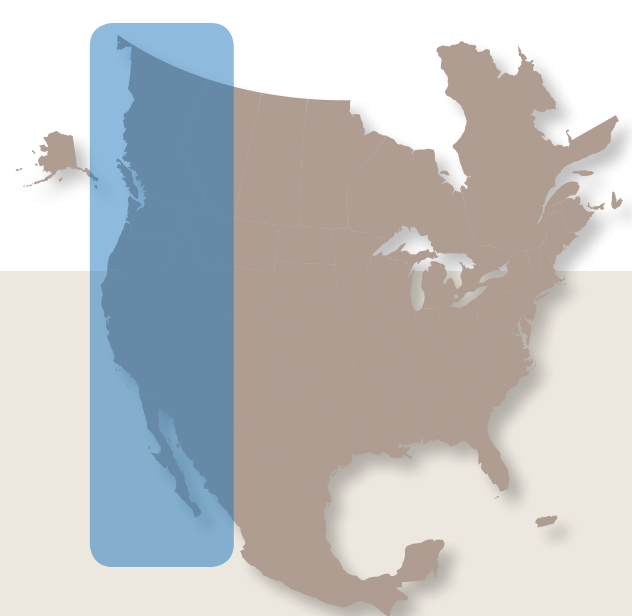
## COMPANY OBJECTIVE



Strategic Partnership



Private Equity Investment



HEADQUARTERS  
Southwestern, U.S.



# OF EMPLOYEES

84

|                       |    |  |
|-----------------------|----|--|
| Management            | 06 |  |
| Sales & Marketing     | 08 |  |
| Administrative        | 07 |  |
| Service Delivery      | 12 |  |
| Professional Services | 15 |  |
| Software Development  | 12 |  |
| Managed Services      | 24 |  |

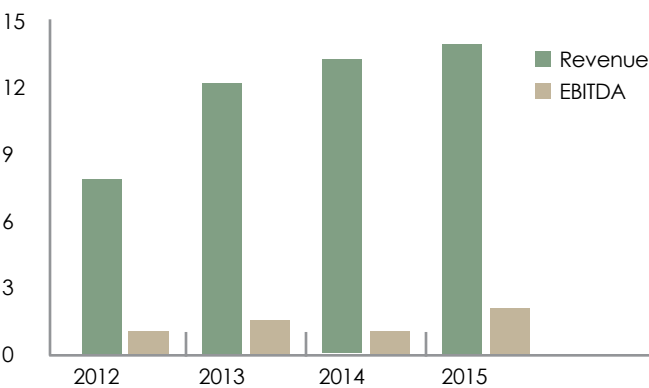
Note: Total number of employees includes 45 employees that are located at this Company's operation center in Asia Pacific. The financial numbers below includes revenue from its operation center in Asia Pacific. The management oversees daily operation there under service contract. Post sale, the center will continue to provide support services to the company through similar arrangement as today.



## PRODUCTS AND SERVICES

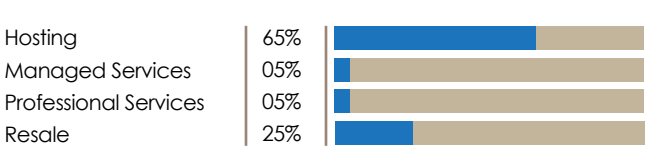
- Cloud Services
  - Bare-Metal Dedicated Servers, Cloud Servers, Cloud Pool (resource allocation based Public, Hybrid, Private Clouds), Offsite backup, Disaster Recovery solutions including VM replication
- Managed Services
  - Operating system patching and monitoring, application monitoring, network and server automated alerting
  - SaaS
  - CloudMail powered by Zimbra
- Cloud Application Development
- Infrastructure as a Service
- Hardware as a Service
- Cloud Security
- Cloud Storage
- Managed Security Services
- Virtual Desktop Infrastructure
- Platform as a Service
- Hosted CRM
- Virtual Servers in the Cloud
- Hosted Email
- Website Hosting Services

## FINANCIALS 2012-2015E



| Description (\$M) | 2012   | 2013    | 2014    | 2015E   |
|-------------------|--------|---------|---------|---------|
| Revenue           | \$8.29 | \$12.09 | \$13.58 | \$14.10 |
| Services Revenue  | \$7.81 | \$8.96  | \$10.04 | \$8.80  |
| Product Revenue   | \$0.48 | \$3.13  | \$3.54  | \$5.30  |
| Gross Profit      | \$4.75 | \$5.82  | \$6.04  | \$6.40  |
| SG&A              | \$3.39 | \$3.39  | \$4.91  | \$5.40  |
| Adj. EBITDA       | \$1.46 | \$1.54  | \$1.38  | \$1.97  |

### % BY SERVICE TYPE



### RECURRING REVENUE



## GROWTH OPPORTUNITIES & STRATEGIES

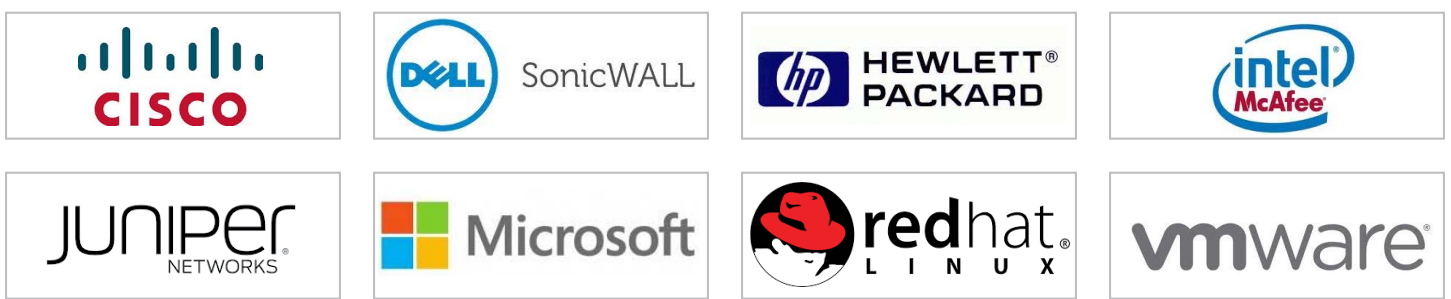
1. Increase SME Cloud adoption with entry-level services such as cloud backup and disaster recovery solutions.
2. Expand US channel partnership to traditional VAR's and resellers of Cisco, Microsoft, VMware and hardware vendors like Dell, HP, EMC, and NetApp.
3. Expand channel to growing Asian markets such as Indonesia, Thailand, Vietnam, Malaysia.
4. Aggressively recruit sales personnel and increase marketing campaigns in the U.S., such as tradeshow.
5. Increase customer loyalty and referral by maintaining a customer centric support organization focusing on customer satisfaction.



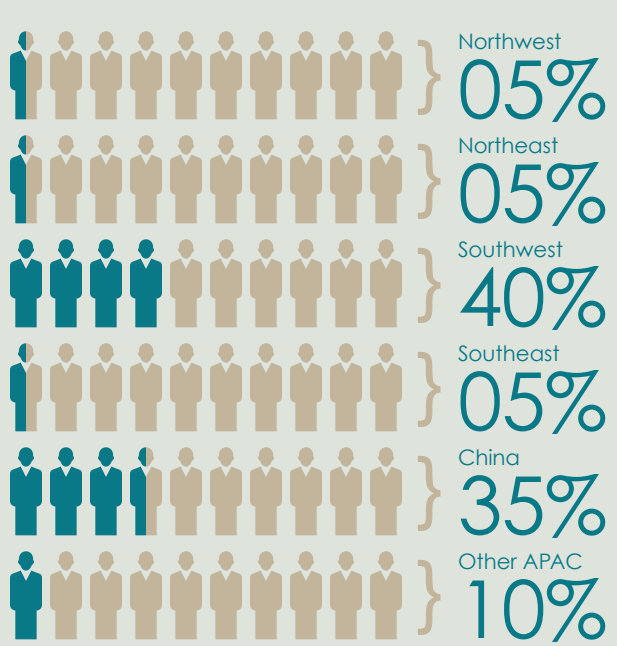
## INVESTMENT CONSIDERATIONS

1. On-demand hosting services (65%) with strong recurring and annuity revenue.
2. Significant IP of customer automation self-service tools to reduce labor overhead.
3. Global brand presence especially in growing Asia Pacific region, such as China.
4. Offshore operational centers in both Thailand and other Asian Pacific locations.
5. Over 3,500 repeated customer for monthly subscription services.

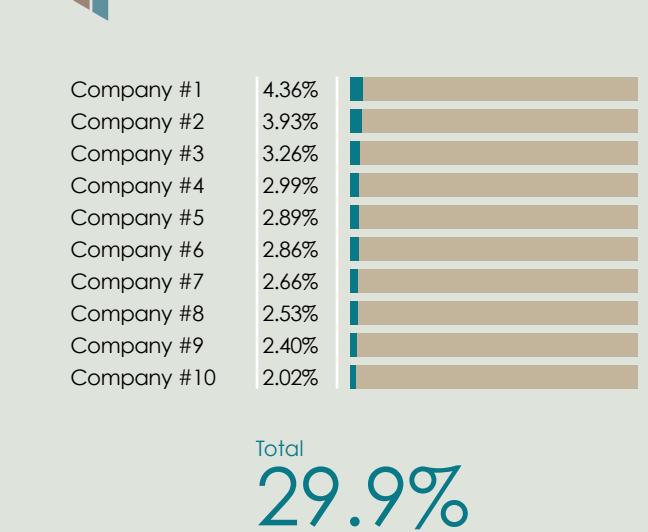
## CHANNEL PARTNERS



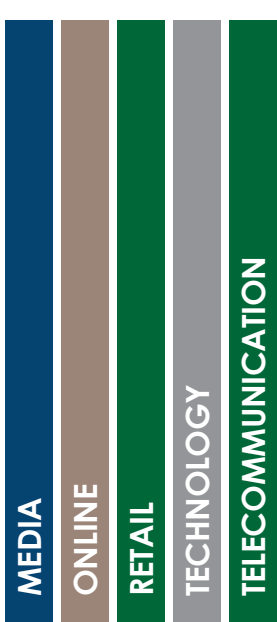
## # OF CUSTOMERS/RETENTION/LOCATION



## CUSTOMERS BY REVENUE TOP 10



## END USER VERTICALS



## INDUSTRY AWARDS & RECOGNITIONS



## CERTIFICATIONS



## NEXT STEPS

To learn more about company EX-190 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](#)

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