

EX-260

FOUNDED 2006

With \$3.2M in revenue, this cross-border IT Services business provides enterprise solutions in SAP, Oracle and Microsoft. The Seller has the only SAP certified cloud app that is designated for customers running Google Apps and SAP CRM or ERP or C4C. Listing more than 30 customers, the firm markets Amazon Web Services to SAP customers and offers an integrated managed services product.

Office Locations:

India and North America

Enterprise Solutions:

SAP, Oracle, Microsoft

Subject Matter Expertise:

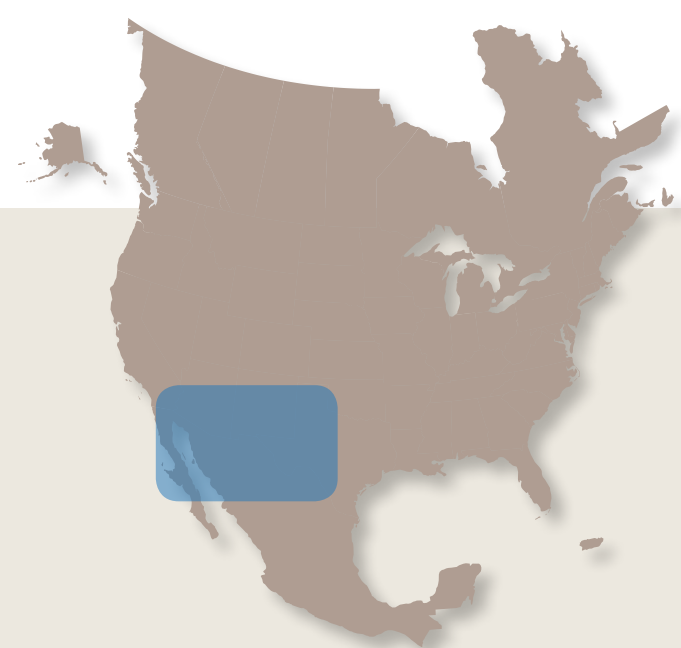
Google Apps, AWS, Microsoft Azure

Mobile Platform Solutions

COMPANY OBJECTIVE



Company Sale



COMPANY A HEADQUARTERS

Southwestern, U.S.

COMPANY B HEADQUARTERS

India



OF EMPLOYEES

33

Management	01	
Managed Services	04	
Software Development	11	
Professional Services	17	



PRODUCTS AND SERVICES

SaaS

The Seller has the only SAP certified cloud app that is designated for customers running Google Apps and SAP CRM or ERP or C4C. Users communicate via Google Apps without maintaining touch points with SAP apps for visibility and analysis.

Cloud Application Development

The Seller develops, prototypes and loads into production high performance cloud-based applications.

Managed Services

The Seller's Amazon Web Services (AWS) solution provides cost and resource savings to existing SAP customers. These considerations extend beyond the decision between on-premise or hosted systems.

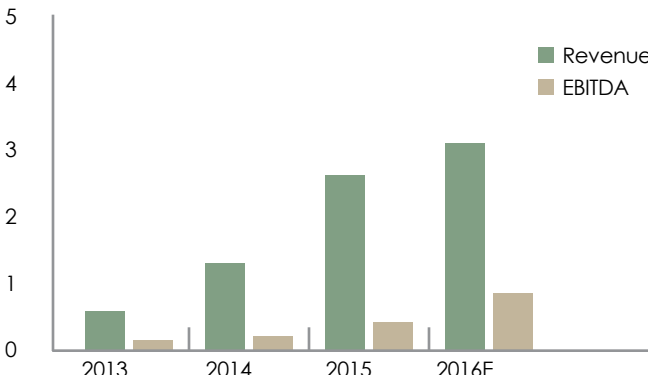
Hosted CRM & ERP

The Seller is an ASP for CRM applications for mid-market clients.



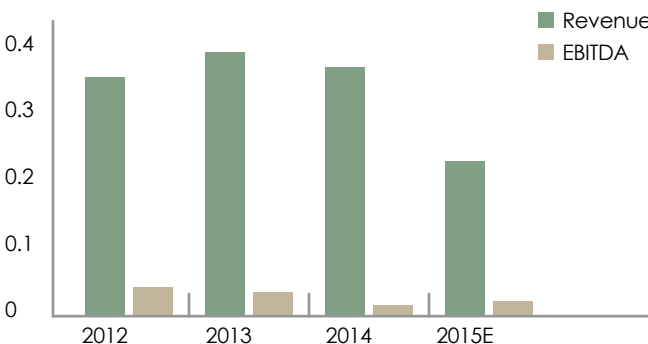
FINANCIALS

2012-2016E



COMPANY A

Description (\$M)	2013	2014	2015	2016E
Revenue	\$0.54	\$1.31	\$2.53	\$3.00
Services Revenue	\$0.39	\$1.12	\$2.23	\$2.50
Product Revenue	\$0.15	\$0.19	\$0.30	\$0.50
Gross Profit	\$0.12	\$0.57	\$0.78	\$1.00
SG&A	\$0.05	\$0.16	\$0.25	\$0.32
EBITDA	\$0.06	\$0.26	\$0.40	\$0.50



COMPANY B*

Description (\$M)	2012	2013	2014	2015E
Revenue	\$0.36	\$0.40	\$0.37	\$0.22
Gross Profit	\$0.13	\$0.08	\$0.06	\$0.07
SG&A	\$0.05	\$0.04	\$0.05	\$0.05
EBITDA	\$0.04	\$0.03	\$0.01	\$0.02

* During the last two years, the Company reinvested a material amount of capital into software (e.g., App) development, thus affecting profitability in the India-based business. Additionally, key resources were focusing on this development, affecting billable project opportunities.

% BY SERVICE TYPE

G-Connect	25%	
SAP	71%	
Amazon Web Services	4%	

RECURRING REVENUE

2013	\$181K	
2014	\$266K	
2015	\$401K	
2016E	\$500K	

INVESTMENT CONSIDERATIONS

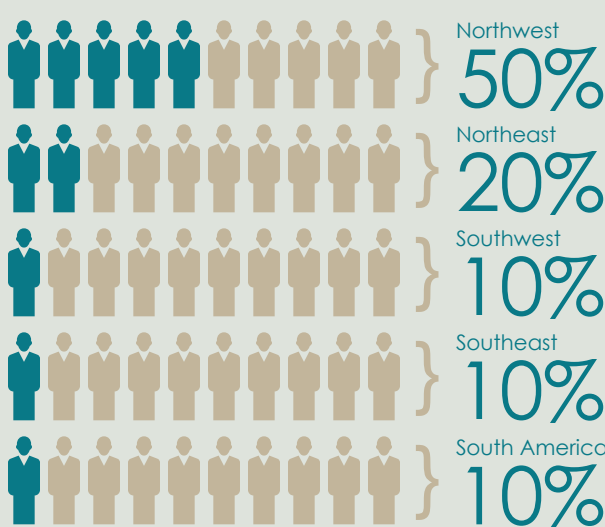
- Revenue is product-driven with a strong managed services component.
- With two new sales professionals, the Company markets deep subject matter expertise in SAP in the government, technology and production verticals.
- Proven subscription model with accelerated revenue potential provided adequate capital investments.
- Has product extensions from G-Connect to Oracle Apps, and is developing new extensions into Google Sheets and Google Contacts.
- Markets Amazon Web Services to SAP Customers with a strong ROI.
- Provides SAP Hybris and SAP FIORI service offerings.
- Provides SAP HANA offshore-based services.
- Strong cross-selling opportunities into nearly 30 customers.
- Understand the product gaps with SAP Cloud offerings and provide extensions to solve most critical gaps.

CHANNEL PARTNERS



OF CUSTOMERS/RETENTION/LOCATION

29/95%



CUSTOMERS BY 2015 REVENUE

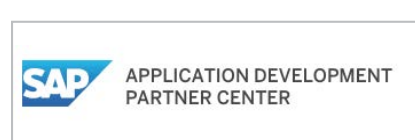
TOP 10

Company #1	50	
Company #2	10	
Company #3	5	
Company #4	5	
Company #5	5	
Company #6	5	
Company #7	5	
Company #8	5	
Company #9	5	
Company #10	5	

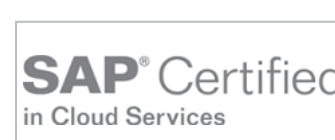
Total 100%*

*The Company has nearly 30 dedicated customers who have integrated their product into their business strategy, when needed, to achieve specific growth strategies.

PARTNER



CERTIFICATIONS



NEXT STEPS

To learn more about company EX-260 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.

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