

# EX-270

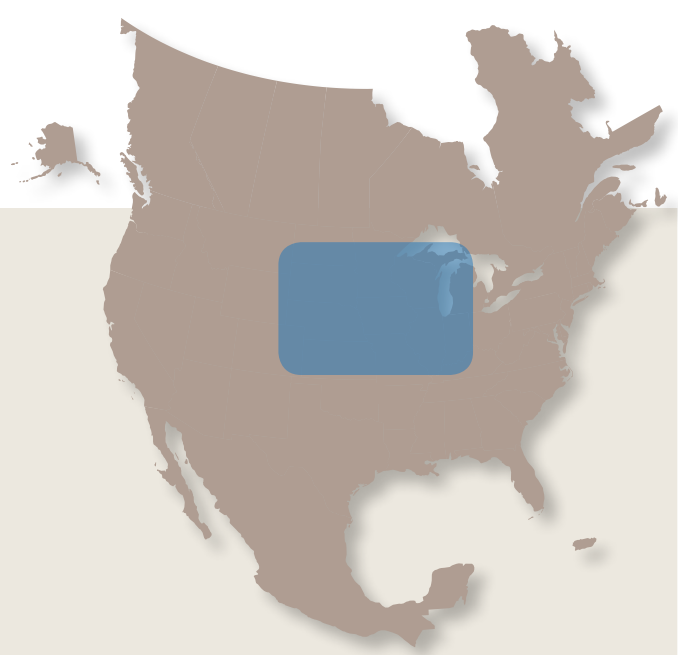
FOUNDED 2005

The Company is a Third Party Maintenance Provider servicing end user computing devices for the K-12 market sector. By leveraging real time service delivery and inventory metrics, the Company provides rapid turn-around times for clients and in-depth data analysis sets for potential clients to use in the decision making process. Our client is a leader in Chromebook implementations and has built a loyal client base with long-term agreements that ensure sustainable revenue. Recognizing the opportunities ahead in this sector, management realizes the growth potential of this business for the right organization. The company is a certified partner for Acer, Dell, HP, Lenovo, and Samsung.

## COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

Midwestern, U.S.



# OF EMPLOYEES

15

Administrative  
Sales & Marketing  
Service Delivery

01  
02  
12



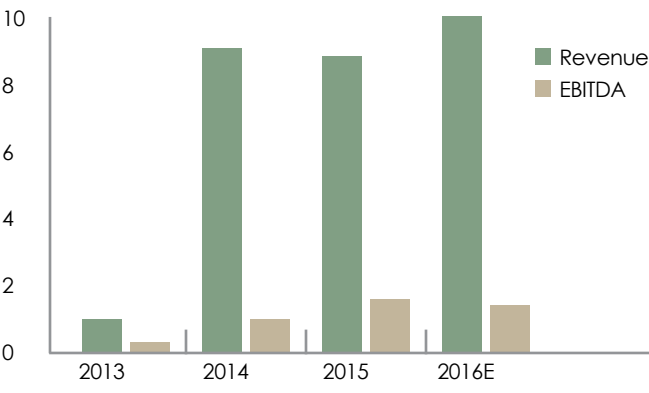
## PRODUCTS AND SERVICES

- IT & IT-Enabled Outsourced Services
  - Extended warranty agreements that require repairing desktops, notebooks, and Chromebooks.
- IT Supply Chain Services
- IT Reseller
  - Reseller of desktops, notebooks, Chromebooks, and related accessories such as carts and cases.



## FINANCIALS

2013-2016E



Description (\$M)	2013	2014	2015	2016E
Revenue	\$0.75	\$9.11	\$9.00	\$10.00
Gross Profit	\$0.51	\$1.47	\$2.10	\$2.25
SG&A	\$0.05	\$0.50	\$0.76	\$1.00
Adj. EBITDA	\$0.19	\$0.96	\$1.34	\$1.25

### % BY SERVICE TYPE



### RECURRING REVENUE (\$M)



## INVESTMENT CONSIDERATIONS

- Predictable and growing recurring revenue Stream** - The Company currently has 18K devices for renewal in 2017, 26K devices in 2018, 36K devices in 2019, and 14K devices in 2020. They are anticipating adding another 50K devices each year with varying terms of coverage for local school districts. Additionally, the Company has modified its pricing structure to generate higher revenue with attractive margins.
- Cross Sell Opportunities** - The Company does not offer any other IT related services and products to school district clients. A significant opportunity exists for solutions such as wired and wireless network infrastructure, server and storage infrastructure, professional services, professional development, etc.
- Geographic Expansion** - Nearly 70% of the Company's clients are located in their home state. Much larger opportunities exist in adjacent markets (within 125 miles) due to the number of school districts implementing or considering a 1:1 Chromebook initiative.
- Scalable Model** - The Business is built to scale based on proven processes, a growing marketplace nationally, and excellent partner relationships. An infusion of growth capital provides additional marketing and sales resources, more seamless integration opportunities, and the ability to expand rapidly either locally or into new geographic markets.

## CHANNEL PARTNERS



### # OF CUSTOMERS/RETENTION/LOCATION

100 / 95%



### CUSTOMERS BY REVENUE

TOP 10

Company #1	14.2%
Company #2	9.2%
Company #3	5.6%
Company #4	4.2%
Company #5	3.3%
Company #6	2.7%
Company #7	2.6%
Company #8	2.6%
Company #9	2.5%
Company #10	2.3%

Total  
49.2%

## NEXT STEPS

To learn more about company EX-270 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