

# EX-275

FOUNDED in Argentina 2009

FOUNDED in United States 2013

The Company is a Technology Services business specializing in Software Development, Staff Augmentation, Testing and Infrastructure Management. With a stellar industry reputation for attracting the top one percent of all IT professionals in Argentina, the Company receives more than 40,000 applicants each year.

Since its founding in 2009, the Company has built a team of more than 250 professionals, servicing clients such as Google, Panasonic, Thomson Reuters, Viacom, as well as some of the fastest growing startups globally.

The Company provides onsite and near-shore Engineering Services to companies in the United States, Canada and Europe. Its proprietary staffing technology allows the Company to create high performance teams faster and more efficiently than its competitors.

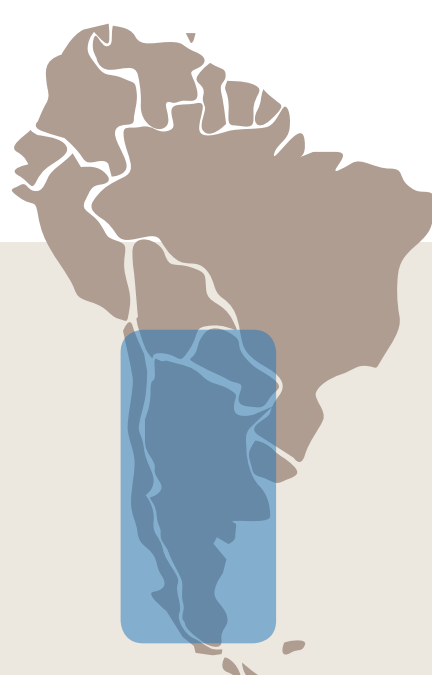
## COMPANY OBJECTIVE



Company Sale



Strategic Partnership



HEADQUARTERS  
Argentina



# OF EMPLOYEES  
253

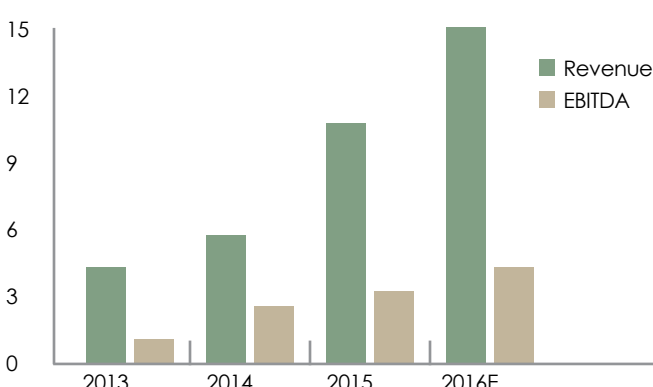
|                       |     |  |
|-----------------------|-----|--|
| Management            | 03  |  |
| Sales & Marketing     | 05  |  |
| Administrative        | 03  |  |
| Accounting/Finance    | 02  |  |
| Professional Services | 185 |  |
| Software Development  | 20  |  |
| Service Delivery      | 35  |  |



## PRODUCTS AND SERVICES

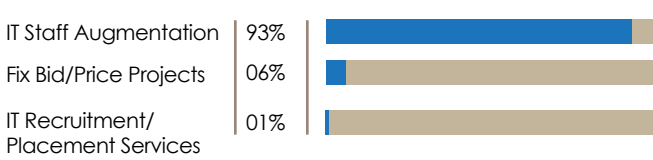
- IT & IT-Enabled Outsourced Services
- IT Outsourcing
- Offshore Outsourcing
- IT Staff Augmentation

## FINANCIALS 2013-2016E



| Description (\$M) | 2013  | 2014  | 2015   | 2016E  |
|-------------------|-------|-------|--------|--------|
| Revenue           | \$4.4 | \$6.6 | \$10.4 | \$15.0 |
| Gross Profit      | \$1.9 | \$3.2 | \$5.1  | \$7.4  |
| SG&A              | \$0.6 | \$1.1 | \$1.9  | \$2.8  |
| EBITDA            | \$1.3 | \$2.1 | \$3.2  | \$4.5  |

### % BY SERVICE TYPE



### RECURRING REVENUE



## INVESTMENT CONSIDERATIONS

- More than 90 percent of the Company's revenue is associated with staff augmentation.
- Largest proprietary database of Information Technology professionals in Latin America.
- Approximately 85 percent of the Company's contracts are recurring, without a sunset. Average client engagement is three years.
- Gross margins have increase by 13 percent during the last 24 months based on a larger clients sold at an enterprise level.
- Expansion of current sales force team projected to exceed 60 professionals during the next 24 months.
- Potential to expand into Business Process Outsourcing (BPO) by leveraging existing infrastructure.
- Expansion into Eastern Europe to address opportunities in the European marketplace, as well as Asia to grow the APAC region are possible with the current infrastructure model.

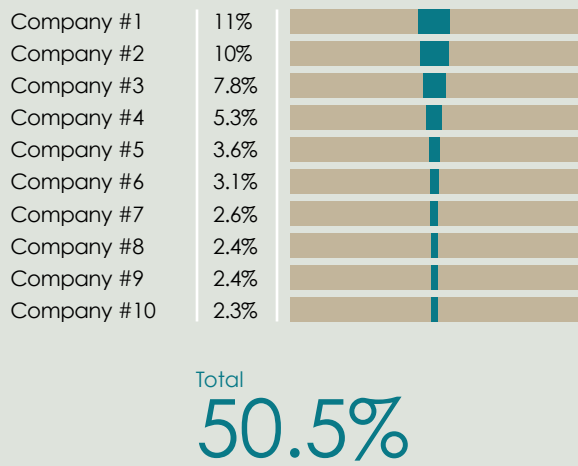
## CHANNEL PARTNERS



## # OF CUSTOMERS/RETENTION/LOCATION 75 / 95%



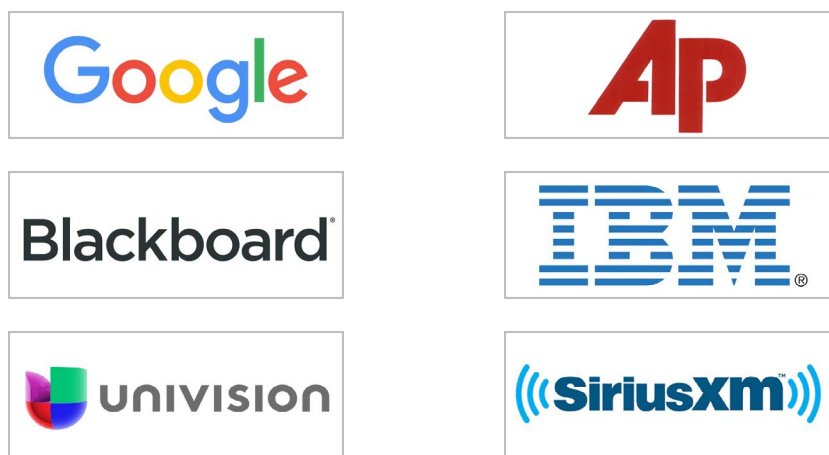
## CUSTOMERS BY REVENUE TOP 10



## END USER VERTICALS



## CLIENTS



## NEXT STEPS

To learn more about company EX-275 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](#)