



**ACT**

CAPITAL

ADVISORS

## **Managed I.T. Services Company**

**ACT Client #212001**

**Available for Acquisition**

## Company Overview

---

ACT Capital Advisors is pleased to offer a world-class Managed I.T. Services & SaaS Products Company for acquisition. The Company was founded in 2001 and is headquartered in Eastern Canada. Over the past two decades, the Company has successfully completed more than 500 I.T. projects for government and private sector clients around the world.

## Investment Highlights

---

**Managed & On-Demand I.T. Services:** The Company delivers end-to-end Managed or On-Demand I.T. solutions that optimize I.T. environments, enable growth, reduce cost, drive efficiency, and minimize risk for clients.

**Licensed & Certified Oracle® Partner:** The Company is a fully licensed Oracle® and Oracle® Cloud partner. The Company has deep expertise working with Oracle® architectures.

**Proprietary Automation Product Suite:** The Company has developed a powerful, proprietary suite of migration, compliance, and cybersecurity tools that enable up to 90% cost and time savings through automation.

**Deep, Talented Management Team:** The Company's management team brings a breadth and depth of technical expertise that has been instrumental to the Company's growth. Despite the Owner & CEO relocating in 2022, the Company achieved record revenue in FY2022, growing by over 42% YoY. All key leaders prefer/intend to remain with the business through any transition period and beyond.

**Proven Methods & Processes:** The Company has successfully completed over 500 I.T. projects for government and enterprise clients around the world. The Company's solutions are relied upon to facilitate mission-critical I.T. processes and have performed reliably for over 20 years.

**Scalable Human Resources Model:** The Company has 31 full-time employees and leverages a network of dedicated and on-demand contractors to staff projects on an as-needed basis. This enables the Company to scale quickly to accommodate growth while limiting its fixed costs.

**Diversified Client Base:** The Company delivers approximately 80 engagements in a given year. In 2022, the Company's largest client (with which it has a 4-year relationship) accounted for 37.5% of Revenue. No other client accounted for greater than 12.4% of Revenue.

**Sticky Recurring Revenue:** 80.6% of the Company's 2022 Revenue was recurring services revenues. The average Managed Services client account contract lifetime is 3-5 years.

## Services

- Application Development
- Application Maintenance and Managed Services
- Infrastructure Services
- I.T. Recruiting/Hiring Services
- Oracle Upgrades and Modernization
- Oracle Forms and Reports Migrations
- Oracle E-Business Suite Managed Services
- Oracle License Compliance
- Oracle Licensing Management



## Financial Information (Historical & Pro-Forma)

FYE 11/30	2020	2021	2022	2023E	2024E
Revenue	\$4,135,440	\$6,321,915	\$9,024,708	\$11,335,884	\$12,925,175
Gross Profit <i>(Margin)</i>	\$944,996 22.9%	\$1,050,034 16.6%	\$1,867,681 20.0%	\$2,587,982 22.8%	\$2,950,818 22.8%
Adj. EBITDA <i>(Margin)</i>	\$882,593 21.3%	\$1,428,470 22.6%	\$1,839,251 19.7%	\$2,181,024 19.2%	\$2,506,191 19.4%

### Notes

1. All figures provided in \$CAD
2. FY2022 is pending review by the Company's accounting firm and subject to change

## Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement ("NDA") and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum ("CIM").

**NDA's and CIM requests should be submitted to Ivan Trindev, Senior Associate:**

**Email:** [itrindev@actcapitaladvisors.com](mailto:itrindev@actcapitaladvisors.com)

**Phone:** 425.749.0760