



TEQUITY

Assisting Software and Technology Companies
...with strategic mergers, acquisitions, or sales

ACQUISITION OPPORTUNITY IT Services Company

Tequity provides merger, acquisition, and divestiture services to software and technology companies.

As former technology company owners and executives, we understand and appreciate the value of IP and how to find the right strategic fit between companies.

Past Transactions

www.tequityinc.com

416.483.9400

Project **Alligator** is a leading provider of IT systems, infrastructure solution development, information security, cloud, professional services and cross technology integration of large accounts in South Eastern USA. **Alligator** has built a solid reputation as an IT solutions provider and is known for its strong relationships, knowledge and experience.

The owner recognizes that after numerous years of continuous growth, the next phase of **Alligator's** evolution will require additional capabilities, infrastructure and investment. Ideally, he would like to become part of a larger organization that would accelerate growth for their existing solutions, expand offerings within customer base, and help open new ones. The owner is a highly successful entrepreneur and wishes to continue expanding the markets served by Alligator, if required.

Overview

For 11 years, **Alligator** has provided its customers with advanced information technology solutions. **Alligator** offers value-added guidance and services regarding assessment, planning, design and optimization, as well as providing the expertise to integrate and support these infrastructures. Leading industry technology companies have recognized **Alligator** for their deep product knowledge and complex solution deployments. **Alligator** has achieved strong growth and is poised for greater success.

ALLIGATOR has particularly strong experience with:

<ul style="list-style-type: none"> Blade & Rack-Optimized Servers 	<ul style="list-style-type: none"> Amazon Web Services (AWS)
<ul style="list-style-type: none"> Backup & Disaster Recovery 	<ul style="list-style-type: none"> Private/hybrid Cloud
<ul style="list-style-type: none"> Enterprise Storage 	<ul style="list-style-type: none"> MS Office 365, Skype & Azure
<ul style="list-style-type: none"> Converged Infrastructure 	<ul style="list-style-type: none"> Server & Desktop Virtualization
<ul style="list-style-type: none"> Information Security, Governance, & Compliance 	<ul style="list-style-type: none"> Technology Acquisition & Lifecycle Management

ALLIGATOR Highlights

Financial Highlights	<ul style="list-style-type: none"> \$10.5m revenue 2016 \$12.0m conservative forecast for 2017 900K adjusted EBITDA Additional \$12m top line revenue could be had if all clients chose to acquire product from Alligator rather than manufacturer direct – Alligator only recognizes commission on manufacturer direct types of deals Exclusive agents for customers Typical average deals are between \$100-500K Consistently profitable and cash flow positive Strong balance sheet with no long term debt
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Highly Skilled Workforce	<ul style="list-style-type: none"> • 10 Full time Staff • Loyal & deep expertise • Known for delivering complex IT solutions • Over 25 solutions certifications and competencies
Experienced Management Team	<ul style="list-style-type: none"> • Management committed to remaining post transaction • Management maintains a network of senior contacts
Strong Relationships and Market Presence	<ul style="list-style-type: none"> • Excellent relationships • MSDC – Certified Minority Business Enterprise • Long serving HP Partner • Citrix, RedHat Partner • Microsoft Cloud Platform Partner • Fortune 1000 Customers
Capacity to Scale	<ul style="list-style-type: none"> • ALLIGATOR has the management skills and supporting teams to accommodate substantial growth

Among those that may find this acquisition of interest are:

- Technology providers & systems integrators
- VARs wishing to add more value and enterprise solutions to current offerings
- Competitors seeking to expand their technology offerings and expand their reach in related product lines.
- Private equity groups with active investments in technology suppliers, integrators, professional services companies
- Offshore software /service providers seeking a footprint in the North American market
- Similar firms wishing to create a larger presence in the South East US

Tequity Inc. has been retained as their exclusive advisor to explore options for **ALLIGATOR**. Should you have any interest in exploring this opportunity, we welcome the chance to speak with you. Access to **ALLIGATOR** data room will be made available to selected companies following the signing of a non-disclosure agreement. All replies will be kept in the strictest confidence. For more information contact:

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Strategic Mergers & Acquisitions for Technology Companies

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