

We anticipate that our project MRR (a code name) may be of interest to you or others within your firm. If there is a key individual in your company that should receive this teaser, please forward it along to them.

MRR has 97% CONTRACTED RECURRING REVENUE and adjusted EBITDA over 30%.

Overview: With IT infrastructure and data communications becoming increasingly complicated and expensive to design, manage and monitor, many organizations are reducing costs and risks by outsourcing to specialized service providers like MRR.

- The Company is a single-source of Advanced Cloud Infrastructure and Communications services for mid-market enterprises.
- The Company's managed services include design, provisioning and maintenance of international private data communication networks including 24x7x365 operational support.
- Infrastructure as a Service offering include fully architecting and delivery of custom solutions covering Cybersecurity, Cloud Computing for live, testing or development environments, real-time Disaster Recovery, Data Storage and Co-Location.
- MRR holds an FCC 214 license to deliver International Telecommunication Services.
- The company provides "best-in-class" solutions in all categories of its Managed Services with 99.999% uptime consistently delivered.
- Technology partners include Cisco, VEEAM, VMware, Dell, and Equinix.
- Their experienced team of experts excel in global telecom solutions, as well as public, private and hybrid cloud environments.

Business Services:

1. Communications Services design, delivery, management and monitoring as a Virtual Network Carrier (VNC) offering MPLS, Direct Internet Access, Point to Point and Private Line services worldwide.
2. Cloud Infrastructure as a Service (IaaS) design, delivery and monitoring of SSAE16 SOC 2 compliant solutions. This includes Co-Location, Disaster Recovery, Private Cloud and Offsite Data Storage.

Business Model: 97% Recurring Revenue

Customer Contracts: Customers are committed under 1-3 year Agreements, billed monthly

FCC: The Company holds an International FCC 214 License to provide communications services

General Location: Eastern US HQ

Personnel: 30 Full time Employees and Contractors

Organization : Privately Owned

Years in Business: 20+ years

Years Owned: 20+ years

Management: The president (owner) is assisted by a very capable and experienced management team

Headquarters: US Eastern Seaboard

DataCenters: US Eastern Seaboard and Central US

Network Operating Centers: ONE, located in India

Customers: The Company has over 100 Customers. They are from a variety of vertical markets including media, communications, education, technology services and manufacturing. Most are headquartered in the US with international operations. MRR provides many of these firms with both communications services to their global operations in major and remote locations, as well as Managed IT Infrastructure solutions.

Growth / Expansion: The Company has the infrastructure capacity to expand with little additional investment. Its vendors give it almost unlimited international reach. While the owner would like to step back from the company after transitioning, its management and team are ready and prepared to lead a larger organization if asked. The Company is well positioned to grow in its fast-growing markets.

Reason for Selling: The current Owner wishes to unlock their equity invested in the company, which represents the majority of their personal net worth. They would like to pursue other personal interests after a brief period of transition. If desired they would be willing to serve on the Board to help assure customer and vendor continuity.

Organic & Acquisitive: MRR has successfully grown through a combination of organic and acquisitive transactions.

Financial Data:

2018 Revenues: \$17M USD

2018 Adjusted EBITDA: \$5.2M USD

2019 Revenues: \$18M USD Projected

2019 Adjusted EBITDA: \$5.7M USD Projected

Selling Price: Open Bid

Structure: Preference is for an all-cash transaction.

MRR will be of interest to:

- **IT Services Companies** wanting to expand their Cloud IaaS, Disaster Recovery and Managed Services, particularly in the US. MRR will give them advanced capabilities to cross-sell their existing customers with Domestic or International Secure Data Communication Networks.
- **International Software, Consulting and System Integrators** wanting to expand their expertise including Virtual Cloud and International Communications services to their current clients and/or wanting to expand into the US market.
- **DataCenters** with a desire to add secure International Data Communications capabilities for their customers. MRR also brings an experienced team for those firms seeking to bulk up with talent to scale and accommodate growth.
- **Private Equity Investors** with a focus on active investments in Managed Services, Cloud Services, Data Centers, Telecom and Data Communications.

Process TimeLine: MRR will receive offers at any time. It anticipates a decision on its strategic buyer no later than the end of July 2019.

If interested, please contact my email at ktribe@tequityinc.com or my direct phone line at 905-479-9400.

warmest regards,

Kevin Tribe, Managing Director
Tequity Inc.