



PROJECT ACCORDO

Telecommunication
Network Solution Provider

OVERVIEW



TeQUITY

ACCORDO OVERVIEW

- ✓ LEADING PROVIDER OF WORLD-CLASS NETWORK AND TELECOMMUNICATION SOLUTIONS FOR ENTERPRISE AND GOVERNMENT CLIENTS
- ✓ ACCORDO OFFERS MANAGED SERVICES, ENGINEERING, DESIGN, CONSULTING, PLANNING, BUILD AND SUPPORT
- ✓ REPUTATION FOR PROVIDING RELIABLE, ROBUST AND CARRIER GRADE COMMUNICATION SERVICES TO CUSTOMERS WITH MISSION CRITICAL DATA APPLICATIONS

ACCORDO AT A GLANCE

ENVIABLE TRACK-RECORD OF SUCCESS:
PROJECT-AFTER-PROJECT | CONTRACT-AFTER CONTRACT | YEAR-AFTER-YEAR

✓ Founded in 2000. Privately held. Headquartered in Western Canada with 4 offices including 1 in the USA.

✓ Long running partnership agreements with leading communications hardware manufacturers

✓ 2019 Revenue \$10.5m
2019P EBITDA \$ 1.3m
52% Recurring Revenue

✓ Own and lease infrastructure in Western Canada

✓ Highest level of partner status with many of their suppliers

✓ Deep penetration into the Oil & Gas, Government, Mining and Telecommunication sectors

ACCORDO OFFERINGS

Recognized industry experts in telecommunications and networks

CONSULTING



Manning and leading teams for new communication towers and networking facilities

BUILD



Delivering complex communications and networking solutions

IMPLEMENTATION



DESIGN

High-end, high-value technical team with an ability to assimilate emerging technologies

RECURRING REVENUE

Recurring revenue stream from managing services including bandwidth, servers, networking equipment, security and facilities

CORE COMPETENCIES

Fibre Optics & Network Cabling

- Accordo designs, installs and certifies fiber inside and outside the plant
- Provides fiber builds between facilities and fiber to the home
- Structured cabling
- GPON, POL, FTTH

Communication Solution Experts

- Wireless communication to turnkey network management
- Complete projects from inception to handover
- Provide instantaneous and uninterrupted communication with special expertise where locations are numerous and geography diverse

Wireless Communication

- High speed point-to-point and point-to-multi point systems for any situation
- Improving bandwidth and maximizing link reliability
- Coordination and execution of company-wide telecommunications upgrade
- Work with major telecommunications carriers to improve cell coverage

Tower Solutions

- Complete construction of sites and towers from greenfield, engineering design, site civil work and foundations, rigging, shelter provisioning, alternative power solutions, commissioning, testing and handover
- All civil & electrical
- Engineered solutions
- Perform tower audits to meet CSA S37-13 standards
- Experience working with ISED, NAV Canada and Transport Canada bureaucracy

RECENT PROJECTS

Communication Installation and Monitoring for Major Pipelines



Fiber Installation for Cities and Counties



First Nations Connectivity Solutions



Communications for Remote Camps



Tower Construction



Corporate Networking Infrastructure



150 CLIENTS



- › **Trusted partner of some of the largest companies in the world**
- › **Clients primarily in Canada and gaining acceptance in US market**
- › **Client retention is very strong**
- › **Long-term relationships**
- › **High customer satisfaction**
- › **High degree of experience in the following vertical markets:**
 - › **Oil & Gas**
 - › **Government**
 - › **Mining**
 - › **Telecommunications**
 - › **Agribusiness**
 - › **Pipelines**
 - › **Engineering/Construction**



TEAM



Talent 45

Executive Managers	5	Managers	4
Administration	5	Field Foreman	3
Engineering	3	Field Technician	18
NOC/Programming	6	Fleet Management	1

Known for delivering complex solutions

Access to additional bench to grow the team

Numerous Certifications

Culture and Morale

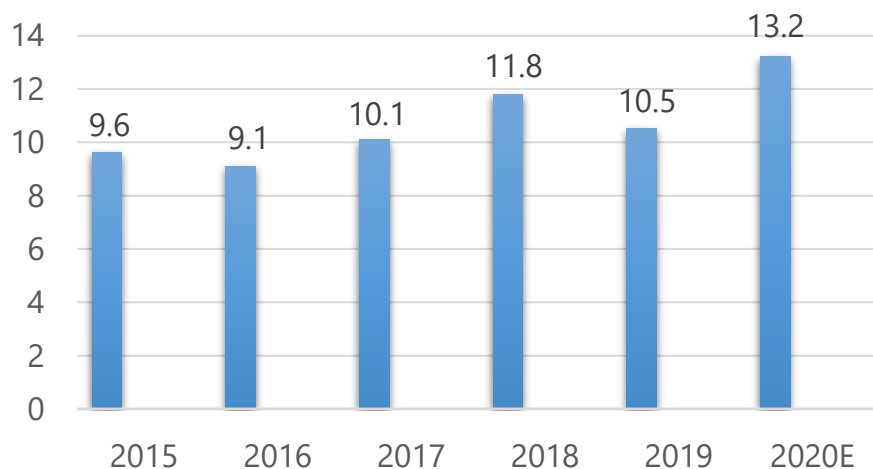
- › High morale as teams get to work on exciting and innovative projects
- › Strong teams with modern technology skills
- › Very low attrition rate



FINANCIAL INFORMATION

Revenue

(000,000) \$CDN



- › **52% of the total revenue is managed services - contracted recurring revenue based on 3-5 yr terms**
- › **Continuous organic growth**
- › **Profitable each year**
- › **All business generated by referrals and repeat customers (no sales team)**
- › **Adjusted EBITDA**
 - › **2015 - \$1.1m**
 - › **2016 - \$0.7m**
 - › **2017 - \$1.3m**
 - › **2018 - \$1.5m**
 - › **2019 - \$1.3m**
- › **Assets - \$1m Book Value
- \$3m Replacement Value**

ACCORDO OFFERS

High-end, high-value technical team with an ability to assimilate emerging technologies



Loyal enterprise-class clients with high degree of repeatable business



Consistent growth with an ability to scale faster than the current pace with additional resources



On-site, nearshore and offshore service and support offerings

Strong vertical market expertise in Oil & Gas, Government and Telecommunications sector

Growth in USA

SHAREHOLDER OBJECTIVES

With the right Strategic Buyer, they could be several times their current size

All Shareholders are open to discussions about exiting or staying with the company post transaction



All 4 Shareholders work Full Time in the Company

They are exploring all options to accelerate the growth of their Company

The board is open to any and all options that a serious buyer puts forward

INTERESTED?

Accordo & TEQUITY

Accordo has retained Tequity to explore its options and evaluate interested acquirers. A substantial amount of detailed information to assist in your analysis has been accumulated in our Virtual Data Room. Qualified prospective acquirers will be required to sign a Non-Disclosure Agreement and provide information that illustrates their credibility in being able to complete a transaction.

Should you have an interest in exploring this opportunity, we welcome the chance to speak with you. Replies will be kept in the strictest confidence.

For more information please contact:

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TEQUITY

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