

INVESTMENT OPPORTUNITY

Application Service Provider
CLOUD COMPUTING

HIGH GROWTH / HIGH MARGINS
SIGNIFICANT RECURRING REVENUES
PROPRIETARY TECHNOLOGY
HIGHLY SCALABLE BUSINESS MODEL

WHY SHOULD A STRATEGIC INVESTOR

LOOK AT THIS OPPORTUNITY?



2012 Proj. Revenue - \$10.0MM

Location – Northeast

2012 Proj. EBITDA - \$2.8MM

THE COMPANY is an application service provider and is the leading provider of hosting services within its two primary industry verticals. By leveraging its proprietary technology and applications it provides its user base access “*In the Cloud*” to a highly reliable and secure hosted network delivering a superior turnkey solution to its customers at a fraction of the cost of in-house alternatives.

- ✓ Rapid growth with near 100% customer retention – “sticky” recurring revenues
- ✓ High margins and an extremely scalable business model
- ✓ Leadership positions in two primary industries with over 15,000 users currently on the network
- ✓ Agreements in place with several industry brand leaders & other industry verticals identified
- ✓ Enormous growth potential with 98% of existing verticals yet to adopt “*cloud*” solution
- ✓ Proprietary clustering & virtualization technologies - highly efficient network architecture
- ✓ Experienced management team and workforce eager to accelerate growth
- ✓ Superior reputation for network reliability and quality customer service
- ✓ Outstanding growth opportunities for which the company is very well positioned

THIS REPRESENTS A UNIQUE OPPORTUNITY TO INVEST IN A HIGH GROWTH, HIGHLY PROFITABLE BUSINESS WITH SIGNIFICANT RECURRING REVENUES BENEFITING FROM THE INCREASING CONSUMER ACCEPTANCE OF CLOUD COMPUTING. THE COMPANY IS KNOWN FOR ITS HIGH RELIABILITY AND QUALITY AND IS LEVERAGING PROPRIETARY TECHNOLOGIES & APPLICATIONS TO EFFECTIVELY MEET THE INCREASING DEMAND FOR ITS SERVICES WHILE DELIVERING SUPERIOR RESULTS FOR ITS SHAREHOLDERS. THE COMPANY SITS ATOP THE “INDUSTRY PYRAMID” WHERE “SOFTWARE AS A SERVICE” IS MERGING WITH “CLOUD COMPUTING”.

Financial Highlights

	2008	2009	2010	2011 est.	2012PF	2013PF	2014PF	2015PF	2016PF
Revenues	1,790	2,552	4,285	6,500	9,900	14,400	20,900	30,300	43,900
% Growth		42.6%	67.9%	51.7%	52.3%	45.5%	45.1%	45.0%	44.9%
Gross Profit	1,642	2,332	3,623	4,810	7,356	10,742	15,654	22,786	33,144
Operating Expenses	1,321	1,661	2,276	3,150	4,522	6,320	8,892	12,582	17,884
EBITDA	321	671	1,347	1,660	2,834	4,422	6,762	10,204	15,260
% of Revenues	17.9%	26.3%	31.4%	25.5%	28.6%	30.7%	32.4%	33.7%	34.8%