



How a Merger Can Help You Make the Most of Your IT Business

You've built a valuable business. Now, add rocket fuel.

Are you completely satisfied?

There's a good chance you started your IT business for some combination of these three reasons:



You wanted financial security.

There's also a good chance that your business hasn't always allowed you to live out these ideals.



You wanted time freedom.

You may earn a nice income, but, as a business owner, it's dependent on your constant effort – and sometimes the stress of that can leave you feeling insecure.



You wanted to do something you were passionate about.

You may claim to have control over your time, but your clients or employees want it, too. As a result, you've probably found yourself working late responding to RFPs, or answering support requests when you'd rather be having dinner with your spouse or attending your kid's soccer game.

And you may get to work with technology you love. But with so much on your plate, and with technology constantly evolving, you're certainly doing a lot of things that you don't particularly love, too.

The bottom line

If you're 100% satisfied with your IT business and the lifestyle it affords you, then this probably isn't for you.



Andy - Support Engineer

But if you're holding onto the hope that your business could give you a *better* lifestyle and create more value, without requiring you to spend so much time on activities you aren't passionate about:

**It might be worth
considering a
merger with us.**

Why a merger?

When done well, a merger can allow you to reap all of the rewards of business ownership while minimizing the drawbacks and risks.

Financial security

Instead of owning 100% or a large portion of a small pie, you own a smaller piece of a much larger pie. Practically, this translates to more value. Economies of scale allow larger IT services companies to grow more efficiently than small shops. It also provides you with more potential exit value, since there is little to no market for very small IT services firms, especially where the owner(s) are heavily involved in the day-to-day business.

Time freedom

By joining an expert team, you get to offload the time commitments you never wanted. No more weekend support calls. No more late-night proposals. This translates to better quality of life.

Work on what you're passionate about

In the same way, when you collaborate with a larger team, you won't have to work on things you don't like. You can dive into what you're good at and what you have passion for, and delegate other responsibilities to a well-qualified team. For example, perhaps you want to limit your duties to that of a Virtual CIO, or Account Executive, or Project Manager, or Network Designer.

Everyone wins from economies of scale

Imagine a fully staffed team at your disposal. Your clients get access to a broader range of "fully baked" services, and your business gets rocket fuel for growth. Two IT companies competing over a few square miles of metro area will struggle to get ahead; IT companies working together can market themselves and serve their clients more effectively.

Why Exigent?

If you are interested in a merger, here's why our company may be a fit.

We know your business is more than a balance sheet.

Because we get the struggle of entrepreneurship.



Listed on MSPmentor
501 list multiple
times



Listed on CRN's MSP
500 multiple times



Named one of
New York's Top B2B
Companies by Clutch



Named one of
Best Companies To
Work For by NJBIZ
Magazine



But when Dan Haurey founded Exigent in 1997, he was the company. That meant putting in long days and nights to keep the small shop running. Slowly, over the course of more than two decades, Dan and a growing team built Exigent into the respected, award-winning firm it is today.

In other words, we know what it's like to build a small IT business – and we know the care you've put into yours. Unlike some investor-backed conglomerates, we don't see you as a spreadsheet. In fact, we simply want to bring you on as a partner and fellow owner, ideally.

We have a culture of excellence.

If you partner with us, here's the ideology you'll be joining.

Core purpose

Our core purpose is to be a leader and example of excellence to all who value the role technology plays in business, while simultaneously enriching the lives of our valued staff and partners.



Fred - Senior Systems Engineer

Our core values

- We value charity and goodwill.
- We realize there are no shortcuts to true excellence.
- We believe in the power of teamwork and collaboration.

Our culture

- We honor the golden rule
- We are humble
- We value transparency
- We are honest and value integrity
- We lead by example
- We value continuous education
- We value innovation and forward-thinking
- We foster a passion for life, work, and everything in between
- We discourage negativity

Yes, anybody can say these things. We live them.

We have a history of healthy business growth.

We're grateful to have grown steadily for over two decades.

Here are some high-level numbers:



2

acquisitions

completed to date -
more in the works



11%

average

YoY revenue growth
since 2015



2021

will be a banner year
for MRR and topline
revenue

The framework

We seek companies that have a minimum of \$120,000 in annual recurring revenue (approximately \$10,000/month).



Alyssa - Sales Support Representative

Here's how we approach mergers and acquisitions:

- We strive to create more exit value for you. Again, if you're satisfied with your lifestyle and aren't concerned about creating business growth, this may not be for you.
- We only work with cultural fits. If, after discussion, we find that our businesses don't align on core ideologies, it's best to avoid making an unhappy match.
- We pursue rollover investors. We're not looking for business owners who want to sell and then skip out. We're looking for owners to take an active part on our leadership team.
- We work hard to do integration right. We'll create a timeline for integrating your clients, employees, and processes into our portfolio, and then do our best to take care of everyone involved.

The process

Here's how the initial process would work.

1. Let's have a conversation. First, we'd get to know each other and discuss the nuances of the businesses to figure out if we'd be a fit.

2. Due diligence. Second, you'd get the opportunity to dig into Exigent, and we'd ask for detailed information about your business.

3. We negotiate an offer. You decide whether to move forward.



Nick - Junior Support Engineer

Want to learn more?



Business ownership can be stressful. Joining a team can make it better. If you're not satisfied with the financial security, time freedom, and type of work you're doing as the owner of a small IT company, let's talk.

You may stand to benefit from a merger – and realize more of the dream of business ownership.

The first step is to have a no-pressure conversation, where we can get to know each other and get a feel for if our businesses would be a good fit.

Schedule a time for a quick call at the link below. And regardless of the route you choose, here's to making the most out of your IT business.

Schedule a Call