



***Enterprise-level
cybersecurity and IT
solutions for small and
medium-sized businesses***



Introducing Bytagig

Our Company:

We are a rapidly expanding IT services company that offers a unique portfolio of services which has traditionally been unavailable to small and medium-sized enterprises. Our expertise lies in delivering a comprehensive range of IT services, with a particular emphasis on cybersecurity, one of the most mission critical challenges facing virtually all business today.

Our Goal:

Our strategic vision is centered on the consolidation of underperforming IT service firms across the nation, to optimize their operations and establish a prominent regional or national presence. As we expand our operations, both our customers (and our shareholders) will benefit from our significantly expanding economies of scale, the continued development and deployment of our proprietary service offerings, and our ability to provide superior service and 24x7x365 monitoring and maintenance in support of our middle-market clients leveraging a state-of-the-art network operating center and the skills of a highly trained and experienced team of IT professionals.

Opportunity for Investment:

The Company is seeking **between \$18M and \$20M in debt and equity financing** to be used to fund pending acquisition and for working capital and general corporate purposes

Investment Highlights



- Bytagig offers a powerful value proposition featuring a **broad portfolio of next-gen services** with a focus on **cybersecurity**, designed, delivered, and priced specifically to meet the increasingly complex requirements of the SME Market, a market that has been traditionally underserved in many respects.
- **Large addressable and fragmented IT service market** poised for consolidation with many smaller players seeking exits.
- Bytagig is engaged in **acquisition negotiations** under LOI with two IT services companies and is in advanced discussion with two additional IT services targets.
- Multiple acquisition targets that have lagged in terms of adopting the latest technologies and delivering quality customer service, creating **an opportunity for Bytagig to acquire, build scale, upgrade service offerings, improve customer service** and garner additional and more profitable revenues post-acquisition.
- Attractive business model featuring **recurring revenues, long-term contracts, strong margins** and minimal capital expenditures.
- Aggressive **entrepreneurial management team** with both strong technical and operational experience.






The Challenge

Technology Reliance comes with responsibility.

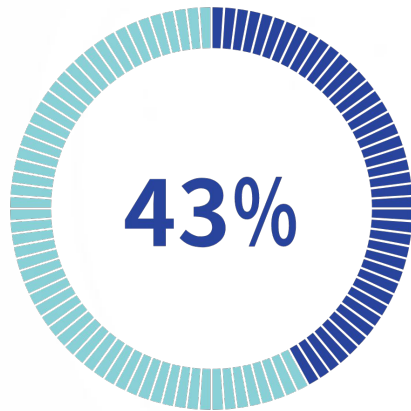
While businesses continue to adopt and rely on new technologies, the costs and complexity of maintaining these technologies and protecting underlying sensitive and proprietary data continues to surge.

Larger enterprises with resources and capacity have managed to adapt to these changes by expanding in-house IT staff and investing in more sophisticated cybersecurity measures. **However, smaller businesses find themselves in the precarious position of relying heavily on technology - but lacking the necessary resources to effectively address technology's cost and complexity challenges.**

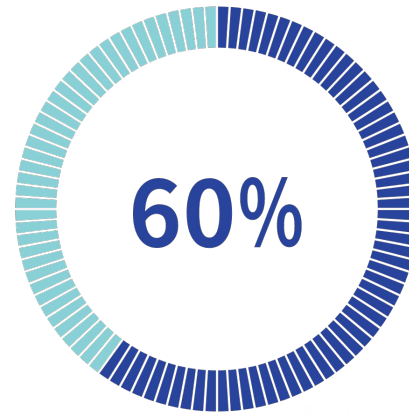


The Challenge

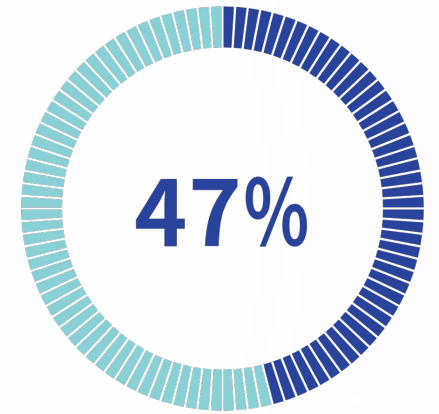
Cyber Criminals Attack Small Businesses.



of cyberattacks target small businesses – a market segment that is the least well-equipped to prevent them.



of small businesses go out of business within 6 months after a cyberattack.



of small businesses do not have the basic cyber protection to stop an attack.

Small Businesses IT Challenges

Many SMBs are Dissatisfied with their IT Providers

► IT Providers Need to Close the SME Cybersecurity Gap

“Cybersecurity has reached a tipping point, breeding a culture of fear in SMBs. While 83 of SMBs are worried that they will be the target of a cybersecurity attack in the next six months, only 14% feel that they can defend themselves. SMB owners know that they need to act, but they cannot defend themselves—they need help from IT providers.

(Source: Key point Intelligence)

► Vendors are not Addressing SME Needs

A significant proportion of the businesses surveyed (around one in five) expressed concerns about their lack of awareness of security vendors and the different solutions that they offer. A similar proportion of businesses said that they struggled to decipher which solutions they really need (they cited “vendor solutions being too complex and time-consuming to implement” as a challenge).

inadequate disaster recovery
lack of scalability
lack of communication
lack of proactive support
lack of training
inadequate technical expertise
lack of transparency
service level agreements
poor customer service
slow response times



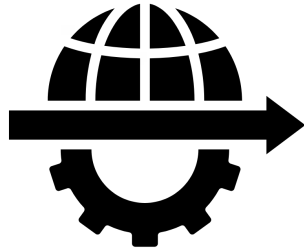
About Bytagig

Our **core competency** is our ability to provide a broad portfolio of next-gen services, designed, delivered and priced **specifically to meet the increasingly complex requirements of the SME Market.**



Cybersecurity

- Real-time monitoring
- Vulnerability scanning
- Security awareness training
- Next-gen antivirus



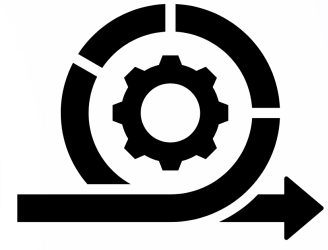
IT Infrastructure

- Desktop support
- Software installation
- Network design
- Web set up & hosting
- Email migration



IT Management

- Project management
- Managed service
- Office support
- Software training



Software & Web Services

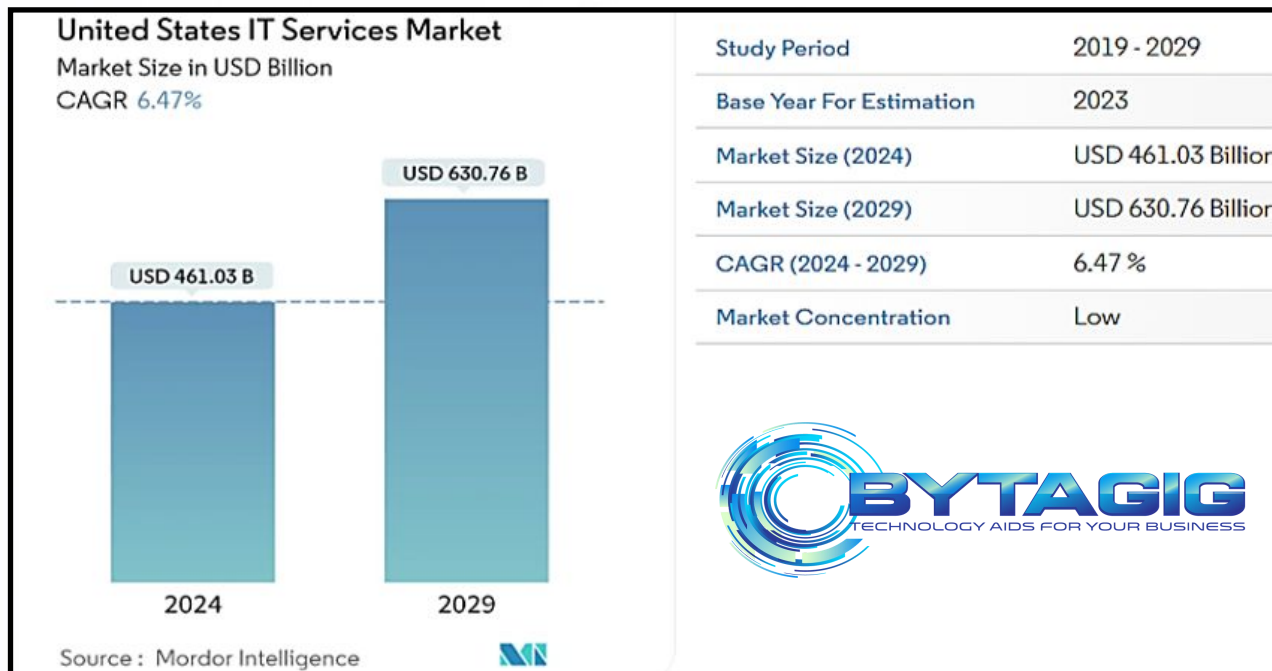
- Vendor selection
- Website design
- Data analysis (excel)

Bringing Enterprise-Level Services to the SME Market at an Affordable Price



Our Market

The US IT Service Market is large, growing and **yet remains highly fragmented.**



Go-to-Market Strategy

Multi-pronged cost-efficient strategy to build customer base and grow revenues.



PROMOTIONS

Offer promotional evaluations, long-term contract discounts, software demos, etc.



COLLABORATIONS & REFERRALS

Partner with other SME service providers (Law firms, PA, bankers, insurance, etc.)



DIGITAL MARKETING & ADVERTISING

Utilize a holistic approach, from social media and SEO, to reach and engage the target audience.



TRADE SHOWS & EXPOS

Attend industry events for networking and brand showcasing



INTERACTIVE WEBINARS

Curate expert led webinars on tech trends and products insights.



DIRECT SALES

Direct in-house and outside sales force.

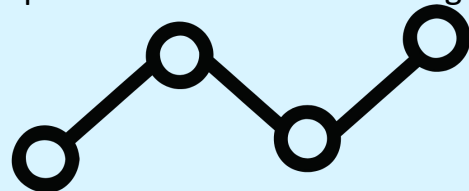


Growth Strategy

Bytagig intends to rapidly grow its revenues and cash flows by **investing in and enhancing its current operations (organic)** and via an aggressive **acquisition initiative (strategic.)**

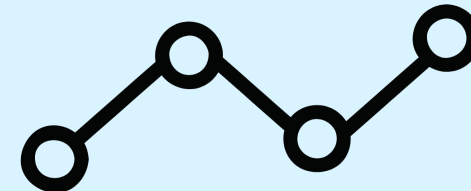
Organic

- Invest in sales & marketing
- Recruit highly qualified technologist
- Develop additional proprietary products
- Invest in centralize NOC to enhance customer service and monitoring capabilities
- Continue to expand product portfolio and service offerings



Strategic

- Aggressively seek to identify, acquire and integrate other IT Services providers and adjacent and complimentary business to expand footprint, product offerings, leverage scale and rapidly grow revenues and profits



Strategic Acquisitions Thesis

Bytagig firmly believes that the current industry environment is primed for consolidation, and that we are uniquely positioned to lead this effort. As such, we are confident that by pursuing an aggressive strategy of acquisitions, we can rapidly establish ourselves as a dominant player in the SME IT services market.

Our strategic rationale is as follows:

- ✓ With a primary focus on serving the specific needs of Small and Medium-Sized Enterprises (SMEs), Bytagig's **core competency lies in delivering uniquely tailored solutions to a small business market which businesses we believe have been frequently underserved.**
- ✓ Our industry is **large yet remains fragmented.**
- ✓ The **early founders** of IT companies are approaching retirement and **are seeking exits.**
- ✓ Many of the companies that were established decades ago have **lagged behind in terms of adopting the latest technologies**, creating an opportunity for our company to upgrade those company's service offerings, improve customer service and garner additional and more profitable revenues post-acquisition.
- ✓ By leveraging our technical expertise and leading with our SME-focused value proposition, through acquisitions we can achieve economies of scale, and **expand our margins.** In doing so we can invest in **cutting-edge technology, sales, marketing and product development** - enabling us to attract more, larger and more profitable customers.
- ✓ Through consolidation, Bytagig has an opportunity to leverage its competencies to create **shareholder value** by realizing valuation multiple expansion, while further reinforcing our standing as a definitive industry leader.



Integration and Synergies Optimization Roadmap



Our Six-point plan for post-acquisition integration and synergies realization is as follows:



Assessment and Planning:

Conduct thorough due diligence and develop a detailed integration roadmap.



Technology and Process Alignment:

Integrate technology and streamline processes for efficiency.



Talent and Culture Assimilation:

Retain key talent, promote a unified culture, and invest in ongoing employee development and training.



Client Transition and Revenue Synergy:

Ensure seamless client transitions and leverage cross-selling opportunities.



Cost Synergy Realization:

Achieve cost synergies through the elimination of redundant back-office functions and optimizing and consolidating operations.



Performance Monitoring and Continuous Improvement:

Establish KPIs, monitor progress, and refine strategies for success.



Acquisitions and Proforma Operating Summary

Operating Summary & Purchase Price Assumptions

Operating Summary

(\$ in 000's)

2023	2024	2025	2026
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Proforma Revenue

Bytagig	\$ 1,300	\$ 1,820	\$ 2,548	\$ 3,567
LOI 1A	500	700	980	1,372
LOI 2S	2,800	3,920	5,488	7,683
LOI Pending 1C	1,900	2,660	3,724	5,214
LOI Pending 2F	1,500	2,100	2,940	4,116
Total	\$ 8,000	\$ 11,200	\$ 15,680	\$ 21,952
Growth %		40%	40%	40%

Proforma EBITDA

Bytagig	\$ 100	\$ 637	\$ 892	\$ 1,249
LOI 1A	150	245	343	480
LOI 2S	1,540	2,156	3,018	4,226
LOI Pending 1C	500	931	1,303	1,825
LOI Pending 1F	420	735	1,029	1,441
Total	\$ 2,710	\$ 4,704	\$ 6,586	\$ 9,220

Synergies

\$ -	\$ 470	\$ 659	\$ 922
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Adj. EBITDA

\$ 2,710	\$ 5,174	\$ 7,244	\$ 10,142
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Purch. Price

na
\$ 600
9,000
2,500
2,000
\$ 14,100

Bytagig is currently in negotiations to purchase four IT services companies with two signed LOIs and two others pending.

**Aggregate purchase price
~ \$14.1 M**

We believe through revenue and cost synergies the pro forma company could generate Revenues and EBITDA in excess of **\$22M** and **\$10M**, respectively by YE 2026



Proforma Capitalization

Our intention is to finance the proposed acquisitions (our initial acquisition) through a combination of debt and equity, with debt financing accounting for approximately **75%** of the purchase price. **We propose selling equity at a pre-money valuation of approximately \$22 million or at a 5.5X EBITDA Multiple based on 2026 Proforma EBITDA⁽¹⁾.**

Debt from Financings	
Total Purchase Price (All Acquisitions)	\$ 14,100
Less: Seller Financing (LOI 2)	(5,700)
Subtotal	\$ 8,400
Debt Financing Sought @ 75% of Purchase Price	
Bytagg	-
LOI 1A	300
LOI 2S	3,750
LOI Pending1C	1,125
LOI Pending1F	1,125
Total debt to finance	\$ 6,300
Equity Raise Requirement	\$ 2,100

TEV / Equity Value Calculation ⁽¹⁾	
EBITDA Pro Forma (2026)	\$ 10,142
Multiple	5.5x
TEV (Discounted)	\$ 40,923
Less: Pro Forma Debt	(11,500)
Equity Value Pre	29,423
Equity Value Post	\$ 31,523
Equity Sold	\$ 2,100
% of Company Sold	6.7%

1) Pre-money valuation based on 2026 EBITDA times 5.5x EBITDA Multiple discounted back 2 years at a 17% WACC



Hypothetical Proforma Valuation 2026

While the Company plans to close a number of additional acquisitions and only sell the combined business when market conditions are optimal, presented below is a hypothetical Exit valuation for the company based only the “initial acquisitions” and valuation based 2026 EBITDA with various exit multiple scenarios.

Annual Unlevered Cashflows

EBITDA	2024	2025	2026
Bytagig	\$ 637	\$ 892	\$ 1,249
LOI 1A	245	343	480
LOI 2S	2,156	3,018	4,226
LOI Pending 1C	931	1,303	1,825
LOI Pending 1F	735	1,029	1,441
Synergy	470	659	922
Cash Flow (Exc. Cap-ex)	\$ 5,174	\$ 7,244	\$ 10,142

EXIT VALUATION

Hypothetical Valuation	
(\$ in millions)	
Rev 2026	\$ 21,952
EBITDA 2026	\$ 10,142

	EBITDA Multiple Range		
	7.0x	8.0x	9.0x
TEV	\$ 70,993	\$ 81,135	\$ 91,276
Less: Debt	(12,000)	(12,000)	(12,000)
Hypothetical Equity Value	\$ 58,993	\$ 69,135	\$ 79,276

Exit Multiple	Cash Flows				IRR	Cash/Cash
	T(0)	2024	2025	2026		
7.0x	\$(2,100)	\$ -	\$ -	\$3,930	23%	1.87x
8.0x	\$(2,100)	\$ -	\$ -	\$4,606	30%	2.19x
9.0x	\$(2,100)	\$ -	\$ -	\$5,281	36%	2.51x

Management



John Jackson: *CEO*

An expert in helping organizations to understand their IT needs, John Jackson has been helping small businesses as an IT consultant since 2009. After graduating from Portland State School of Business with a degree in business information systems, John saw a significant gap between the IT capabilities of small firms and larger businesses that prevented smaller companies from effectively competing in the marketplace. To bridge that gap and feed his passion for helping small businesses to grow, he created Bytagig to provide smaller firms with the same IT capabilities as their larger competitors.

Jesse Boydstun: *Service Manager*

Jesse Boydstun is an integrator who inspires others to excel in complex and challenging situations. Residing in inner Southeast Portland, Jesse serves as the IT Service Manager at Bytagig LLC since 2020. Having recently relocated from New York, he holds a Master's degree in Computer Science from Columbus State University.

Craig Calkins: *Lead Technician*

Craig Calkins is an enthusiastic team lead, who looks to grow his team together, expanding their knowledge and increasing customer service quality!



Advisory Board



Chris Marston: *Legal Counsel*

Founder and CEO of Exemplar Companies, Chris Marston is a pioneer in value-based pricing in law, expanding his model across various sectors. He emphasizes innovation, work-life balance, and sharing insights globally.

Carter Henderson: *CFO / M&A Advisor*

A portfolio manager and private equity professional, Carter Henderson excels in financial analysis, modeling, and industry research, contributing to strategic investment decisions and company growth.

Chris Wiser: *Business Development*

CEO of 7 Figure MSP™, Chris Wiser offers business coaching to MSPs, focusing on sales, marketing, and scaling strategies to ensure their growth and long-term success.

Brad Blazar: *Capital Raising*

An entrepreneur who founded an oil company and evolved into a capital-raising strategist, Brad Blazar now educates on wealth creation through capital raising, offering books, coaching, and a podcast on the subject.



