



Presidium: Case Study

"Their experience with this process will ensure you take the right steps, ask the right questions, and arrive at an end result you will be happy with."

The Host Broker

4620 Teviot Place
North Vancouver, BC
CANADA V7R 4M5

1 888 436 5262
info@thehostbroker.com
thehostbroker.com

When some desired life changes became too important to ignore, the owners of British Columbia-based managed services provider Presidium Networks knew something had to be done. Having grown the business quickly by providing exceptional IT services and customer support, the two partners decided it was time for a change so they could each pursue new goals. However, uncertainty about what path would lead to the best outcome for all involved led the pair to call on Hartland at The Host Broker to explore the options available to the business and, as important, to each of them.

THE PROBLEM

After growing quickly in their market, Presidium's growth had plateaued. The available footprint for new customers in the small town where the business was located was not expanding. As a result, the company was left managing and maintaining a strong set of current customers without a clear path to acquire new business. At the same time, the two founders realized that their individual passions and interests did not necessarily still include the energy needed to break through that plateau and reignite growth. For the better part of a year, the

company's owners considered selling the business, even going so far as to engage with a local competitor about a possible acquisition that never came to fruition.

THE HOST BROKER SOLUTION

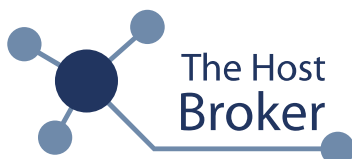
For more than twenty years, Hartland and The Host Broker have been helping facilitate the sale and purchase of IT companies, managed service providers, and hosting businesses. This experience is about more than just due diligence and financial statements. The Host Broker's understanding of the IT acquisition landscape meant that the owners of Presidium would receive counsel, support and peace of mind while navigating the process of selling their business.

The Host Broker focuses on matching buyers and sellers who want the same things, aligning expectations and outcomes for all parties so that any eventual transaction is a welcome conclusion.

WORKING WITH THE HOST BROKER

The owners of Presidium Networks detail what the process of selling their business was like in their own words.:

"Letting go of a business you've spent years building can be not just professionally taxing but emot exhausting as well. Additionally, the prospect of navigating a sale was something we had no thought of how to approach and were truly out of our element."



The Host Broker

4620 Teviot Place
North Vancouver, BC
CANADA V7R 4M5

604 731 5530
info@thehostbroker.com
thehostbroker.com

With Hartland from The Host Broker's help, we were able to determine a reasonable value for our business based on EBITDA, and after talking with a number of interested parties, we narrowed to two potential buyers that were within our parameters with regard to how they would treat our customers and what value they placed on the business we worked years to build.

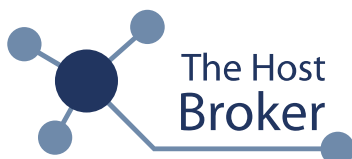
The sales process began in earnest in March and closed in May, which was exceedingly quick considering we spent the better part of a year considering a sale without making much progress on our own. Hartland and The Host Broker team were invaluable in this process as their experience allowed us to address any potential roadblocks ahead of time, and sanity check our thoughts as we went through the process."

experience with Hartland and The Host Broker, the pair state, **"We would strongly recommend any business looking to navigate a sale or acquisition contact Hartland for assistance. The Host Broker team has an exceptionally strong network of business buyers and sellers. Their experience with this process will ensure you take the right steps, ask the right questions, and arrive at an end result you will be happy with."**

THE RESULTS

Throughout March and April of 2021, The Host Broker matched Presidium with a number of potential purchasers, helping guide discussions to determine which of those companies might be the best fit for acquiring Presidium. By the end of April, Presidium Networks was able to move with confidence into a purchase agreement with the eventual buyer. After due diligence, the deal closed by the middle of May.

Presidium Network's original owners are now able to each pursue new ambitions and interests, including one partner relocating to a new location entirely. To summarize their



The Host Broker

4620 Teviot Place
North Vancouver, BC
CANADA V7R 4M5

604 731 5530
info@thehostbroker.com
thehostbroker.com