



Company Overview

www.ntiva.com
mergers@ntiva.com

Ntiva: By The Numbers



**Annual
Revenue:**
\$90mm+



Clients:
1400+



**4 Region
Foundation,
National
Coverage**



**Award-
Winning IT
Services**



Employees:
450+

WHO IS NTIVA?

Company Description

Ntiva is a leading IT services company that provides businesses across the U.S. with advanced technology expertise and support, including expert-managed IT services, strategic consulting, cloud services, cyber-security and cloud communications solutions.

Ntiva's team of world-class talent genuinely cares about the relationships they build and understands that response and precision are fundamental keys to a successful partnership.

The ultimate objective is to help clients leverage their technology investments to improve business performance.

Our IT Services

Managed IT Services	Managing day-to-day critical IT infrastructure plus supporting the needs of end-users.
Managed Cybersecurity Services	Certified cyber experts protect our client's data and offer support in maintaining compliance with industry regulations.
IT Consulting & Digital Transformation	Strategic IT consulting and digital transformation services for businesses looking for technology growth and guidance.
Cloud Solutions	Public, private, and hybrid cloud solutions to deliver the reliability our clients deserve.
Governance, Risk & Compliance	GRC support for building an organizational strategy for aligning IT with business goals, while controlling risk and meeting regulatory compliance requirements.
Microsoft 365 Services	As a recognized Microsoft Gold Partner, clients count on Ntiva to provide the highest level of customer service and support with Microsoft 365.
Apple Technology	Our Apple experts and tools ensure the Apple ecosystem is supported on par with Windows.

NTIVA PARTNER HISTORY & SUCCESS

The Benefits of Partnering With Ntiva

Client Experience

Enhanced portfolio of client and account support resources, including a dedicated team of account management specialists.

Sales & Marketing Engine

Inside and outside sales teams to pursue new client expansion, plus a metrics-driven marketing team to maximize ROI.

Strategic Acquisitions

Take advantage of an ever-expanding roster of clients, products/services, and team members to supercharge the 'better together' story.

Regional Strength → National Opportunity

Four region foundation primed to grow nationally.

Service & Product Capabilities

Expansive and ever-growing portfolio of offerings, constantly being upgraded by taking advantage of automation, expert knowledge and new partnerships.

Personnel Development

Our motto says it all: "We exist to grow each other," with a focus on training and internal advancement.

"We are very pleased with our decision to join the Ntiva family. Not only have we provided additional growth opportunities for our employees, but our legacy clients have benefited from a broader range of services."



Kevin Doyle, General Manager, Midwest

"Our merger with Ntiva has provided us with an opportunity to take our company and our clients to the next level. Partnering with an organization that shared our core values was critical in our decision, and Ntiva was definitely our top choice."



Davin Neubacher, General Manager, Rocky Mountain

Long-Term Partnership Benefits

A History Of Success

13 transactions in the last six years have established a record of execution success, from diligence through integration.

Legacy Leadership

Over two-thirds of legacy owners/leaders are actively driving growth and organizational efficiencies within the company today.

Attractive Timing

Market dynamics and an active M&A environment mean lots of interested acquirers.

Significant Growth Trajectory

We are committed to the dual pursuit of organic and inorganic growth into the future.

NTIVA'S PROVEN STRATEGIC M&A PLAYBOOK DRIVES EXECUTION CERTAINTY

TARGET IDENTIFICATION

Target Acquisition Profile
High Level Financial/Business Metrics
High Level Operational Metrics

FINANCIAL DILIGENCE

Financial Analysis
Valuation Multiples
Accretive Addition
Forensics

INTEGRATION PLAN

Integration Playbook
Roadmap
Timeline
Expectation Setting
Communication



DEAL CLOSURE

Expectation Setting
Clean Timelines
Performance Target

OPERATIONAL DILIGENCE

GTM Alignment
Operational Maturity
Integration Synergy
Cultural Consideration

INTEGRATION EXECUTION

Program Management
Cultural Integration
Process Integration
Technical Integration
Organizational Integration

NTIVA TIMELINE/INTEGRATIONS

