

Specialized IT Security Reseller

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Nelson is a Canadian-based reseller of IT security solutions. The company provides technology solutions focused on detecting and preventing threats to organizations' IT systems and data, both on-premise and in the cloud. Nelson has excellent, long-standing relationships with their vendors. The company serves established, blue-chip clients active in a variety of end markets including Municipalities, Finance, Utilities, and Health Care. The owner is looking to sell 100% of the business.

Investment Highlights

Strong Client Base:
 35 active clients in the last year.

Preferred Reseller:
 15+ year relationships with main vendor.

Growth Potential:
 Identified path for growth and \$6M+ pipeline.

Dedicated Team:
 Experienced team of 2 working fully-remotely.

Specialized Product Portfolio:
 Four products supported.

