



# Click IT — Executive Summary

---

## The Opportunity

**\$400 billion.** That's the U.S. IT services market — fragmented across thousands of independent shops with no national brand, no standardized systems, and no scalable model. Click IT is changing that.

## What We've Built

Click IT is the **first and only franchise system purpose-built for IT services**. We convert existing independent IT shops into branded, systemized franchise locations — not build from scratch, not acquire. Convert.

- **15 years operating in the IT services space**
- **\$1M+ annualized revenue — from a single location in a small market (5-mile radius, 55,000 residents)**
- **66% gross margins | 24% net margins (includes franchise development costs; mature operating margin ~35%)**
- **Zero external debt**
- **Legally tested FDD and Franchise Agreement — already deployed and validated**

## The Model: Franchise Conversion

There are **30,000+ independent IT service shops** across the U.S. Most are owner-operated, doing \$500K–\$2M in revenue, with no brand leverage, no purchasing power, and no exit strategy. **Click IT gives them all three.**

- **Franchise fee:** \$59,996 (conversion discount: \$44,997)
- **Target:** Existing IT shop owners ready to professionalize
- **Buildout:** ~\$400K per location (franchisee-funded)

## Revenue Model: Two Streams

### Stream 1 — Upfront Franchise Fees

Each franchise sold generates \$45K–\$60K in upfront licensing revenue.

- 50 units sold → **\$2.25M–\$3.0M** | 100 units sold → **\$4.5M–\$6.0M**

### Stream 2 — Recurring Royalties (the annuity)

Ongoing royalty revenue from every operating franchise, every month.

- 50 units → **\$53M system revenue | \$2.6M+ franchisor EBITDA**
- 100 units → **\$106M system revenue | \$5.2M+ franchisor EBITDA**

*Franchise fees and royalties are independent revenue streams. Fees are collected at signing; royalties build a compounding annuity as the network scales.*

## Technology Edge: FaaST™

Our proprietary **Franchise-as-a-Service Technology (FaaST™)** platform is in active development — a patent-pending architecture that serves as the technical fulfillment layer for franchise operations. V1 targeted for Q1 2026.

## Leadership

**Al Harlow, Founder & CEO** — 15 years building the Click IT model from a single storefront. BA Economics, University of Colorado. Advisory board includes the co-developer of **Subway's \$5 Footlong** campaign and the executive who brought **Geek Squad to Best Buy**.

## Current Activity

Click IT is in active discussions with a **\$6B+ private equity firm** evaluating the platform as a potential investment. Deloitte Corporate Finance is engaged for due diligence.

## The Ask

We're seeking strategic capital partners who understand franchise-scale economics and the massive consolidation opportunity in IT services. If you invest in early-stage franchise platforms, SaaS-enabled services, or IT industry consolidation — **we should talk**.

---

**Al Harlow** | Founder, Click IT  
alharlow@clickitgroup.com | clickitfranchise.com