

Project Xavier

Summary

Xavier is a well-established provider of Oracle and Microsoft SQL server database services and cover all aspects in relation to strategy, security management, migration to cloud and ongoing managed services. The Company further delivers an exceptional on-premise and cloud infrastructure based on Azure and AWS delivering database migration, health check, security, installation and configuration, disaster recovery and performance monitoring. The Company has a skillful team of 28 professionals consisting of technicians, engineers and IT strategists. The Company has a gross profit of 85%. It acquires 35% of the business directly and the remainder is scored through channel partners. Xavier's revenue are typically spread across managed services, licensing and professional services. The Company is ISO 27001 certified and is based in South-East, UK.

Solution Offerings

Database Services: Oracle and SQL consultancy, support, managed services, licensing and optimization.

Cloud Infrastructure & Managed Services: Cloud assessment and readiness, cloud design, cloud backup and disaster recovery solutions, cloud migration and planning, cloud managed services.

Other Key Services: Operating system support, bespoke patching strategies, database security, health checks, database performance monitoring, installation and configuration, database mitigation and DBA cover.

Customers

Key Customers



Xavier has a total of 75 customers. It serves clients of all sizes in the manufacturing, education, healthcare, public sector, retail, technology and transportation sectors. The services are offered on multi-year contracts (1–3-years). The company primarily serves clients with 300-3000 employees where the database (LOB) is crucial. It has a NPS score of 98.

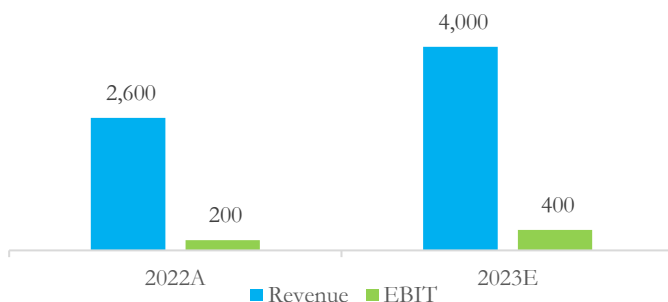
Partners

Key Partners

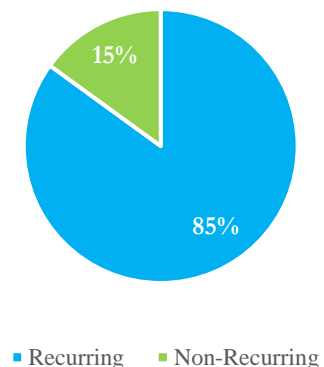


Financials

Financials Actuals and Forecasted



Revenue Split FY'2022



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