



Andy Sherman

Managing Director - MSP Profit Team
Whitman Transition Advisors

About Andy

Andy Sherman helps Managed Service Providers (MSPs) achieve “Apex Growth” with services built from deep experience as a growth leader in tech companies, particularly in MSPs.

His career began in sales and sales leadership roles at large organizations like IBM, Apple, and Sybase. He transitioned to the startup world as the founding VP of Sales for NaviSite, a pioneer in managed hosting, database, and application services. Over four years, he built a sales team of over 100 people, driving NaviSite’s growth from \$0 to \$100 million, leading to a successful IPO.

His next MSP experience was with Ntirety, a small managed database services company. As head of Sales and Marketing, and later COO, he led branding, productization, customer retention, and growth

initiatives, doubling sales. Ntirety was sold to a \$100 million company to accelerate its growth in managed database, cloud, and security services, where Andy took on General Manager and CMO roles.

Additionally, Andy served as CEO for two small software companies, leading them to successful exits. Drawing from this extensive experience, he founded Apex Growth Advisors to help MSPs accelerate their revenue and valuation growth.

Reach Out If You Need Help With:

- Mergers and Acquisitions
- MSP Revenue Growth Strategies
- Valuation Maximization for Exits
- Strategic Partnerships and Acquisitions



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