
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d) of
The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): April 29, 2019

INTELLINETICS, INC.
(Exact name of Registrant as specified in its charter)

**Nevada
(State or other jurisdiction
of incorporation)**

**000-31671
(Commission
File Number)**

**87-0613716
(I.R.S Employer
Identification No.)**

**2190 Dividend Dr., Columbus, Ohio
(Address of principal executive offices)**

**43228
(Zip code)**

Registrant's telephone number, including area code: (614) 388-8908

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the Registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure

On April 30, 2019, Intellinetics, Inc. (the “Company”) will present information during the Taglich Brothers Annual Investment Conference (the “Conference”). The Company’s presentation and participation at the Conference will be led by James F. DeSocio, President and Chief Executive Officer of the Company, and Joseph Spain, Chief Financial Officer, and will include information about the Company’s business operations and strategic initiatives.

A copy of the slide presentation to be given at the Conference is filed herewith as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by this reference.

The slide presentation filed herewith as Exhibit 99.1 contains forward-looking statements. A more thorough discussion of certain risks, uncertainties and other factors that may affect the Company is included in the Company’s most recent Annual Report on Form 10-K and in other reports, including Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, that the Company files or furnishes with the Securities and Exchange Commission.

The information reported under this Item 7.01 of Form 8-K, including Exhibit 99.1, is being furnished and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

Item 8.01 Other Events

On April 29, 2019, the Company issued a press release announcing a new services order from the Franklin County Board of Developmental Disability, a copy of which is attached hereto as Exhibit 99.2 and incorporated herein by reference.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

<u>Exhibit No.</u>	<u>Name of Exhibit</u>
99.1	<u>Investment Slide Presentation by James F. DeSocio, Intellinetics, Inc. at Taglich Brothers Annual Investment Conference, on April 30, 2019</u>
99.2	<u>Press Release of Intellinetics, Inc., issued April 29, 2019</u>

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

INTELLINETICS, INC.

By: */s/ James F. DeSocio*

James F. DeSocio
President and Chief Executive Officer

Dated: April 30, 2019



FORWARD-LOOKING STATEMENTS

This presentation contains certain forward-looking statements. Expressions of future goals and projections and similar expressions reflecting something other than historical fact are intended to identify forward-looking statements, but are not the exclusive means of identifying such statements. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those currently anticipated. Factors that could cause or contribute to such differences include, but are not limited to market acceptance, competitive factors, financial market conditions, and sufficient capital resources, and other risks and uncertainties set forth in Intellinetics' SEC filings, including but not limited to its most recent Form 10-K and subsequent SEC filings. Intellinetics undertakes no obligations to revise or update any forward-looking statements in order to reflect events or circumstances that may arise after the date of this presentation.

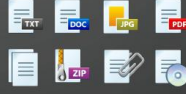
KNOWLEDGE IN MOTION

INTELLINETICS COMPANY PROFILE

- Cloud-based content services software provider, aka document management or ECM.



30.7B market by 2023*



INTELLINETICS COMPANY PROFILE

- IntelliCloud solutions make content secure, compliant, and process-ready driving innovation, efficiencies and growth.
- Our IntelliCloud™ suite of solutions targeting highly regulated, risk and compliance-intensive markets:
 - Primary focus: Healthcare / Human Service Providers (HSP)
 - Also: K12, Public Safety, Public Sector, Risk Management, Financial Services.
- 250 customers: multiple verticals and sizes with concentration in HSP, K12, law enforcement, public sector.

LEADERSHIP: JIM DESOCIO



- Relayware-Chief Revenue Officer: Doubled subscription revenue and tripled new customer logos in two years.
 - Merged with Zift Solutions in Sept '17.
 - XRS- EVP Field Operations: In 22 months launched new mobile solution changed the dynamics in Fleet Logistics space selling 462 new customers.
 - Successfully closed on sale of XRS to Omnitrac (Vista Equity Company) Oct '14.
 - Antenna Software-EVP Sales and Business Development: Grew bookings from \$8M to \$40M in four year period.
 - Antenna sold to Pegasystems.
 - Lawson Software-EVP Global Operations: Grew company revenue 62% to \$428M in three year period. Successful IPO in 2001.
-

INTELLINETICS SENIOR LEADERS

Matt Chretien - CSO

- Co-founder, director
- Strategic entrepreneur
- 25+ years in technology



Joe Spain - CFO

- M&A, SEC experience
- Was CFO of SAAS startup in omni-channel retail solutions
- Was Controller of \$40M unit of \$3B global mfg co.



KNOWLEDGE IN MOTION

INTELLINETICS COMPANY DYNAMICS

Historical challenge:

- Generic document management offering
- Weak two-tier channel distribution model

Actions:

- Expand direct channel in profiled market segments
- Changed partner strategy
- Diversify and expand product portfolio
- Transition from perpetual to recurring revenue model

KNOWLEDGE IN MOTION

INTELLINETICS STRATEGY DRIVERS

Expand direct channel (vs. two-tier)

- Higher revenue & margins
- More transparency and control
- Increase paths to market with more integrated products
- Product and Technology model Integrate all solutions ready-made for upsell
 - ICMS
 - EVV
 - IVAR

ERP/solution channel (two-tier)

- Repeatable sales to captive customer base
- Plug into existing marketing, sales and support operations
- Low cost of sale
- Low operational exposure
- One-Many sales model
- High growth model / more scalable
- Example: PSI, SUI
- Profile / funnel of partners

INTELLINETICS

Company Attractiveness

- ✓ Large market
- ✓ SAAS MRR model
- ✓ High margins
- ✓ <3% customer churn
- ✓ Own IP

Value Prop to Customers

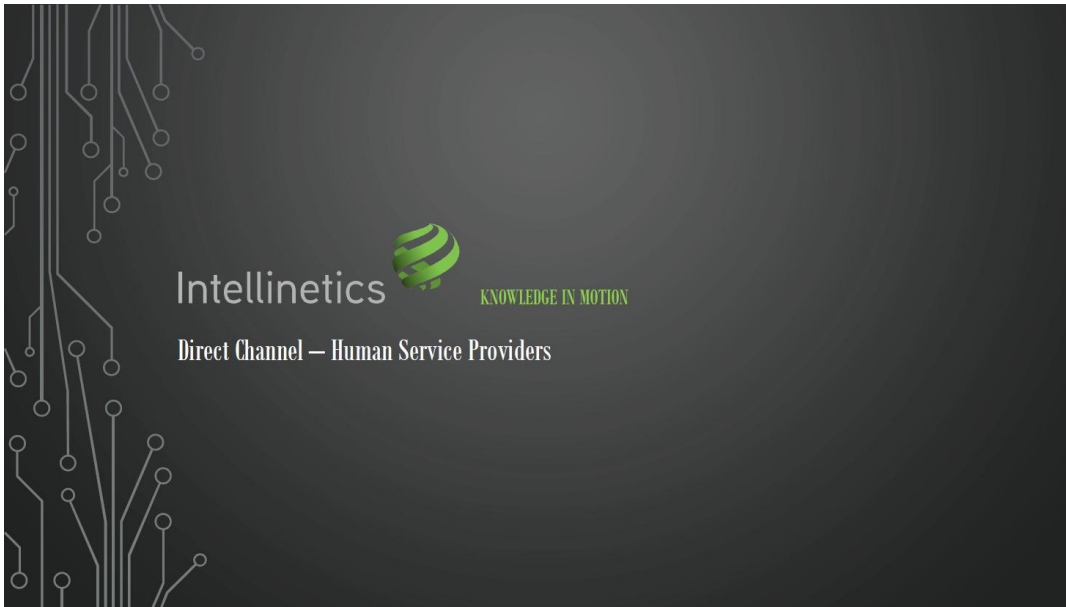
- Fast deployment
- Agnostic to back-end ERP system
- Superior ROI
- No CapEx req'd to implement

At a glance

- OCTQB: INLX
- Share price: \$0.13*
- Market cap: \$2.4M*
- Revenue \$2.3M



- Enhances company value
- Focuses M&A
- Focuses company sales, marketing, and partner strategy



Intellinetics



KNOWLEDGE IN MOTION

Direct Channel – Human Service Providers

HUMAN SERVICE PROVIDER (HSP)

HSP: Massive eco-system of public and private sector entities that provide services and resources to adults or juveniles.

- We have a strong presence in Developmental Disabilities (in 60 of 88 county boards of DD in Ohio); HSPs also includes providers for mental health, aging care, memory care, home health agencies, etc.
- HSP market is immense — tens of thousands of prospects
 - 5000 in DD in Ohio alone
- 1/3 of our customers are HSPs
- We have strong references/are a trusted vendor. Decisions are peer driven.

KNOWLEDGE IN MOTION

*SOLUTION PORTFOLIO EXPANDED
FOR MORE TRACTION/PENETRATION*

IntelliCloud™
Document Management - Content Services

with IVAR™ BI

IntelliCloud ICMS
Incident Case Management System

with IVAR™ BI

IntelliCloud™
Electronic Visit Verification - EVV

with IVAR™ BI

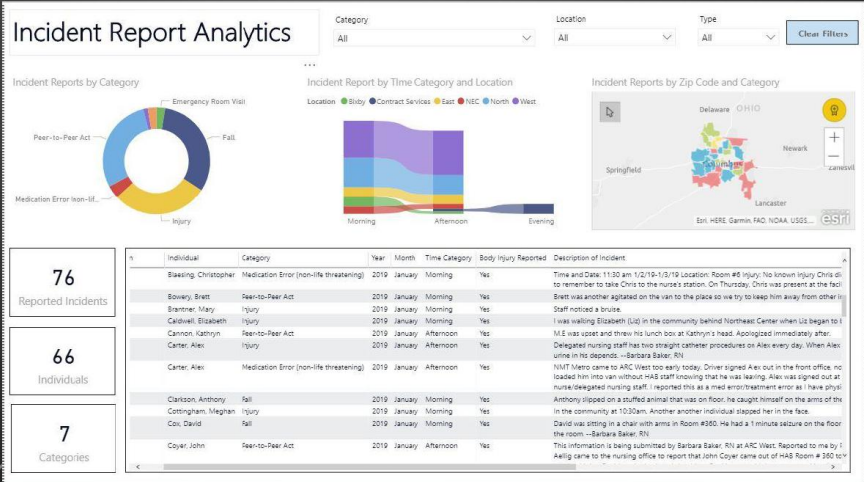
Intellinetics

KNOWLEDGE IN MOTION

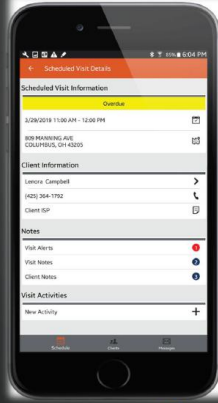
HSP DEVELOPED SOLUTION

- Incident Case Management Solution (ICMS) for Providers and County DD Boards
 - Beta completed February 19
 - General release April 19
- Electronic Visit Verification (EVV) - new Federal mandate that states implement EVV for all Medicaid personal care services and home health services that require an in-home visit by a provider. Ohio is one of 6 states implementing in 2019 (rest of country by 2023).
 - Beta completed May 19
- IntelliCloud Visualization Analytics & Reporting (IVAR) – Business Intelligence out of previously opaque data.

USER EXPERIENCE – IVAR™ (IntelliCloud Visualization Analytics & Reporting)



INTEROPERABILITY- MOBILITY



IntelliCloud™
EVV & Secure
Messaging Platform



IntelliCloud™
Content Services



IntelliCloud™
Incident Management

KNOWLEDGE IN MOTION

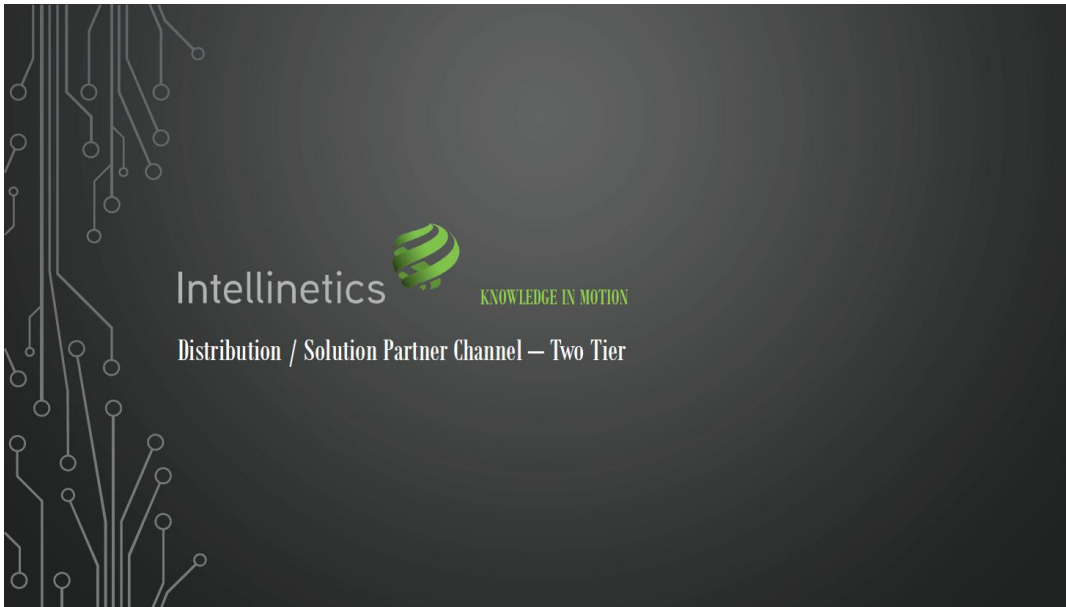
HSP — ELECTRONIC VISIT VERIFICATION

- Federal Govt mandate to be implemented by 2023 for Medicaid reimbursement
- Ohio one of six states requiring early: mandating by Aug 5th 2019
 - We have unique opportunity for low cost of entry
 - Stand alone mobile app for providers not consumers
 - Can add additional applications if desire but not required



Critical Requirements

- ✓ Easy to Learn / Easy to Use / Easy to Train
- ✓ Stand Alone Enabled – Backend Agnostic
- ✓ Only What You Need
- ✓ Competitively Priced
- ✓ Turn A Compliance Burden Into An Asset
- ✓ Powerful, Secure Messaging Platform
- ✓ Open Solution That Can Grow



Intellinetics



KNOWLEDGE IN MOTION

Distribution / Solution Partner Channel – Two Tier



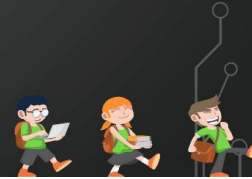
ERP/SOLUTION PARTNER PROGRAM PILLARS

1. Broad Content Services IP / Software Portfolio
2. Mission-Critical Practice Knowledge & Tools
3. Strong Marketing/Sales/Technical Support Teams
4. White Label...Market Protection / Brand Expansion
5. Flexible and Powerful Integration Program

EXAMPLE: SOFTWARE UNLIMITED (SUI) K12DOCS

- SUI: K-12 Financial Solutions, 950 Customers in eight states,
- Intellinetics applications: Finance, HR
 - Upsell opportunity: student records, incident reporting, board minutes, transportation
- First 10 'Early Adopter's Implemented
 - Paid in full for contract term
- General release in March 2019, 15 customers currently, across 5 states
- SUI Goal 60 new customers in FY19
 - Avg annual revenue year 1 is \$3900 (x 60 = \$234k) and \$2300 per year thereafter (x60 = 138k)
- Concentration in a specific market enhances enterprise value

KNOWLEDGE IN MOTION



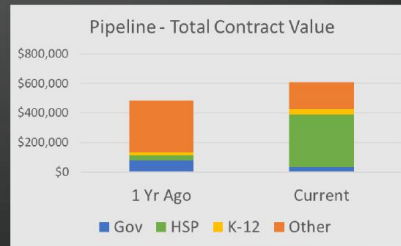
PROGRAM EXPANSION

- Goal: replicate the SUI model with additional software solution partners
- We have signed a new solution partner, Khameleon Software, as of Q1 2019
- We also have a pipeline of additional companies we're speaking to with backend systems that have a customer demand for content services
 - The same model as SUI/ Khameleon
 - Our solutions enhance their software solution
- Solution partners understand the solution/consultative sale and take the lead on obtaining orders
 - Our "cost to acquire customer" is significantly reduced vs imaging channel

KNOWLEDGE IN MOTION

STRATEGY IMPACT ON SALES FUNNEL

- One year ago, our sales pipeline was made up of random companies with various needs.
- Currently, the pipeline is now over 70% comprised of HSP and K12 prospects, including both new prospects and expansion into existing HSP customers with solutions like ICMS and EVV.





Intellinetics



KNOWLEDGE IN MOTION

Financial Model



FINANCIAL MODEL

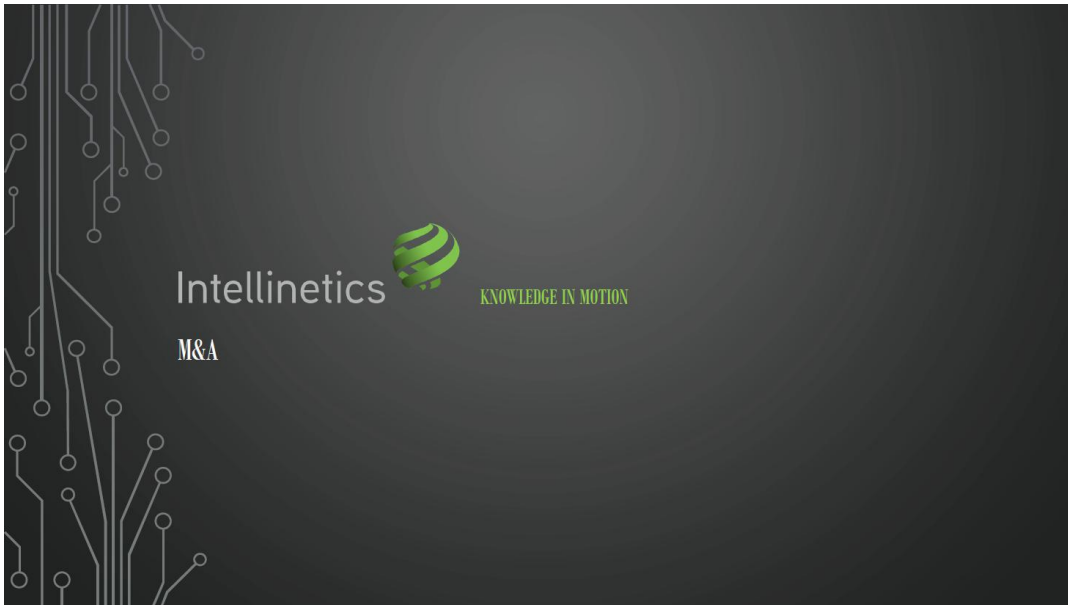
- Business model is intentionally transitioning from one-time to recurring revenue.
 - Formerly selling perpetual licenses for on-premise solutions, often with custom professional services (PS), now migrating to recurring revenue with out-of-the-box modules.
 - The market has transitioned to cloud solutions (recurring revenue) faster than we modeled, which negatively impacts our Software and PS revenue in the short term.
 - In the longer term, more recurring revenue is better (attracts a higher multiple than one-time Software or PS).
- Our business continues to have robust:
 - **Gross margins at 70%+.**
 - **Customer retention: very low customer churn at <3% in 2018.**
 - Operating expense control.
- The lever for Intellinetics has always been to get more revenue.
 - Our growth strategy by focus on verticals and solutions partners is now beginning to bear fruit.

POTENTIAL SALES AND EBITDA OPPORTUNITIES

- \$2.4M sales in FY 2018
 - Recurring revenues from SAAS and Maintenance up in each recent year including 2018, with Software and Services declining
- \$3.0M sales goal in FY 2019
 - Primary growth driver is SAAS recurring revenue
- Positive EBITDA goal in FY 2020

- \$10M+ sales opportunity potential in 3 years; faster with M&A
- 20% EBITDA ROS opportunity potential





M&A

Simultaneous with executing our organic growth strategies, we are pursuing an M&A strategy to grow shareholder and company value.

Interested in the following segments:

- Managed Document Services / ECM
- Advanced Document / Data Capture Services
- Accounts Payable Automation Software / Services
- Workflow Automation Services and Software
- Managed IT Services



Benefits of M&A:

- Opportunities in an established, fragmented market.
- INIX's SaaS focus, low-customer churn make for accretive opportunities.
- Acquired revenues bring economies of scale quicker than organic growth alone.
- Leverage and expand our expertise in our vertical markets of K-12 and HSP. Specialized industry knowledge drives competitive advantage. Expand solutions and / or increase customer base in specific markets.
- Lower customer acquisition costs by cross selling high margin, recurring SaaS revenues.

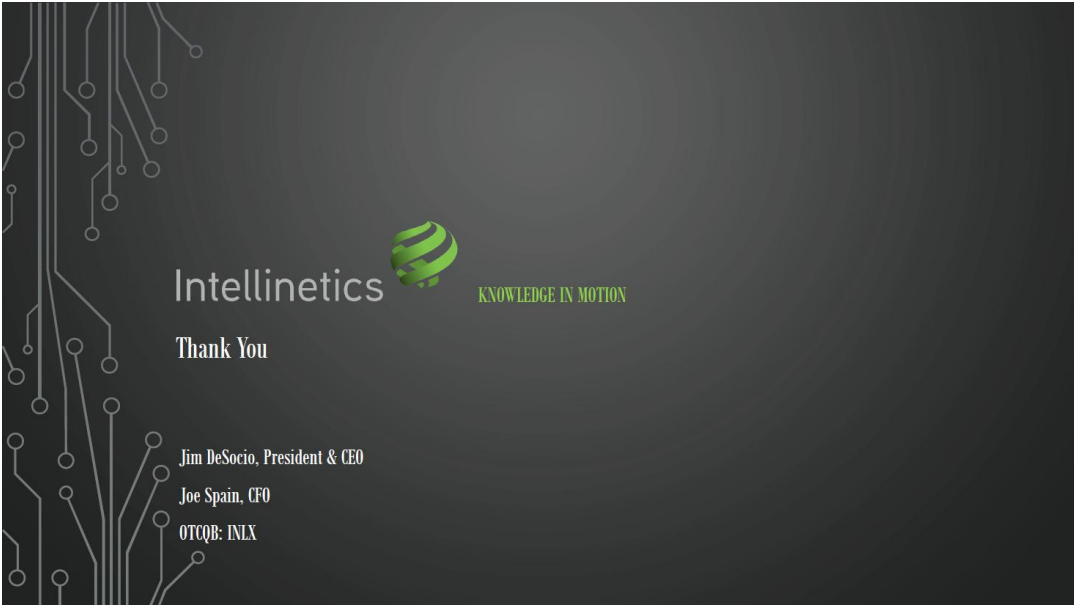
KNOWLEDGE IN MOTION

DIRECTION — WE KNOW WHERE WE'RE GOING

- Infusion of marketing experience/leadership
- We have an infrastructure and a strategy that we can build upon
 - Direct channel — starting with HSP
 - ERP/Solution channel (two tier) — starting with SUI and others
- We are bullish on our target market opportunities



KNOWLEDGE IN MOTION



Intellinetics

KNOWLEDGE IN MOTION

Thank You

Jim DeSocio, President & CEO

Joe Spain, CFO

OTCQB: INLX





**Intellinetics Receives \$174,538 Order Reflecting Growing
Demand for Its IntelliCloud Suite of Integrated Solutions and Services**

Expanding Solution and Services Making an Impact

COLUMBUS, Ohio, April 29, 2019 (GLOBE NEWSWIRE) – Intellinetics, Inc. (OTCQB: INLX) a provider of cloud-based content services solutions, announced today the receipt of an order from a new service line. Its IntelliCloud™ suite of solutions serve mission-critical roles for organizations including content management, incident case management and more for in highly regulated, risk and compliance-intensive markets such as Healthcare, Human Services, K12, Public Safety, State and Local, and Financial Services.

The order was received by Intellinetics' new Document Scanning Services™ (DSS) line of business that is focused on accelerating the paper-to-digital transition for existing and net-new customers. In this case, the Franklin County Board of Developmental Disability turned to Intellinetics for help in merging its legacy documents into their IntelliCloud content services platform to increase efficiencies and reduce risks.

“Our suite of inter-operable IntelliCloud solutions and services all complement each other creating more ways to attract new customers with built-in cross-selling opportunities for ready-expansion as we saw in this case. In addition, our new Incident Case Management System™ has out-of-the-box connectors for our other software solutions,” said James F. DeSocio, President & CEO of Intellinetics. “This approach is a part of our overall strategy to expand the value we can deliver to the market, increase the ways we gain new customers, all supported by a common core set of assets and strengths to scale.”

About Intellinetics, Inc.

Intellinetics, Inc., located in Columbus, Ohio, is a cloud-based content services software provider. Its IntelliCloud™ suite of solutions serve a mission-critical role for organizations in highly regulated, risk and compliance-intensive markets in Healthcare, K12, Public Safety, Public Sector, Risk Management, Financial Services and beyond. IntelliCloud solutions make content secure, compliant, and process-ready to drive innovation, efficiencies and growth. For additional information, please visit www.intellinetics.com.

Cautionary Statement Regarding Intellinetics, Inc.

Statements in this press release which are not purely historical, including statements regarding future business associated with any customer, industry or solution; Intellinetics' future sales and growth; market penetration; and other intentions, beliefs, expectations, representations, projections, plans or strategies regarding future growth, financial results, and other future events are forward-looking statements. The forward-looking statements involve risks and uncertainties including, but not limited to, the risks associated with the effect of changing economic conditions, trends in the products markets, variations in the company's cash flow or adequacy of capital resources, the amount of market acceptance and penetration of the products and applications discussed in this release, the success of our channel partners and distribution partners, technical development risks, and other risks and uncertainties discussed in the Intellinetics annual report on Form 10-K filed on April 1, 2019, and any previously filed Form 10-Qs and Form 8-Ks. The company cautions investors not to place undue reliance on the forward-looking statements contained in this press release. Intellinetics disclaims any obligation and does not undertake to update or revise any forward-looking statements in this press release. Expanded and historical information is made available to the public by Intellinetics on its website or at www.intellinetics.com or at www.sec.gov.

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