

Kelway acquires enterprise IT specialist Repton

Submitted by: The Crocodile Design & Marketing Ltd

Thursday, 21 May 2009

Acquisition of successful infrastructure solutions provider extends Kelway's end-to-end IT portfolio and creates £180+ million organisation

Kelway (<http://www.kelway.co.uk/>), the UK's leading mid-market IT provider, has today announced the acquisition of London-based IT solutions provider Repton Holdings Plc (<http://www.repton.co.uk/>). Repton's expertise in enterprise and datacentre infrastructure will bolster Kelway's portfolio, complementing its established strengths in product, consultancy and lifecycle solutions. The move follows Kelway's acquisition in February of Panacea Services, now fully integrated within the organisation, which dramatically increased Kelway's in-house service capabilities. The combined organisation now employs more than 350 staff and has a turnover in excess of £180 million.

Founded in 1990, Repton has a £40 million turnover and employs more than 70 staff. An IBM Premier Business Partner, Sun Executive Partner, Cisco Silver Partner and HP Gold Preferred Partner, Repton has always prided itself on its in-depth knowledge of the latest industry standards in enterprise IT. Repton, the first UK company to go to market with VMWare, boasts particular expertise in enterprise networking, security, storage and virtualisation.

Greg Carlow, Repton CEO, will continue to manage the Repton business unit, which will operate as a Kelway Group company. Carlow comments: "This is fantastic news for Repton, our people and our valued customers. Kelway has a great reputation, both as an ambitious, successful and growing business and as a no-nonsense supplier of IT solutions. We've worked hard for the IT accreditations that will enable us to bring new enterprise IT capabilities to the Kelway portfolio. Our customers can look forward to the high levels of technical expertise they've come to expect from us, but can now take advantage of the additional solutions and services that make up the broader Kelway offering. This situation is that rare thing in business: a win-win situation."

This latest acquisition sees Kelway pressing on with its ambitious growth plans. The integration of Panacea Services swiftly followed by the acquisition of Repton creates a combined business with revenues in excess of £180 million and, crucially, with no debt, even after the acquisition. Kelway now has seven regional sales offices and employs over 350 staff. It is aiming for revenues in excess of £250 million within three years.

"The acquisition of Repton represents a key step in fulfilling our growth ambitions and means we are now of the size and scope to rival any of the UK's major IT providers," says Phil Doye, Kelway's Chief Executive Officer. "Like Kelway, Repton has demonstrated growth and profitability in a difficult market, and the combination of this success and Repton's proven expertise with major enterprise IT infrastructures made them an ideal addition to the Kelway Group. We are delighted to be welcoming Greg and his team to Kelway, and look forward to growing all areas of our business together."

Ends.

About Kelway (<http://www.kelway.co.uk/>):

Kelway (<http://www.kelway.co.uk/>) is one of the UK's most successful IT providers. Established in 1990, the company delivers IT solutions for a wide range of customers, backed by unrivalled levels of service. Kelway's account management and customer service teams are experienced IT professionals who offer a consultative approach to service and solution delivery, working closely with customers to establish a genuine understanding of their entire business, plans and objectives. In 2007 Kelway was named both Corporate Reseller of the Year and overall Reseller of the Year at the prestigious CRN Awards.

Kelway operates from headquarters in London, with additional offices in the City, Basingstoke, Exeter, Swansea and Dubai. UK customer orders are fulfilled from a central distribution centre in Northampton. For more information please visit: www.kelway.co.uk

For further information please contact:

Robyn Pierce or Ben Bush
robyn.pierce@thecroc.com or ben.bush@thecroc.com
The Crocodile
020 7740 4400