

dsp drives up its share of the Database MSP Market with record contract growth and 2nd acquisition

Submitted by: DSP Managed Services

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dsp firmly established itself as one of the UK's fastest growing proactive Database MSPs during 2016, signing £2.1m of new contracts and making its second acquisition, the Oracle DBA support division of IT Services provider ITSB.

Signing up 75 new clients, receiving further investment and launching '2CI', an automated cloud platform for continuous database improvement & modernisation, ensured that 2016 was an exceptional year according to DSP Chairman, Simon Goodenough:

"We are extremely happy with the company's performance during 2016, and in particular the recent acquisition of ITSB's Oracle DBA Support (<http://dsp.co.uk/oracle-database-support>) business, which had clearly been built on solid foundations; it has given us a number of high-quality accounts into which we can sell our pro-active DBA support services and data management cloud services, whilst firmly fitting into our 2017 goal to derive at least 80% of gross margin from long-term annuity contracts."

Acquisition activity and investment has also enabled the introduction of PostgreSQL Support (<http://dsp.co.uk/postgresql-support>), MongoDB Support (<http://dsp.co.uk/mongodb-support>) & MySQL into dsp's support portfolio, and the integration of automation tools such as Puppet & Chef, all of which perfectly fit with the company's Cloud & Continuous Improvement roadmap to enable always-on, fully-optimised database architectures.

About dsp:

dsp, headquartered in the City of London and partners with Oracle, Microsoft and Amazon, pioneered proactive, remote DBA support in the 1990s. We believe we are the UK's leading MSP of Database and Data Platform Managed Services and take pride in having a world-class Oracle and Microsoft support practice. Recent acquisitions and external investment have strengthened our standing in the market and enhanced our ability to go the extra mile, whether it be delivering DBA support, database cloud migrations or architecture modernisation.

Our mission is the same today as it has always been, to be relentless in our pursuit of continuous improvement for our customers & delivering data-platform uptime, all the time. It's a simple promise but it means a lot. It's the fulfilment of this promise and the positive impact it makes on our clients which has made us the Database Services partner of choice for so many for so long.

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