

# IT Glue Signs Distribution Deal with acmeo

Submitted by: IT Glue

Monday, 26 March 2018

---

Reading, UK - 19 March 2018. IT Glue™, the world's leading documentation platform, is excited to announce an agreement with acmeo GmbH, the top distributor for Managed Services solutions in the Germany, Austria and Switzerland (DAC) region.

This new partnership allows acmeo to bring IT Glue's western popularity to new European markets. The agreement comes just months after the opening of a new IT Glue EU datacentre in Frankfurt-am-Main, and follows similar distribution agreements in France, Italy and the Nordic countries.

According to IT Glue's Managing Director for EMEA, Phil Sansom, "The German market has shown an enthusiastic adoption of IT Glue, and partnering with acmeo creates the opportunity to scale this adoption to new heights." Sansom adds, "We have chosen our distribution partners very strategically for expanding IT Glue's presence in Europe and have great expectations that acmeo has the perfect profile and market expertise for helping maximise IT Glue's penetration into Germany."

"We see a huge opportunity with IT Glue in our market space because every managed service provider will benefit from this innovative technology," says acmeo CMO Udo Schillings, adding "To get the limited number of available technicians more productive is one of the major issues that our customers have to deal with, so a solution that saves technicians time gets a warm welcome from our partners. Our first activities have shown a high interest level, and we expect very good adoption."

IT Glue has grown rapidly in Europe since launching its EMEA office in early 2017, adding hundreds of new partners across the region. Gaining access to the DAC markets is expected to contribute significantly to the company's global growth forecast. The recent launch of MyGlue, a new password and process management platform for SMBs, has been a huge addition to IT Glue's product suite, offering significant added value for IT professionals to leverage in Germany and beyond.

## About IT Glue:

IT Glue is a Software-as-a-Service (SaaS) company based in Vancouver, Canada that provides a simple and secure IT documentation platform for MSPs. This solution allows MSPs to document applications, devices, passwords and other IT assets centrally and in a standardized manner, enabling critical information to be stored securely yet easily accessible by those who need it, whenever they need it. IT Glue currently has over 4,000 partners in 30 countries, serving over 50,000 users globally.

## Media Inquiries:

Phil Sansom

Managing Director, EMEA, IT Glue

pr@itglue.com

+44 203 769 4300

Website: <https://www.itglue.com>