

# Node4 Acquires Virtual Private Cloud Provider Secura to Further Enhance its Managed Cloud Offering

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Strategic acquisition to broaden Node4's reach in the Software-as-a-Service vertical

Derby, UK, May 15 2019 – Node4, the UK-based hybrid cloud, data centre and communications managed services provider, has today announced it has acquired virtual private cloud provider, Secura. The fifth and largest acquisition made in Node4's history, will see Secura become part of its already comprehensive portfolio of services, and strengthen its managed cloud hosting offering to the Software-as-a-Service ("SaaS") market.

Through its secure, scalable virtual private cloud offering, Secura has built an impressive presence in the independent software vendor (ISV) market, with over 70% of its customer base operating in this vertical. The deal presents a huge opportunity for both Node4 and Secura to enhance the range of services they offer to both existing and new clients. Secura customers will benefit from Node4's broader range of services including database and DevOps management via Node4's N4Stack division, as well as accessing Node4's enterprise grade infrastructure service.

The acquisition of Secura, which was recently named VMware's VCPP Cloud Partner of the Year 2019, will provide Node4 with a market-leading cloud offering to the SaaS vertical, and add within the region of 35 highly skilled employees and over 110 customers. Node4 will also benefit from Secura's rapidly growing Azure Public Cloud services which complements the significant investment Node4 has made in its N4Stack Azure offering. Led by its highly experienced executive team, Secura has achieved impressive organic growth rates of over 40% year on year and is forecast to hit close to £5m of revenues for their year ending June 2019. With the addition of Secura, Node4's total annualised run-rate revenues will be close to £55m with £20m coming from cloud services.

The Secura management team will remain with the business and continue to deliver on their proven growth strategy with the support of Node4. The acquisition also comes at a time where Secura has recently increased its presence in Manchester with the opening of a new office, a key geographic region where Node4 has been looking to expand its footprint. Together they see a major opportunity for a range of customers across the North West to benefit from their exceptional range of value-added services.

"We are delighted to welcome Secura to the Node4 family and look forward to working together to offer our customers a wider range of services," said Andrew Gilbert, Node4, CEO. "We've worked hard to find a business that is aligned with us both strategically and culturally and believe that Secura ticks all the right boxes for us. As we look to continue to grow Node4, it is important to work with those who can complement our offerings, and this is being achieved by adding Secura's services to our portfolio."

"We are tremendously excited to be acquired by Node4," said Secura CEO, Ollie Beaton. "Node4 and Secura are a fantastic fit and we can see huge benefits for all our customers in the expanded range of solutions and expertise we can offer. Node4 has really exciting growth plans for the managed cloud hosting market and we're delighted to be part of them."

Node4 was advised on the transaction by Pinsent Mason LLP (Legal), PwC (Financial and Tax Due Diligence), Deloitte (Tax Structuring), whilst the Vendors were advised by KPMG.

#### About Node4

Established in 2004, Node4 is an innovative and trusted Managed Services Provider that offers unparalleled end-to-end IT infrastructure and services, technical expertise and innovation, all fully managed and flexibly deployed across the company's own infrastructure fabric.

Its Services Gateway provides access to a powerful suite of technology solutions such as connectivity, cloud and data centre hosting, public cloud, data services, collaboration and security which enable the design and delivery of complex technology infrastructures for UK businesses in every sector.

Node4 owns and manages data centres located in Derby, Leeds and Northampton, as well as having dedicated space in a Slough data centre and points of presence in London and Manchester. They are all connected via our national fibre network which has interconnects to all major UK carriers. It is headquartered in Derby with other offices in London, Reading and Nottingham.

Node4 delivers intelligent, efficient and scalable hybrid IT solutions underpinned by exceptional Service-as-a-Standard for customers focussed on transforming their businesses to succeed in the digital age.

[www.node4.co.uk](http://www.node4.co.uk)

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