Air IT announces its third pair of acquisitions

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The fast-growing IT MSP acquires InfoTech Solutions (UK) Limited and Concise Technologies Limited, bringing its total number of acquisitions to six in the past six months

Air IT has today announced its fifth and sixth acquisitions in a series of M&A deals led by CEO John Whitty. It has acquired Kent-based InfoTech Solutions (UK) Limited and Cheshire-based Concise Technologies Limited, effective 2nd March 2021, for undisclosed considerations.

Backed by August Equity, this marks the third time the IT Managed Service Provider has acquired two businesses simultaneously, the first pair in October and the second in December. As a result of these acquisitions, Air IT has now established itself firmly in the North West, whilst also boosting its existing presence in the South East.

The addition of InfoTech and Concise Technologies is part of Air IT's ambitious stated plans to expand across the UK and will see the group's headcount increase by 50 with an additional 250 customers. These highly regarded companies share the same client-centric approach that is valued throughout the Air IT group, and each has seen impressive organic year-on-year growth.

"Both InfoTech and Concise Technologies have outstanding reputations, and we are thrilled to have them on board. We know they will be a great fit for the Air IT group, considering their remarkable track record when it comes to customer service and satisfaction", says John Whitty, CEO of Air IT. "We want to be regarded as the de facto MSP of choice for SMEs across the UK and these acquisitions allow us to expand our footprint and gain skilful, like-minded team members. Entering the North West has always been one of our strategic goals, along with future growth in the North East, and we now have the capability to deliver a national offering, serviced locally, which is so important to SMEs."

"Becoming part of the Air IT group will allow us to offer even more strategic and business-enhancing services to our clients", says David Southern, Managing Director of Concise Technologies. "We're excited to join forces with a group of forward-thinking MSPs who recognise the value of digital transformation and world leading service. Technology has proven critical in continuing business operations over the past year and we look forward to helping our clients further realise their goals through the innovative new services and support that we will now be able to provide."

"We are delighted to be joining up with Air IT. Like InfoTech, Air IT are committed to helping businesses use technology to their advantage. Being part of this select group will allow us to expand our service offering whilst we bring to the table our expertise in the financial, construction and manufacturing sectors", says Jason Foord, Managing Director of InfoTech. "After a period of steady growth, we are excited to take this next step in our journey whilst retaining the same culture and top-quality standard of service our clients are used to."

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Scan Me:

Company Contact:

Air IT

T. 01158800044
E. marketing@airit.co.uk
W. https://www.airit.co.uk/

Additional Contact(s):
Laura Saxton, Marketing Manager

View Online

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