Air IT continues growth spurt with fourth pair of acquisitions

Thursday 2 September, 2021

Air IT has today announced its seventh and eighth acquisitions in a series of M&A deals led by CEO John Whitty. It has acquired Reading-based MFG UK Ltd and Uttoxeter-based INFINITY IT Solutions Limited, effective **2nd September** 2021, for undisclosed considerations.

Backed by August Equity since January 2020, this marks the fourth time the IT Managed Service Provider has acquired two businesses simultaneously – the first pair last October, the second in December and the third in March.

Air IT has added MFG and INFINITY to its portfolio as part of ambitious plans to further expand across the UK and become the MSP of choice for SMEs nationally. As a result of these acquisitions, Air IT has increased its headcount to 270 staff – over 200 of whom perform direct service-related roles – and boosted its existing presence both in the South East and the Midlands.

The new additions are both highly regarded MSPs in their own right, having seen impressive organic year-on-year growth and earning an excellent reputation with their clients, demonstrated by their customer loyalty.

John Whitty, CEO of Air IT, says:

“We are thrilled to have found two more outstanding teams to join the Air IT Group, which has allowed us to further expand our footprint and introduce skilful, likeminded colleagues to the team. Both MFG and INFINITY are very similar to us in terms of their service maturity, product set, client type and, most importantly, culture – we are confident that they will be a great fit for Air IT and look forward to the contribution we know they will add. Our aim is to be the go-to MSP and MSSP for SMEs across the UK, delivering a local service on a national scale, and welcoming exceptional talent to the Group will help us achieve this.”

Mark Flinders, Managing Director at MFG, says:

“At MFG, we have admired Air IT and followed their journey with close interest over the years. As a company, they have great people and values which in turn delivers a great service, currently ranked in the top 3 MSPs in the UK.

“Joining with the Air IT Group helps us in several ways. Our management team can grow further, our people will have more support and opportunities to extend their skills and experience, and our clients will benefit from the ever-growing services and technologies that form part of the new digital way of working.

“The team are excited to be part of the Air IT Group and looking forward to working closely with the other regions to make the Group the best in the UK.”

Simon McAlpine, Chief Commercial Officer at INFINITY, says:

“Air IT is relatively local to us in the Midlands so joining the Group is an exciting step in our journey and we can’t wait to see what it brings. Our range of IT, security and communications solutions is very similar to those delivered by Air IT and we can now further expand these services with a deeper level of experience. We’re excited to build upon what we have been creating for the past 12 years and look forward to meeting new colleagues who share our commitment to the excellent customer service that has helped to shape INFINITY.”

------ENDS-------

Notes to Editor

For further information, please contact Laura Saxton, Marketing Manager on 0115 880 0044 or email laura.saxton@airit.co.uk

About Air IT

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Air IT was founded in Nottingham in 2005 and delivers managed IT and communication services including managed IT support, cyber security, business intelligence services, business continuity, and cloud digital transformation.

In January 2020, August Equity LLP invested in Air IT and appointed industry veteran Ian Brown as Chairman, and serial buy-and-build leader John Whitty to consolidate the underserved IT MSP sector addressing SMEs.

Closely aligning technology with business goals, Air IT is a trusted IT partner to over 1,250 SME clients across a wide range of sectors. Whether a company chooses to fully outsource or complement in-house resources, Air IT provides a complete managed solution for all supply, installation and support needs.

Air IT won Managed Service Provider of the Year at the prestigious CRN Awards, and was recently named Business of the Year by the East Midlands Chamber following its sustained growth over the last 15 years. Air IT is one of only two enterprise MSPs in the UK to achieve the coveted 3-star Service Desk Institute (SDI) certification accreditation and delivers exceptionally high customer retention of >97%.

For further information, please visit https://www.airit.co.uk/

About MFG

Established in Reading in 2008, MFG UK provides a professional, customer-focused approach to managed IT, cyber security and communications solutions. With various awards and certifications, and as a partner of Microsoft, Dell and Datto, MFG is committed to continually improving its service offering and customer experience. The team inspire and support clients throughout the Thames Valley to make the best use of technology throughout their business.

For further information, please visit https://www.mfg-uk.com/.

About INFINITY

Founded in Staffordshire in 2009, INFINITY IT Solutions are award-winning specialists in Managed IT Services. INFINITY provide their clients with the IT support and maintenance they need to run a fully-functioning, efficient IT department. Working across all industry sectors, tailoring their business IT solutions to fit your needs. With a team of skilled professionals who are experts in their specialist fields, INFINITY can provide a wide range of enterprise IT solutions, from keeping your digital information secure to installing your systems. INFINITY's mission is to enhance your IT experience by delivering products and services that return tangible business benefits.

For further information, please visit https://www.infinityit-solutions.com/.

Company Contact:

Air IT

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

Additional Contact(s):
Laura Saxton, Marketing Manager

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