



ALTRON Acquires iS Partners to Drive Digitalisation Agenda

11 June 2018

JSE-listed Allied Electronics Corporation Limited (Altron) today announced its acquisition of iS Partners in a deal worth R225 million. The acquisition is subject to Competition Commission approval.

Commenting on the acquisition, Altron Group Chief Executive Mteto Nyati said, "This acquisition will enable us to create a Microsoft-focused business within Altron with a special focus on cloud computing and data analytics. The acquisition will add scale and a new suite of solutions and capabilities enabling customers to digitally transform their businesses through Microsoft technologies."

The deal with iS Partners includes the acquisition of Karabina Solutions, a Microsoft solutions business, and Zetta Business Solutions, which provides data advisory services.

iS Partners Chief Executive Grant van der Wal commented, "I am excited that iS Partners will become part of Altron as this will make us more relevant to all customers. This is a key announcement for the South African IT industry which needs a partner that brings business scale in data analytics and cloud computing; with this deal we aim to be that partner. Karabina Solutions prides itself on being relevant to its customers and their business requirements, which aligns to Altron's core purpose of providing innovation that matters."

Commenting on Altron's acquisition of iS Partners Zoaib Hoosen, Microsoft South Africa MD, said, "iS Partners is a Microsoft Gold Certified Partner with a track record of over 17 years in Africa. We already have an existing partnership with Altron through its subsidiary, Bytes Systems Integration. Bringing iS Partners into the Altron fold strengthens our partnership and will accelerate our customers' digital transformation journey in South Africa and the continent."

Commenting further, Nyati said: "The Fourth Industrial Revolution is here. The digital world is advancing at high speeds and this has an enormous impact on how businesses of the future will operate. To maintain a competitive advantage in a cloud-first and mobile-first world, businesses need to embrace digital transformation using innovative ways of connecting people, managing data, and streamlining processes to create value for customers. Our solutions will enable our customers to successfully embark on that journey."

With 200 employees and the recipient of over 70 local and international industry awards, Karabina is uniquely positioned as a "Microsoft partner of the future". It provides its customers, comprising of over 300 companies from South Africa and Africa, with competencies to define a digital transformation strategy and Microsoft technology roadmap to help them achieve their goals and strategies in the context of an increasingly digital global environment.

<https://www.altron.com/altron-acquires-partners-drive-digitalisation-agenda>