# claranet

## PRESS RELEASE

## Claranet agrees to acquire CredibiliT and expands into Brazil

- **The move reinforces Claranet's strategy and the ambition to become a recognised global player in the managed hybrid cloud hosting market**
- **With headquarters in São Paulo, CredibiliT is one of the major AWS partners in Latin America and is also a growing Azure partner**
- **With this acquisition Claranet continues its growth strategy and expands its reach into a new market that offers high growth potential in cloud services**

Leading pan-European managed services provider (MSP) Claranet has acquired Brazilian cloud services provider CredibiliT Tecnologia Ltda, in a move that has expanded the company's size and reach, opening it up to a new region with high growth potential.

The acquisition positions Claranet as one of the most ambitious and dynamic players in the global private, public and hybrid cloud hosting markets.

CredibiliT was founded in 2009 and quickly implemented a full public cloud adoption strategy, becoming a respected cloud player in Brazil, where it is one of only two providers with AWS Premier Consulting Partner status. It has also more recently created an Azure practice and quickly reached Silver Cloud Platform competency. With its multi-cloud approach, CredibiliT has positioned itself as the cloud service provider of choice for customers looking to create new applications or migrate to Amazon Web Services or Microsoft Azure. Both providers have data centres in the São Paulo region, from which they serve Latin America.

Headquartered in São Paulo, Brazil, CredibiliT has an annual turnover of R$30 million (circa £7.5 million), employs 40 staff and serves 100 clients from a wide range of sectors, including Pepsico, Webmotors, Smiles, Editora Abril and TV Globo.

With an ambitious growth strategy, the Claranet Group has grown steadily in Europe, both organically and by acquisition. The Group has annual revenues of over £215 million, employs more than 1,250 staff and works with over 5,800 customers across the UK, France, Germany, Spain, Portugal, The Netherlands and Brazil.

Commenting on the acquisition Charles Nasser, founder and CEO of the Claranet Group, said:

*"This acquisition offers us the opportunity to become the leading cloud services provider in Brazil which is an exciting high growth market. Despite operating platforms for our clients globally for many years, this is our first acquisition outside of Europe. The combination of CredibiliT and Claranet, which already had the highest levels of competence in both AWS and Azure, will create a stronger competitor in the Brazilian market and establish new avenues for growth."*

Daniel Galante (CEO) and André Guerra (CFO), both founders of CredibiliT, will stay in the enlarged business as key senior executives of Claranet in Brazil. Claranet plans to reinforce its Brazilian operation by providing benefits of scale and a larger portfolio, accelerating growth in the region.

Daniel Galante commented:

*"We are delighted to join forces with Claranet. Being part of a larger group with a similar focus will allow us to be stronger, will reinforce our credibility and give us access to benefits of scale as well as more customers, opportunities and investment capacity. Having celebrated its 20th anniversary recently, Claranet is one of the most established Internet and cloud era services provider in the industry. Importantly, it has kept its agility which puts it in a strong position to adapt in a market that is growing consistently and under constant change."*

## About Claranet

Claranet's IT services help our customers do amazing things. We simplify the management of IT services so our customers can concentrate on what they do best. By working with us our customers gain access to a wide range of integrated hosting, networks and communications managed services, as well as our support and expertise 24×7.

Founded in 1996, Claranet has evolved from a pioneering ISP (Internet Service Provider) into one of the leading independent MSPs (Managed Services Provider) in Europe. The company has annualised revenues of circa £215 million, 5,800 customers, 1,250 employees, and an international footprint in two continents and seven countries.

While Claranet has grown internationally, the focus has always been on local service, out of local offices, using a mixture of local and international infrastructure, including public clouds. The company's ambitious growth strategy has led to numerous acquisitions. On a constant currency basis, revenues have increased three-fold in four years.

Claranet was recognised as a 'Leader', one of only five, in Gartner's Magic Quadrant for Managed Hybrid Cloud Hosting, Europe (2016) for the fourth consecutive year.

For more information visit  www.claranet.co.uk

**About CredibiliT**

Founded in 2009, CredibiliT (pronounced "credible-IT") is a Premier Consulting Partner & Managed Services Partner of Amazon Web Services in Brazil. We are experts on Cloud adoption, through an innovative business model, delivering Services "as you need" and "pay as you go". Our Professional Services includes Solution Design, Infrastructure Migration Design, Application Migration Design, Security, 24x7x365 Service Desk Operations and Customer Support and Service Level Agreements to ensure the best Customer experience.

For more information visit www.credibilit.com

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