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Northamber PLC Acquires Renaissance Contingency Services Ltd, Expanding Its Cyber Security presence into Europe

[London, July 1st, 2024]

Northamber PLC is pleased to announce the acquisition of the Irish Value-Add Cyber Security Distributor Renaissance Contingency Services Ltd, marking another significant step in its evolution.



This acquisition follows the recent purchase in April 2024 of Tempura Communications Ltd, underscoring Northamber's commitment to strengthening its presence in the UK and Europe on its core technology pillars of AV, UC&C, Cyber Security & Infrastructure Solutions through organic growth and strategic acquisitions.

This strategic acquisition is set to enhance Northamber's focus on Cyber Security, a segment Northamber have operated in for circa thirty years and allow Northamber to expand its Cyber Security reach into Ireland. Renaissance Contingency Services Ltd, known for its expertise as the "go to" distributor for cyber security in Ireland counts industry leading suppliers such as Alludo, Bullwall, Censornet, Opentext, Progress Software, Proofpoint, Solarwinds, Sonicwall, WatchGuard and others. Renaissance brings to the Northamber Group a highly experienced Cyber Security team, strong in country reputation, loyal customer base of Irish value-added reseller & managed service providers and an unrivalled in country vendor portfolio. Additionally, the opportunity of growing recurring revenue, technical sales with value-add margin and services attach potential is a strong fit with Northamber's business model.

Alex Phillips, Executive Chairman of Northamber PLC, expressed his enthusiasm for the acquisition: "Having known Michael and the reputation of Renaissance for many years, I am thrilled to welcome Renaissance into the Northamber group of companies. There is a very strong alignment between the values and approaches of the two companies and the importance we place on proactively bringing Cyber Security solutions to our partners. I am looking forward to working with Michael and his team to continue building the Renaissance business in Ireland."

Michael Conway, Managing Director of Renaissance, shared his thoughts on the acquisition: "To sustain our growth ambitions and to further enhance our value to the vendors that we represent and to our clients and their customers whose cyber protection is the priority, we continuously need to add capability, partnerships, and scale. We concluded that the most effective way to achieve this was to be acquired by a company matching our requirements and objectives. Northamber is just such a company that has the portfolio, reach, financial strength, and expertise to accelerate the pace at which Renaissance can increase our relevance to our clients."



P R E S S R E L E A S E

Northamber PLC's commitment to the Cyber Security sector is evident through its strategic investments and acquisitions. The purchase of Renaissance reflects this dedication and aims to enhance the delivery of advanced Cyber Security solutions to a broader range of partners and clients.

In keeping with other Northamber acquisitions, this acquisition will not result in changes to the day-to-day management, staff, or location of the Renaissance business. The existing management team will continue to lead the organisation, driving its success and ensuring continuity in Ireland for partners.

About Renaissance Contingency Services Ltd

Renaissance has been a trusted partner to Irish resellers and their customers for over 30 years. With the introduction of new, cutting-edge, and industry-leading Cyber Security and Compliance solutions in Ireland over the past five years, Renaissance has created a security ecosystem linking its Vendors, Value Added Resellers and End Users. Renaissance has built its reputation by offering leading-edge market technologies, excellent pre/post sales service to its extensive network base, and an ongoing desire to bring added value to its customers. The Renaissance team has founded and continues to run the Cyber Expo & Conference Ireland, now in its seventh year.

About Northamber PLC

Northamber PLC is an AIM Listed, well-established and respected distributor of IT, AV, and Cyber Security in the United Kingdom. With over 40 years of industry experience, Northamber has built a solid reputation for providing an extensive range of high-quality technology solutions to resellers, system integrators, and retailers.

As a trusted partner, Northamber works closely with renowned manufacturers to deliver innovative and reliable products that meet the evolving needs of its customers. The company's diverse portfolio encompasses a wide range of IT hardware, software, network security and infrastructure solutions and audio-visual equipment.

At Northamber, customer satisfaction is paramount. The company takes pride in its deep understanding of the market and its commitment to delivering exceptional service and support. Through its knowledgeable sales team,



P R E S S R E L E A S E

Northamber provides personalized assistance, ensuring that customers receive tailored solutions that best suit their requirements.

Northamber also owns AVM Ltd and Tempura Communications Ltd, specialist technical distributors for large venue projection and UC&C.

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