

LOGICALIS UK ACQUIRES IBM BUSINESS ANALYTICS PREMIER PARTNER – INCA SOFTWARE

We are delighted to write to inform you that Logicalis UK, part of the \$1billion international Systems Integrator and Services provider Logicalis Group, has today agreed to acquire Inca Software from The Avisen Group. This acquisition acknowledges the emerging growth and importance of business analytics to our customers, and the pre-eminent position of Inca Software as IBM's largest and most successful UK business analytics partner.

The acquisition, to complete on the 1st April 2011, creates one of the first IBM 'smart partners', capable of delivering the full range of IBM systems, analytics, collaboration and cloud solutions and services. In becoming part of the Logicalis UK organisation, Inca Software customers will now have access to the complete portfolio of IBM server and storage platforms, as well as an extended range of IBM software solutions including business process improvement and automation, Websphere business portal, and Lotus collaboration tools.

Bringing together two of the UK's most capable IBM Premier Partners with complementary skills and mutual ambitions for increasing the benefits that users receive from their ICT investments will stimulate a new a range of complimentary solutions. Inca Software customers will now have access to the Logicalis UK Data Centre estate and IBM Cloud Platforms, and Logicalis intends to leverage Inca's depth of analytics skills alongside its cloud and managed services capabilities to launch a new Business 'Analytics as a Service' offerings within the first half of 2011.

Your account teams should be in contact in the very near future to outline the benefits this acquisition will bring to Inca Software customers, and to engage with you to highlight where the Logicalis UK organisation can help deliver more value to your business analytics and wider ICT solutions and services needs.

We will be writing to all relevant stakeholders in your organisation to inform them of any necessary changes such as invoicing and banking arrangements.

The press release we have issued is available to read in the news section of the Inca Software website, but should you have any further questions, please contact your Inca Account Manager. We very much look forward to the opportunity of meeting you in the near future.

Yours faithfully,



Tom Kelly
Managing Director – Logicalis UK Ltd



Ian Stone
Managing Director – Inca Software

Logicalis UK Limited
Registered in England and
Wales number 3732397

Registered office:
110 Buckingham Avenue
Slough
Berkshire
SL1 4PF