

# News: Convergence of Cloud, Open Source and Digital Innovation Drive Growth for Acquia in Asia Pacific

~ Company launches into new geographies, signs high-profile enterprise deals, and expands team to more than 80 people in Asia Pacific ~

Sydney, Australia, Acquia Engage Asia Pacific Conference - 23 August 2017 - Acquia, the digital experience company, has significantly expanded its footprint in Asia Pacific, citing unprecedented demand for its unique combination of cloud, open source digital technology. Acquia enables organisations to offer contextually relevant experiences across multiple channels, deliver new digital capabilities faster, continuously innovate and stay current in a digital world that's constantly evolving. Today also marks the opening day of the inaugural Acquia Engage Asia Pacific Japan, which brings together customers and partners for two days of best practice sessions and knowledge sharing.

With regional headquarters in Australia, Acquia's Asia Pacific Japan team has grown to more than 80 people since launching in Sydney five years ago. With expertise in digital architecture design, delivery, account management and customer support, the company has expanded its clients this year into Japan, Singapore, Malaysia, Hong Kong, Thailand and New Zealand. Here, new customers include Astellas Pharma Inc. (JP), Citigroup (SG), Telkomsel (ID), City University of Hong Kong (HK), Bangkok Dusit Medical Services (TH), and, closer to home, New Zealand Post (NZ).

In Australia, the company has landed notable enterprise deals including Brisbane Airport Corporation and EnergyAustralia, while expanding into the sporting vertical with Commonwealth Games among others.

In partnership with the Department of Finance, the govCMS program continues to grow. This shared services model has so far delivered more than 155 websites across 57 State and Federal Government Agencies agencies, with 20 more sites in development. Acquia has directed much of this opportunity through its partners, who include Ogilvy Australia, Technocrat, Morpht, Doghouse Agency, and Salsa Digital among many others.

Today Acquia is hosting the inaugural Acquia Engage Asia Pacific Japan. Executives from enterprise organisations including Flight Centre, EnergyAustralia, IAG, ADMA, Asian Development Bank, Pac-12 Networks, Australian Government Department of Finance and the Department of Environment and Energy among others, are gathering today at the InterContinental Sydney to share their experience in digital innovation and transformation.

"The brilliant work of our partner network is a pivotal factor in helping our customers succeed, and has helped fuel our company's growth. We place great value on our relationship with each partner and every customer," said Graham Sowden, general manager at Acquia Asia Pacific and Japan. "Acquia's growth across Asia Pacific has been driven by our regional team from top to bottom - a team that is both dedicated and talented. It's a great time to be at Acquia and involved in the Drupal community, with open source and digital innovation reaching such maturity in the region."

Aris Theocharides, director at Deloitte Digital said: "The uptake of Drupal to drive digital innovation is without doubt one of the fastest adoption rates I've seen in a technology practice. Acquia has invested a great deal over the past few years to show us how open source, and specifically Drupal 8, are now commercial imperatives, both for clients and for our own practice growth. My advice is: ignore open source technologies at your own cost - whether that's the opportunities for innovation or technology investment - or, on the flip-side, the loss of revenue opportunity."

In recent news, Acquia was named a leader with the highest strategy score in The Forrester Wave™: Web Content Management Systems, Q1 2017, and was also named a leader in the 2017 Gartner Magic Quadrant for Web Content Management (WCM) for the fourth consecutive year.

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