



Nexon Asia Pacific kicking off 2020 with three new acquisitions under its belt, powering business growth.

SYDNEY, AUSTRALIA – Wednesday 12th February 2020 – Nexon Asia Pacific (Nexon) announces today the completion of its acquisitions; (1) Kiandra IT - the Technology Services and Security Solutions division (2) Remagine Solutions and (3) XCentral.

This strategic combination will further strengthen Nexon's presence, and

- Grow Nexon's cloud and managed IT practice, adding additional value to existing and prospective customers.
- Build on Nexon's existing footprint in Melbourne
- Evolve Nexon's Security solutions to mid-market customers, and complement their comprehensive portfolio of end to end services, and
- Supplement Nexon's existing Microsoft Dynamics practice with industry specific intellectual property.

Nexon's investment is part of a larger growth strategy to further enhance their IT services offering, grow their client portfolio, and continue to seek suitable acquisitions. This follows six months after EQT Mid Market Asia invested in the organisation's vision and set in motion a road map for its continued growth and success.

"We've invested in these organisations to support our strategic goals, and provide customers with complementary solutions that meet their evolving needs. These investments will allow us to deliver even more specialised platforms and services to our customers across key market segments" said Nexon's Chief Executive Officer, Barry Assaf. "We are continuously looking at ways to geographically expand our managed services footprint in Australia and enhance customer experiences" added Assaf.

With aggressive growth plans in action, Nexon will continue to invest in their cloud and cybersecurity strategy, Managed IT and industry solutions that support their Microsoft ecosystem.

Nexon's investment in Kiandra IT, Remagine Solutions and XCentral, will support Nexon's pathway for growth and shape their next generation managed IT offering whilst scaling their Melbourne footprint.

"By acquiring the Technology Services division of Kiandra IT, we are able to strengthen our proposition to customers, across security, cloud services and managed IT. They have well-established security and Azure practice that will benefit many mid-market organisations we service today, but also look to attract new ones" added Assaf.

With cloud adoption continuously on the rise, mid-market organisations will require a partner with expert skills to deliver enterprise-grade security services. This acquisition will bring significant advantages, including security awareness, training services, security readiness assessments, incident response management, and consultancy services. These services will add value to Nexon's already comprehensive security portfolio including perimeter, email, endpoint and cloud security services.

“While we’re sad to part with a foundational element of the business we started 24 years ago, this acquisition will provide additional growth opportunities for team members moving to Nexon, and give our clients access to the broad range of IT services that Nexon offers. We congratulate Nexon as they go from strength to strength, and we’re super excited about Kiandra’s new, more focused future” said Kiandra’s Director Cameron Brookes.

In addition the Remagine Solutions acquisition will add to Nexon’s existing Business Solutions practice with Dynamics 365 point solutions across multiple industries. Remagine Solutions offers a vast range of services that supports Nexon’s business strategy with unique add-ons to the Microsoft Platform.

“Remagine Solutions has developed specific intellectual property that aligns with our market segments and industries including the not for profit and healthcare sector. This addition will allow us to grow our Microsoft Dynamics practice and build the right platforms to support our already strong Microsoft ecosystem” said Assaf.

“We are excited about the opportunities that Nexon’s scale presents us, and our customers. Not only will our clients get access to expertise and services that we can’t offer in house today, but we can also leverage Nexon’s reach to deliver our innovative solutions across a broader marketplace” said Gavin Leathem Managing Director at Remagine Solutions.

With customer demands soaring for cloud and managed services, Nexon’s investment in XCentral couldn’t come at a better time. XCentral’s collaborative approach, combined with their expertise and knowledge will support Nexon’s offering evolution. From network services to collaboration, IT security, to business continuity, right through to device management, Nexon customers will have access to additional capabilities across their comprehensive IT offering.

“As our customers become more reliant on cloud technologies, and we grow, we will require the right expertise and people to service customers. XCentral will assist in scaling our complete suite of managed services including help desk support across targeted industries including the not for profit sector. For our customers this means we are able to deliver higher levels of customer service across the business and respond quickly to their needs now and well into the future.” added Assaf.

“After 15 years of growing a fantastic customer base and providing a service we’re really proud of, we’re incredibly excited to be able to take this to the next level by combining with Nexon’s breadth and depth of offerings. Barry and his team align with us so well not only culturally but also with what we think the market wants from a modern, end-to-end Managed Service Provider” said Angus Mansfield, Managing Director at XCentral.

“We are in the midst of growth and are continuing to invest in the right people, platforms and processes to provide greater value to our customers, and their experiences with Nexon. For now, we are focused on building out value-based offering from Security, Cloud and Managed services to support our customer priorities and deliver solutions that meet business outcomes.” added Assaf.

About Nexon Established in 2000, Nexon Asia Pacific (Nexon) is a cloud and managed service provider helping clients run more efficiently, create better user experiences and explore bigger opportunities. We're a trusted technology partner for mid-market businesses, government agencies and not-for-profit organisations throughout Australia and the Asia-Pacific region. Nexon supports businesses on their digital transformation, from network to SIP, to business solutions and everything else in between, allowing clients the ability to work seamless across any cloud, anytime and any device. More info: nexon.com.au

About Kiandra IT

Across 24 years, Kiandra has grown to be the technology provider behind some of Australia's most iconic and well-known brands, and has expanded internationally, delivering enterprise-grade solutions to organisations from across the globe. More info: kiandra.com.au

About Xcentral XCentral is an Australian IT services provider that helps businesses use technology to transform the way they work, collaborate, communicate and connect with staff and customers. They are an advocator of innovation and a promoter of the power of cloud technologies. For over 15 years they have been delivering and managing effective and efficient IT environments, building digital platforms, and enabling clients to use cloud-based collaboration and connectivity products. More info: xcentral.com.au/

About Remagine Solutions

Founded in 1981 as Hume Business Systems, Remagine Solutions has reimagined itself multiple times over its 36 years. Originally established as a successful provider of accounting automation solutions on mini-computing platforms, the company has continued across the decades helping navigate its clients through the rapid evolution of business technology. At Remagine, We want to help businesses rethink their IT strategy, to re-engineer their business processes and redesign how they deliver their services in order that they see greater success and profitability. We can help your organisation re-imagine the possibilities.

More Info: www.remagine.com.au

Contacts

Louise Touma
02 9230 7911
[mailto: louise.touma@corp.nexon.com.au](mailto:louise.touma@corp.nexon.com.au)