

rhipe acquires Azure and Specialist IT Services provider Parallo

APAC's leading cloud and technology solutions provider, rhipe (ASX: RHP), has announced that New Zealand-based Azure and specialist IT services provider Parallo, has joined the rhipe portfolio.

The acquisition of Parallo reinforces rhipe's commitment to provide partners with the latest infrastructure technology support to assist their growth, driving new opportunities to innovate and diversify their businesses. In the past nine years Parallo has invested in developing service offerings focused on Microsoft Azure and VMware software, rhipe's two largest software vendors.

Parallo helps Independent Software Vendors (ISVs), Software as a Service (SaaS) businesses and other scale-based cloud partners to manage security, performance, availability and cost, including builds, deployments, upgrades and many other related services. The end goal is to enable companies to focus on their own software applications with Parallo taking care of the cloud workload management.

Parallo's Azure and VMware environment expertise was built over the last nine years and developed into Intellectual Property and know-how on managing Azure and VMware environments. The acquisition of Parallo will allow rhipe to deepen its offering to its partner ecosystem. Parallo was also recently accredited as a Microsoft Azure Specialist for ISVs, adding greater value to rhipe partners.

Dominic O'Hanlon, CEO of rhipe said, "Parallo has done an outstanding job as one of the leading IT service providers, delivering cloud-services and solutions that drive value to their local ISV market. This investment is significant in helping us achieve an enhanced product and services offering initially in New Zealand and Australia. Having worked closely with Parallo for over nine years, there are a lot of synergies between our business objectives, solutions and target market.

"We intend to continue investing in the Parallo business to support its expansion into the Australia market, leveraging rhipe's existing employee and partner footprint. We look forward to utilising the skills and expertise of the Parallo team, combined with rhipe's extensive channel, to deliver greater outcomes for our partners."

Symon Thurlow, Co-Founder and CEO of Parallo said, "Together with my co-founders Nicole Schaefer and Shaun Webber, we are excited to be joining the rhipe family and believe this a pivotal step for our customers and employees to align with rhipe's partner-centric focus and channel. We will also benefit from greater support, capital and structure to propel our offering into the future."

"With deep domain knowledge of the challenges partners face in building out their cloud practices, we understand the need to demonstrate consistent growth. As an Azure, VMware and Microsoft technology specialist, we support partners with development opportunities and application services capabilities, so they can continue to grow."

The purchase includes Parallo's products, solutions, assets and IP, such as the Parallo Automation Library, which provides technical expertise on managing Azure at scale. Parallo's 25 employees will also join the rhipe family.

About rhipe

rhipe, (ASX: RHP) is a global leader in cloud and technology solutions, providing partners with business advisory and deep domain technical expertise to thrive in the growing cloud market. rhipe is recognised as an expert in subscription software licensing in Asia Pacific. Its multi-award-winning services and support division is the industry leader in Microsoft Office 365 implementation and other global vendor solutions.

About Parallo

Parallo exists so that ISVs and SaaS creators can stay focused on their product, their people, their prospects and their customers. Parallo manages cloud platform security, performance, availability and cost, optimises licensing, opens the door to Microsoft Partner benefits and the Azure

Marketplace, and provides strategic Security, DevOps and SRE enablement, so Parallo customers can focus on innovation and growth.

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