

Press release

Devoteam becomes global leader in Google Cloud technologies

Devoteam, already leader in Google Cloud in Europe, strengthens its position by acquiring Avalon Solutions, leader in the Nordics, and finalising the acquisition of g-company, leader in Benelux.

With this move, Devoteam reinforces its leadership position on Google Cloud, matching the context of its strategic partnership launched seven years ago.

Paris, April 8, 2019

Devoteam, the pure player in digital transformation in EMEA, today announced the acquisition of 87.5% of Avalon Solutions, the leading Google Premier partner in the Nordics, headquartered in Stockholm, Sweden, and employing 45 people globally. With more than 400 client accounts the company generated revenues of € 14.2m in 2018¹.

Moreover, Devoteam has the intention to acquire g-company by entering into exclusive negotiations. g-company is Google Cloud EMEA Sales partner of the year and the leading Google Premier partner in the Benelux region. With offices in Utrecht, Netherlands and Mechelen, Belgium, g-company has a workforce of 60 people; with a portfolio of more than 750 client accounts, the company generated revenues of approximately € 16.5m in 2018.²

Stanislas de Bentzmann, Devoteam co-founder & CEO said: "With these two acquisitions, Devoteam reinforces its dominance on Google Cloud technologies. The bold decision to have Google as a strategic partner since 2012, provides us with a unique capability of innovation for our clients, particularly in AI. Our 2,500 clients will all benefit from leading market technologies, like Auchan, with whom we undertook the world's biggest Google Cloud transformation project ever. These acquisitions, combined with our teams, will now be able to create even more impact for our clients' transformation."

¹ Revenue communicated as per local accounting principles (Swedish GAAP), applying IFRS Avalon Solutions achieved € 5m revenue in 2018.

² Revenue communicated by g-company as per local accounting principles (Dutch GAAP) and not audited; the IFRS impact on revenue is expected to be similar in proportion to Avalon Solutions, resulting in € 5.8m revenue.

Bert Schaap, Senior Vice President at Devoteam and Country Manager in the Netherlands, is excited about joining forces with g-company, "This is our next step in the execution of our plans to become the leader in digitalisation services in the Benelux. We believe that the transformation to digital requires top notch technology, and that technology in the hands of passionate experts delivers positive impact for people, for organisations and for society in general. Expanding our teams of Google experts in the Benelux with 60 passionate colleagues will allow us to address even more customer challenges. We experience a fast growing demand for leveraging the cloud, also driven by a stronger focus on security."

For David Saris, CEO of g-company, "we are excited to join an international group, to grow our business even faster. Bringing together our forces with Devoteam and Avalon Solutions, we will be able to attract and retain more (international) customers with more services as well as the best talents, working on the most advanced local & international initiatives and constantly developing the best of breed expertise through permanent certification and training programs."

For Ola Persson, CEO of Avalon by Devoteam, "this move enables us to pursue our growth in the different markets, leveraging Devoteam's current capacity to define and manage ambitious business transformation programs, and to combine design & tech to launch innovative products "powered by Google". Jointly with Devoteam and g-company we will be able to support our clients with a full scope of high value offers, from sharp expertise to fully managed services related to cloud solutions."

About Devoteam

At [Devoteam](#), we deliver innovative technology consulting for business.

As a pure player of Digital Transformation for leading organisations across EMEA, our 7,000+ professionals are dedicated to ensuring our clients win their digital battles. With a unique transformation DNA, we connect business and technology.

Present in 18 countries in Europe and the Middle East, and drawing on more than 20 years of experience, we shape Technology for People, so it creates value for our clients, for our partners and for our employees.

Devoteam achieved revenues of €652.4 million in 2018.

At Devoteam, we are **Digital Transformakers**.

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