

## Press Announcement

### Acquisition of Beovax Computer Services Ltd

On the 5th September 2013, Pervasive Ltd, the holding company of Pervasive Networks Ltd (together the "Pervasive Group") completed the acquisition of Beovax Computer Services Ltd, a managed services, hosting and cloud provider based near Newmarket, Suffolk, with datacentre facilities in Cambridge and Guernsey and a second office in Motherwell, Scotland.

The Pervasive Group, a managed services provider of network, mobility and security solutions, based in Newbury, Berkshire, and with offices in Manchester, has completed the acquisition for a non-disclosed sum. The acquisition has been financed from existing shareholder funds whilst maintaining a strong net asset and working capital position, backed with an optional banking facility available to support further growth.

Founded by managing director John Livesey, Beovax employs 32 staff (taking the Pervasive group employee total to 80) including an established management team who will remain with the business.

#### John Livesey commented;

*"Started 21 years ago, and with the support over the years from a great team of people, Beovax has grown into a highly reputable and profitable organisation with a UK wide presence.*

*I will be leaving the business, but have consciously taken a back seat during the last couple of years to allow the Beovax management team to function independently. It's this team, and the combined entity, supported by the Pervasive Board of Directors, which will drive the Beovax business forward.*

*I wish everyone a continued success within what is an exciting opportunity within a dynamic business."*

The combined companies create a group turnover in excess of £20million, which is profitable, cash generative and provides a strong platform for growth.

Beovax adds storage, compute, virtualisation, hosting and cloud services capability to the Pervasive Group, along with new partnerships with Microsoft, VMware and Veeam.

Both organisations share a common strategic partnership with Hewlett Packard (HP) at the highest level, bringing together HP advanced networking, storage and computing specialisations. Additionally Beovax holds HP partner support status for HP 3par solutions.

Combined accreditations will include;

- Aruba - Platinum
- Brocade - Elite
- Checkpoint - Gold
- Fortinet - Gold
- HP - Gold with advanced networking, storage and computing specialisation
- Infoblox - Elite
- Microsoft - Gold server platform
- TrendMicro - Gold
- VMware - Enterprise solutions and professional services provider
- Veeam - Gold

Additionally The Pervasive Group are accredited to ISO 9001:2008, ISO 20000:2005 and ISO 27001:2005

Beovax has mainly focused in the enterprise space, across a variety of markets, with specific experience in finance, professional services, e-gaming, biosciences and utilities, adding to the group's success and experience in similar markets, and additionally in education, healthcare and hospitality. With over 150 clients (taking the Group total client base to over 500), of which over 40% have been receiving managed services from the business for the last five years or more.

The 9,000 sq ft Beovax facility, in Snailwell near Newmarket, will become a secondary operations centre to compliment that of the current Pervasive Group operations centre which is based in Newbury, Berkshire. The enlarged Group now has offices in Manchester and Motherwell, with Cambridge and Guernsey datacentre facilities and spares holding locations in Bristol, Reading, London, Birmingham, Manchester and Leeds further enhances the Groups national service capabilities. A London office is also planned in the near future.

**Pervasive Group Managing Director, Ashley Langley, commented;**

*"We have known of Beovax for a long time and have been talking with John on his planned exit for close to two years. The management and wider team are an experienced, talented and loyal group of employees which we welcome to the group. They have a fantastic list of customers which we additionally welcome and we look forward to meeting with as many as we can over the coming weeks.*

*Beovax is a successful, growing, profitable and dynamic business. These were very important attributes towards our confidence in this acquisition. The service specialisations of both companies are complimentary lines of business to the other. We have also now firmly established ourselves in the cloud market with our own Infrastructure as a Service offering.*

*There is minimal customer overlap; we currently work with less than 10% of the Beovax client base. This creates a fantastic opportunity to explore cross selling possibilities and upside to current growth initiatives. I believe each party's vendor partners will only benefit from both organisation coming together. Most importantly our customers will now have the opportunity to do more with us if they choose to, and with the added confidence we are not spreading ourselves too thin by diluting our current skills, experience and capabilities.*

*It is important to note, that Beovax continues to operate and trade as it has. It's business as usual!*

*I would also like take this opportunity to wish John all the very best in the future".*

**Further information on Pervasive** can be found at [www.pervasive.co.uk](http://www.pervasive.co.uk)

**Further information on Beovax** can be found at [www.beovax.co.uk](http://www.beovax.co.uk)

**Please direct all enquires related to this announcement to either**

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