



For Immediate Release

## **Arc Technology Joins Pan-European Distributor**

**Chesterfield, UK, 1 July 2009** – Arc Technology, a leading UK value added distributor of IT security and network infrastructure solutions, today announces the completion of an acquisition by pan-European distributor, Exclusive Networks Group. Exclusive Networks Group has acquired a controlling share stake in Arc Technology and will leave the existing management team in place to allow Arc to continue delivering value, now enhanced with the backing of Exclusive Networks Group.

Stuart Reay, who will continue as Managing Director of Arc Technology said; “This is a truly great deal for everyone involved, I never imagined that there was a team of such likeminded people outside of Arc. The fit with Exclusive Networks Group is as close to 100 percent as you could possibly wish for. This takes Arc from a £15m turnover UK company, into a group now turning over almost €80m. In return Exclusive Networks Group gets one of the fastest growing value added distributors in the UK and a highly skilled and motivated team to help drive the Group’s aggressive pan-European growth plans.”

Arc Technology has grown an impressive 45 percent in 2008/2009 and this is due in part to an excellent portfolio of products, strong vendor relationships and the ongoing support of its customers. The acquisition will allow Arc Technology to continue its growth, while allowing it to retain its identity and to continue delivering the value that the Channel has come to expect; as a value added distributor who prides itself on actually delivering true added value.

“The establishment of Exclusive Group in the UK is a strategic move and represents one of our main objectives set when we raised our capital in 2007. The energy of Arc Technology’s management team and staff along with their culture, based on delivering added value, were determining criteria within our decision. I am convinced that this partnership will enable us to achieve significant growth in the UK market”, stated Olivier Breittmayer, CEO of Exclusive Group.

### **About Arc Technology**

Arc Technology Distribution Ltd is a leading value-added distributor with an extensive experience of working with value-added resellers, enabling an innovative approach to enhanced channel distribution to provide suppliers and resellers a better way of doing business. Founded in 1992, Arc is a private company, headquartered in Chesterfield, Derbyshire.

For more information: [www.arctech.co.uk](http://www.arctech.co.uk)

### **About Exclusive Networks Group**

Exclusive Networks is a specialist added-value distributor of IT networking security solutions. Exclusive Networks is different from its competitors, because its business model is built on exclusive or special partnerships with a limited number of vendors. This policy is based on the fact that Exclusive Networks is committed to gaining and maintaining a very high level of expertise in the products it distributes in order to provide its resellers with a superior level of sales and technical support. The Exclusive Networks business model therefore benefits resellers, who can rely on more substantial support, which gains them the freedom to focus on

end customers in the knowledge that Exclusive Networks is coordinating and developing the reseller network. On the basis of these excellent results, Exclusive Networks is now planning to expand from its established bases in Paris and Lyon to take on a European dimension by setting up new branches in a number of countries.

For more information: [www.exclusive-networks.com/index.php](http://www.exclusive-networks.com/index.php)

## **ENDS**

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