

Bechtle Buys VAR From BT

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As part of a restructuring effort BT sells BT Stemmer-- a networking solutions, unified communications, security and managed services specialist with revenues worth €60 million-- to German giant Bechtle.



Based in Munich, BT Stemmer employs 160 people in Munich, Duisburg, Karlsruhe, Cologne, Siegen and Stuttgart, and counts 850 customers. It was acquired by BT back in 2008, and holds top partner certifications from Cisco and NetApp. Post-acquisition it will operate under the Stemmer name, with Henning Heimann and Oliver Herrmann as managing directors.

"BT Stemmer strengthens us in a critical business area as network competence is becoming increasingly important for hybrid cloud architectures," Bechtle says. "BT Stemmer has a wealth of experience in this field and is a reliable, well-established IT partner for a multitude of companies and public-sector clients."

The deal comes 3 months after the biggest Bechtle acquisition to date, French reseller Inmac Wstore. The Bechtle pocketbook has been lately, since the company also acquired 2 Swiss Microsoft partners, Acommit and Evolusys, earlier in 2018.

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