

ALSO Buys Slovenia's DISS

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ALSO acquires Slovenian value-added distributor DISS and two associated subsidiaries, a deal ALSO says will make it market leader in the country-- as well as further expand its business throughout CEE.



Founded in 1998, DISS is based in Ljubljana. It claims 2017 sales worth €81 million, and employs around 70 staff selling infrastructure from big name vendors, including HP, HPE, Microsoft, Canon and Asus, among others. As mentioned, earlier the deal includes two DISS subsidiaries, a Dell EMC storage VAD and IBM software specialist Marmis.

“The acquisition of DISS allows us to advance our growth strategy in Europe and gives us a broader and sounder basis in key distribution-related business fields than before,” ALSO CEO Gustavo Möller-Hergt says. “The expertise and experience gained in the market by the excellent team at DISS over the past 20 years lets us strengthen the areas of infrastructure, software and security in particular.”

ALSO adds the deal underpins its plan of consolidating or gaining no. 1 or no. 2 market positions in countries throughout Europe. Within the scope of the acquisition, ALSO Slovenia will focus on bringing "consumptional business expertise" to the table, or consumption-oriented services provided through the ALSO Cloud Marketplace, as well as other channels.

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