

Prolinx Acquires Five IT as it Strengthens its 'Infrastructure as a Service' Strategy

Third acquisition in 12 months as company defies the downturn

GREAT MILTON, OXFORDSHIRE, UK – Prolinx Ltd, the IT systems integrator today announced its acquisition of Five IT Ltd, a specialist consultancy providing virtualisation services to the commercial sector. The acquisition is the third in 12 months and represents another pillar in the company's strategy to become a leading provider of Infrastructure as a Service (IaaS),* building upon its expertise as a systems integrator of virtualisation, data management and infrastructure technologies.

Also, the acquisition of Liverpool-based Five IT strengthens Prolinx's footprint in the commercial sector, bringing virtualisation customers and expertise in areas such as retail, publishing and manufacturing.

The deal marks Prolinx's third acquisition within the past 12 months. In July 2009, the company acquired the software developer Mason Stone, adding bespoke software for the finance sector and a team of software developers. In March 2010, it bought Stratford-Upon-Avon (Warwickshire)-based DCS, a specialist in IT infrastructure deployment. DCS added a 40-50 strong field service organisation with considerable desktop roll-out and desktop server skills to complement Prolinx's already strong data centre server operations. In addition, the acquisition gave Prolinx a commissioning and logistics centre, the size of two football fields.

In June 2010, Prolinx purchased a secure data centre facility, from which it will provide data hosting capabilities. Together these acquisitions knit together to support Prolinx's vision of becoming a foremost provider of IaaS to UK commercial and public sector organisations.

"At a stroke, Five IT boosts the consultancy arm of our business and strengthens our ability to compete for large-scale IT infrastructure contracts in the commercial sector," said **Andy Weller, managing director at Prolinx.**

Prolinx Limited
Views Farm Barn
Great Milton
Oxfordshire
OX44 7NW

Tel: 01844 279199

Fax: 01844 279144
contact@prolinx.co.uk

www.prolinx.co.uk

“Rather than paying a premium price for a large acquisition, we have made carefully, thought-out smaller acquisitions to build our capability. This enables us to help customers on their journey to provision IT more intelligently and effectively and for us to address the growing market for cloud services. We see huge opportunities and it’s where the market is heading.”

Prolinx has continued to defy the recession and is on track for yet another record year. Last year, VMware awarded it *Best Revenue Partner, Northern Europe 2008* after posting a 300% increase in its VMware virtualisation sales in 2008.

Notes to Editors: Photography of CEO Andy Weller is available on request.

***About Infrastructure as a Service (IaaS)**

Infrastructure as a Service (IaaS) describes one of the main methods of accessing cloud computing based services. Organisations rent computing power and disk space and access them from desktop PCs through a private network or across the internet. IaaS benefits customers by providing lower capex, greater flexibility and access to the latest technology.

About Virtualisation

Virtualisation allows organisations to maximise the capacity of their existing computer servers by hosting multiple operating systems and applications on a single server. Given that many servers only utilise 5-10% of their computing power, virtualisation allows organisations to save money by reducing the number of servers they need. So, whereas before a business may have used 30 servers, once virtualised, they may require only three. VMware is the world leader in virtualisation with more than an 80% market share.

About Prolinx

With its headquarters in Oxfordshire, Prolinx Ltd is an IT systems integrator specialising in the development of IT as a Service (ITaaS) environments to both Public and Private Sector organisations. Prolinx works in partnership with customers to intelligently provision IT resources, enabling them to reduce costs, enhance growth and mitigate risk.

Services follow a Discover, Analyse, Plan & Design, Implement and Manage methodology, under the solution areas of Data Centre Optimisation and Desktop Service Delivery.

More information can be found at www.prolinx.co.uk

For Further Information:

Luke Hayes
Prolinx
Marketing
Tel: +44 (0) 1844 279199
luke.hayes@prolinx.co.uk

Neil Pattie
Ridge Consulting
Tel: +44 (0)7784 086530
neil.pattie@ridgeconsult.com

Daniel Bausor
Ridge Consulting
Tel: +44 (0)7701 094980
daniel.bausor@ridgeconsult.com

Prolinx Limited
Views Farm Barn
Great Milton
Oxfordshire
OX44 7NW

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Fax: 01844 279144
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