

ALSO Buys Slovenia's DISS

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ALSO announces further expansion into E. Europe with the acquisition of DISS, a leading Slovenian distributor of software and hardware from vendors such as HP and HPE. Financial details are not available.



The buy also covers two DISS subsidiary-- VAD, a specialised distributor of Dell EMC products, and IBM software distributor Marnis.

Founded in 1998 and headquartered in Ljubljana, DISS claims "above-average" growth with sales activities focused on various market verticals. It employs around 70 people and reports 2017 revenues worth €81 million, thanks to a focus on product lines demanding extensive pre-sales support and a focus on technical training.

"The acquisition of DISS fits right into our portfolio policy with the objective to attain or hold the first or second market position in all countries where we operate," ALSO CEO Gustavo Möller-Hergt says. "ALSO's Consumptional Business offering will also be an important source of potential growth. With this step, ALSO is expanding and strengthening its presence in the region. We look forward to collaborating closely with the entire DISS team."

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