



# Acquisitions boost HR, payment processing and construction portfolio

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We've acquired HR and payroll software specialists, Snowdrop and KCS, online payment services provider, Protx, and have boosted our construction portfolio through the acquisition of Tekton.

Counting over 700 mid-sized UK businesses as customers, Snowdrop is one of the country's top suppliers of HR software and services. Snowdrop designs and develops solutions that stretch along the entire employee life-cycle, from recruitment and personnel to pay and benefits, training and development and succession planning.

The Oxfordshire-based company's customers include Pret A Manger, Ofcom and construction company, Wates Group.

Snowdrop's joined by new acquisition KCS, another of the UK's leading suppliers of personnel, payroll, time and attendance solutions. KCS's bespoke implementation and support services deliver strategic benefits to a wide range of customers, including Reg Vardy, Specsavers and Paul Smith. The Surrey-based company's software's available as a stand-alone or integrated solution.

HR and payroll's becoming an increasingly important and growing sector of the business software market, so these specialist acquisitions are timely for Sage, as we look to consolidate our position as one of the leading suppliers in the HR and payroll sector.

Another great asset was the acquisition of Protx, who specialise in providing secure, online payment services for SMEs in the UK. Payment processing services support retail, business-to-business and e-commerce businesses in processing customer transactions through credit cards, debit cards and cheques.

Protx has the approval from all major banks to facilitate secure online transactions, including Lloyds TSB Cardnet, Bank of Scotland, Barclays Merchant Services, HSBC, Natwest Streamline, American Express, Diners Card, JCB and Euroconex. Their revenue's generated through service fees on processed sales transactions over the internet and the company has over 10,000 businesses on-board.

With internet retail sales expected to grow at 35% per annum, the London-based company operates in an expanding and highly-fragmented market. It's an important asset for Sage, as we look to provide a broader business solution for SMEs, to eventually enable them to link and integrate merchant services with back-office accounting, stock control and CRM applications. The acquisition is also helping us to expand into new adjacent markets.

This year we were delighted to acquire specialist construction software company, Tekton. The company supplies software, implementation and support services to more than 230 companies throughout the UK and Ireland. Tekton, like Sage, provides specific local knowledge and expertise, which is vital in the construction industry, with its high levels of localised legislation and compliance.

The Manchester-based company counts leading engineering, construction and building firms, Skanska UK, ISG, Kier and Taylor Wimpey, amongst its customers.

Brendan Flattery, Managing Director of MMD, said: "This acquisition is further evidence of our commitment to providing our customers with a full range of business software and services to meet their own business and industry specific requirements. Companies require specific local knowledge and expertise from their suppliers and Tekton will bring even more of this domain knowledge to Sage."