

# News Release

## **MEDIA CONTACTS:**

### **Avanade:**

Jennifer Kahn  
+44 (0)7917 751 605  
[jennifer.kahn@avanade.com](mailto:jennifer.kahn@avanade.com)

### **Edelman on behalf of Avanade:**

Jennifer Lopez  
+44 (0)203 047 2320  
[jennifer.lopez@edelman.com](mailto:jennifer.lopez@edelman.com)

## **AVANADE ACQUIRES CLOUDTALENT, A STRATEGIC CLOUD AND INFRASTRUCTURE ADVISORY FIRM**

*Acquisition Deepens Cloud Roots for Avanade in the United Kingdom and Western Europe*

**SEATTLE/LONDON – 3.AUGUST.2015** – [Avanade](#), a global business technology solutions, cloud and managed services provider, today announced that it has acquired [CloudTalent](#), a strategic, cloud advisory business headquartered in the United Kingdom (UK). With a unique and pragmatic approach to IT transformation planning, CloudTalent helps organisations realise the benefits of cloud, providing simple solutions to complex problems for clients across all sectors. The acquisition strengthens Avanade’s Microsoft-focused infrastructure and cloud business in the UK and supports expansion of services across Western Europe.

Many organisations understand the importance of migrating to the cloud to transform their business operations, but have difficulty achieving this significant IT change. To fully realise the benefits of cloud requires long-term strategy, skilled planning and expert execution. Together, Avanade and CloudTalent will help clients accelerate IT transformation; leveraging Avanade’s deep technical expertise, and CloudTalent’s proven advisory practice and Associate Network, a peer community of experienced IT talent.

“We’re excited to welcome CloudTalent to the Avanade family,” said Julian Tomison, Avanade UK general manager. “The strategic combination of CloudTalent’s capabilities and Avanade’s technology and managed services business significantly increases our ability to help clients achieve rapid results in their journey to the cloud.”

Adrian Overall, CloudTalent CEO said, “In Avanade, we have found a genuinely compatible and culturally aligned partner to continue our longer term growth journey. Together, with our cloud and infrastructure advisory capabilities and technology expertise, this partnership is a win for our customers as they seek to simplify their environments in a practical and pragmatic manner.”

The financial terms of the transaction are not being disclosed. This acquisition was subject to closing conditions and regulatory approvals.

### **About Avanade**

Avanade helps clients realise results in a digital world through business technology solutions, cloud and managed services that combine insight, innovation and expertise focused on Microsoft technologies. Our people have helped organisations in all industries improve business agility, employee productivity and customer loyalty. Avanade combines business, technical and industry expertise with the rigor of an industrialised delivery model to provide and deploy high quality solutions—on premises, cloud-based or outsourced. Avanade, which is majority owned by Accenture, was founded in 2000 by Accenture LLP and

Microsoft Corporation and has 25,000 professionals in more than 22 countries. Additional information can be found at [www.avanade.com](http://www.avanade.com).

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### **About CloudTalent**

CloudTalent, an Avanade company, is a UK-based, strategic cloud and infrastructure advisory services organisation with a highly experienced management team and professionals. Since its creation in 2011, CloudTalent has helped clients from across all industries transform their IT environments by bridging the gap between the benefits of cloud computing and digital platforms with the realities of managing increasingly complex and costly legacy environments.

As companies increasingly seek innovative ways of providing more value to their customers, CloudTalent's expertise in navigating the cloud and digital landscapes has led to exceptional growth. Through a combination of practical methodologies and a uniquely skilled associate network, CloudTalent consistently delivers rapid, pragmatic, cost-effective outcomes for clients. For more information, please visit: <http://cloudtalent.co.uk/>.

### **Forward-Looking Statements**

Except for the historical information and discussions contained herein, statements in this news release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied.

These include, without limitation, risks that: Avanade and CloudTalent will not be able to close the transaction in the time period anticipated, or at all, which is dependent on the parties' ability to satisfy certain closing conditions; the transaction might not achieve the anticipated benefits for Avanade; Avanade's business could be negatively affected if the company cannot expand and develop its services and solutions in response to changes in technology and client demand; the management consulting, systems integration and technology markets are highly competitive and Avanade might not be able to compete effectively; Avanade's business could be negatively affected by economic and political conditions and the effects of these conditions on its clients' business and levels of business activity; Avanade's work with government clients exposes the company to additional risks inherent in the government contracting process; clients may not be satisfied with Avanade's services; Avanade could have liability or its reputation could be damaged if it does not protect client data or information systems or if its information systems are breached; Avanade's business could be negatively affected by legal liability that results from providing its solutions or services; Avanade's results could be adversely affected if its clients terminate their contracts with the company; liabilities could arise if subcontractors or other third parties with whom the company partners cannot deliver their project contributions on time or at all; Avanade's results of operations may be adversely affected by the rate of growth in the use of technology in business and the type and level of technology spending by its clients; Avanade's profitability may suffer if it is not able to maintain favourable pricing rates and utilisation rates or if the company cannot control costs; Avanade's global operations are subject to complex risks, some of which might be beyond its control; Avanade's business may be adversely affected if it is unable to keep its supply of skills, including those personnel currently employed by CloudTalent, and resources in balance with client demand; Avanade may be unable to achieve its business objectives if the company cannot manage the organisational challenges associated with the scope of its operations; Avanade has only a limited ability to protect its intellectual property rights, and its services or solutions could infringe on the rights of others or it could lose its ability to use the intellectual property of others; Avanade's ability to attract or retain business may depend on the company's reputation in the marketplace; loss of the company's significant corporate relationships with Accenture and Microsoft could reduce its revenue and growth prospects; Avanade has a limited ability to set its own independent strategies, and its business strategy and direction may be dictated by Accenture's overall business strategy; Avanade relies on Accenture for the majority of its revenue, and the loss of that revenue would have a significant adverse impact on Avanade's results of

operations and may affect its ability to continue to operate; Avanade's global delivery network relies on Accenture, and the loss of that network would increase Avanade's operating expenses; Microsoft has certain minority rights, and may exercise those rights to protect its own interests, which may not align with Avanade's; and Avanade is committed to using Microsoft-related technologies, and the company's inability to use those technologies would adversely impact its results of operations.

Statements in this press release speak only as of the date they were made, and Avanade undertakes no duty to update any forward-looking statements made in this news release or to conform such statements to actual results or changes in Avanade's expectations.

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