



## News Release

### **MEDIA CONTACTS**

**Avanade:**

Suma Bobby

[suma.bobby@avanade.com](mailto:suma.bobby@avanade.com)

+1 443-514-1191

**Golin on behalf of Avanade:**

Michelle Weisz

[Avanadena@golin.com](mailto:Avanadena@golin.com)

+1 415-318-4326

### **AVANADE ACQUIRES INFUSION, STRENGTHENING ITS DIGITAL TRANSFORMATION CAPABILITIES AND LEADERSHIP IN MICROSOFT SERVICES**

Acquisition expands Avanade's domain expertise in financial services and capital markets

**SEATTLE – Feb. 28, 2017** – [Avanade](#) today announced it has acquired Infusion, a global software engineering, design and digital strategy firm that delivers digital business transformation for the enterprise with strong Microsoft technology expertise. The acquisition expands Avanade's capabilities to deliver [digital transformation](#) services and reinforces its position as the leading digital innovator in the Microsoft ecosystem. Terms of the acquisition were not disclosed.

Avanade clients, particularly in financial services and capital markets, will benefit from Infusion's digital expertise in application modernization, customer experience, enterprise productivity, business insights and emerging technologies. And Infusion clients gain access to the largest team of Microsoft experts in the industry who deliver leading digital and cloud services that drive growth, innovation, and revenue.

"We are delighted to welcome the Infusion team to the Avanade family," said Mick Slattery, president of North America, Avanade. "This acquisition brings together two organizations whose cultures are based on a client-first approach to digital transformation. In this time of unprecedented change in the marketplace, it also reaffirms our commitment to bringing bold and fresh experiences to our clients and their customers."

Infusion has 600 employees globally with offices in New York, Raleigh, Houston and London, and innovation centers in Toronto and in Wroclaw and Krakow, Poland, which expand Avanade's operations in Europe. In addition to financial services companies, Infusion also serves clients in the oil & gas, retail, healthcare, education, and travel & leisure industries.

"Infusion has been on a tremendous growth trajectory and we are very proud of the company we've built. This is absolutely the right time for us to join Avanade to achieve even greater success. We share a similar culture of innovation as well as the strength, scale and international footprint required to deliver the best digital solutions for our clients," said Alim Somani, president of Infusion "Our people will now have access to award-winning training and career development resources that will facilitate growth and new opportunities. This is an exciting time for both companies."

## **About Avanade**

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences delivered through the power of people and the Microsoft ecosystem. Our professionals combine technology, business and industry expertise to build and deploy solutions to realize results for our clients and their customers. Avanade has 29,000 digitally connected people across 23 countries, bringing clients the best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com).

## **About Infusion**

Infusion is a global software engineering, design and digital strategy firm that helps expedite digital business transformation for the enterprise, with deep domain expertise in financial services, insurance and capital markets. Infusion helps companies develop next-generation digital business solutions in Application Modernization, Customer Experience, Enterprise Productivity, Business Insights and Emerging Technologies. Infusion's team of 600 employees, across 7 global offices (New York, Raleigh, Houston, Toronto, London, Krakow and Wroclaw) is driven by a customer-centric, collaborative and innovation culture. Learn more at [www.infusion.com](http://www.infusion.com)

## **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 Infusion 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 favorable pricing rates and utilization 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 Infusion and resources in balance with client demand; Avanade may be unable to achieve its business objectives if the company cannot manage the organizational 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.