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## **New vendor partnerships add to Xpanse's growing profile.**

Xpanse announce they have signed on new vendor partnerships – including Pure Storage & PernixData – as part of a larger strategic plan to increase the company's service offering and complement their existing key technology partners in NetApp, CommVault, VMware, Cisco & Riverbed.

"The decision to take on new partners isn't one we take lightly," says Xpanse Director, Malcolm Cole. "We pride ourselves on the depth of our technical capability and our vendor relationships. We're doing this because we see a growing requirement to offer enterprise customers choice and flexibility in the Australian IT market."

Xpanse continues to experience growth in what is widely regarded as a difficult WA market, attributing success to their offering of complementary technologies and a broadening of their services portfolio.

"By partnering with the likes of both NetApp and Pure Storage, we can offer complementary enterprise class technologies that address different customer requirements and open up more opportunities for Xpanse in the enterprise market," Cole adds.

In the last financial year, Xpanse have realised a 33% increase in their professional services revenue, continuing the trend of growth they have seen over the last 4 years, and supported by a 29% increase in employee head count. Xpanse plans to appoint further staff to facilitate their expanding services suite.

For further comment and information:

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## **About Xpanse**

Xpanse designs, implements and manages tailored IT infrastructure solutions for businesses around Australia, with an 8-year background in WA.