

PRESS RELEASE

Leading distributor re-signs Acora in four-year deal

July 2011

Travel retail market specialist Scorpio Distributors Ltd will continue its partnership with Acora (formerly ADA Technology Services) after signing a six-figure contract, which will see the IT managed services specialist deliver a comprehensive IT outsourced service over a four-year term.

The deal follows a successful three-year partnership in which Acora provided a fully monitored IT environment, consolidated Scorpio's IT infrastructure and implemented Microsoft Dynamics NAV across a marketing and distribution service that manages over 170 airlines, ferries, cruise liners and major duty-free shopping groups.

In addition to providing IT consolidation and virtualisation across Scorpio's global platform, Acora will deliver disaster recovery support and Virtual CIO services in order to define Scorpio's IT strategy. The move will allow Scorpio to focus on operational delivery and continue its rapid expansion plans, which have seen turnover grow from £12m to £25m over 4 years.

Carl Grieves, Chief Sales Officer at Acora Technology Services, comments: "As with any business, a successful partnership is one that is based on trust and Scorpio's commitment to a four-year term demonstrates that Acora has achieved this. We are delighted with Scorpio's decision and believe that the new service level agreement will continue to support their ambitious growth plans and help position the business as one of the UK's most prominent distribution companies."

Ian Cowie, Scorpio's Chief Operational Officer, adds: "IT represents a huge component of Scorpio's growth strategy and Acora's skills, knowledge and expertise has meant that we haven't worried about this side of the business since we began working with them in 2008. Our customers expect the best from a technology perspective and Acora continually ensures that we have in place whatever systems and procedures are necessary. Acora is just like any other department within the business and we see them as a key partner going forwards."

At Acora we focus on outcomes, not incomes.

Acora delivers Outsourced IT Services to visionary mid-market business leaders who need strategic agility without the shackles of high risk IT. We provide the freedom to flex further, and adapt faster – fully supported by an expertly managed, outcomes-focussed IT strategy. Because true service is about flexibility, we meet our clients' ever-changing strategic needs with outsourcing services delivered at whatever level feels right for them. When our clients talk, we listen. No error, no confusion. Just singular, dynamic service that drives new business value at every level in a new and uncertain economy.

Further information: Alison Thompson, Head of Marketing.

E: a.thompson@acora.com

T: +44 (0) 1444 232 000