

# Press Release

September 17, 2020

## Conscia expands in cloud services with acquisition of Swedish SECOA

**Conscia, a leading provider of security and IT infrastructure solutions backed by Nordic Capital, acquires the Swedish cloud service company SECOA, with expected sales this year of SEK 45 million and 15 employees. SECOA is a Cisco Gold Partner that delivers a range of cloud-based network and security services through a unique customer portal and mobile app. The company's services are characterized by a high degree of automation, AI-support, innovation and expert support and SECOA was recently elected Cisco Growth Partner of the Year 2020. The acquisition, Conscia's tenth since 2014, will enable an expansion of services and sales for Conscia both nationally and internationally.**

- Our two Cisco expert companies have cooperated for a while - and we were made for each other. As corporate IT-infrastructures move to the clouds, new requirements arise. Here, in the next generation of cloud-based services with automation and AI support, SECOA has a unique capability. Together with Conscia's leading Cisco expertise, CNS-portal and market access, the companies will now jointly reach many more and larger customers, says Conscia Sweden's CEO Robert Gustafsson.

- Conscia are the best at Cisco - by far. With their support, we will be able to develop our services faster as well as integrating them with Conscia's world-famous Asset Management portal CNS. Conscia's vast expertise, resources and market access give us completely new opportunities in and outside Sweden, says Fredrik Dahlgren, CEO of SECOA.

Cloud services are the part of the Swedish IT market that is expected to grow continuously through 2020, according to Radar Group<sup>1</sup>. SECOA's offering is developed to fit the needs of today's medium-sized and large companies, often including a cloud-first strategy and a mobile workforce. The company delivers a range of mainly Cisco-based network and security services with AI and expert support through the customer portal SECOA Cloud, developed in-house.

Both companies are fast-growing Cisco Gold, Customer Experience and Cloud Managed Services Partners with a focus on the private market, and SECOA is now adding seven Cisco expert certifications to Conscia Sweden's 24. SECOA provides Conscia with a fourth Swedish office, this one in Borlänge, but also staff in Sala, Västerås and Uppsala.

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<sup>1</sup> Radar Ecosystem Specialists "Prognos 12 Covid-19", 2020-08-13

## About SECOA

With great expertise and long experience, SECOA helps companies to take their first steps in the cloud-based IT delivery. SECOA Cloud is the place where our customers' services are visualized and managed, it creates a contact area for support, case management, agreements, analyzes and reports. With modern technology, SECOA creates a unique customer experience where the business's needs are in focus. [www.secoa.se](http://www.secoa.se)

## About Conscia

Conscia is a Network of Knowledge and an ICT service provider that specializes in cyber security, IT infrastructure solutions, and managed services. As a trusted advisor Conscia strives to support the customers 'business-critical IT infrastructure' across the entire value chain from design, implementation, operation and optimization. The ambition is supported by profound technical competencies and insight, which is displayed through the unique customer portal, this also forms the basis for the best customer experiences and the highest customer satisfaction in the industry. Another strategic goal for Conscia is to be the most attractive workplace for talented IT infrastructure specialists in Europe. Currently Conscia Group has more than 750 employees across six countries (Denmark, Sweden, Norway, Germany, Netherlands, and Slovenia), with an annual turnover of approximately 2,5 bn DKK (335 m EUR). For more information, please visit [Conscia.com](http://Conscia.com)

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