



Press release

Swisscom entrenches its position in French-speaking Switzerland

Swisscom is buying 66.7% of DL Groupe GMG SA (DL Groupe), thus enhancing its competence in the field of IP-based managed unified communication and collaboration services. Founded in Geneva in 1990, DL Groupe is a major player in the provision of Microsoft services and storage solutions, virtualisation and data protection in French-speaking Switzerland. It currently employs around 35 highly-skilled consultants and engineers in Geneva, Crissier, Delémont, Fribourg and Sion.

Acquiring the majority of shares (66.7%) in the DL Groupe will enable Swisscom to strengthen its competence in the field of IP-based unified communication and collaboration (UCC) solutions in French-speaking Switzerland. At the end of 2010, Swisscom already took over Asept in order to be able to act quickly and flexibly in the field of UCC in the markets of German-speaking Switzerland. Swisscom will also benefit from DL Groupe's many years of experience in the fields of virtualisation and data protection. DL Groupe will continue to offer its current services to SMEs and large companies, albeit as an autonomous subsidiary of Swisscom. Its name, image, organisation and management will remain unchanged. The parties have agreed not to divulge the cost of Swisscom's investment.

The takeover of DL Groupe will give Swisscom valuable know-how in consultancy and engineering and thus help with the development of the centre of excellence in communication and collaboration. Customers of both DL Groupe and Swisscom will also be able to benefit from extensive know-how and a large portfolio of products and services.

Swisscom's participation will open up new growth and development opportunities for DL Groupe. The company's CEO, Paul Guerlement, highlights the importance of the project, particularly with respect to major global competitors: "We will keep the characteristic qualities of an SME while at the same time increasing our credibility. Our status as a competence centre is well known, and we will take particular care to preserve the alchemy that has proved so successful with our customers. Apart from the boost Swisscom gives us within the UCC field, we are joining one of the most credible groups in the promotion of cloud computing solutions."



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The deal will enable Swisscom's Corporate Business division to entrench its position as a supplier of managed unified communication and collaboration solutions, virtualisation as well as data centre-related technologies. Christian Petit, Head of Swisscom Corporate Business, is extremely pleased about the future collaboration: "We are pooling our talents, our expertise and our strength in the field of ICT like no other supplier in Switzerland. I am thrilled that we will face the challenges of the future together and with more energy than ever."

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www.dlge.ch