



Press Release

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for immediate release

Air-IT Acquires Managed Business Communications Ltd

Two Nottingham-based technology businesses have joined forces with the aim of providing a complete solution for all business phone and IT needs to companies in Nottingham and the wider East Midlands. Air-IT, based at Nottingham Business Park, acquired Managed Business Communications Ltd (MBC) on 7th May 2013 for an undisclosed sum. The acquisition was handled by two well-known Nottingham law firms: Geldards LLP acting for Air-IT and Eversheds LLP, representing MBC.

Air-IT offers a full range of managed IT services and outsourced support, whilst MBC provides business phone services and broadband and connectivity packages. Acquiring MBC will enable Air-IT to offer a single point of contact for all phone and IT services to its existing 150 clients as well as MBC's 200-strong customer base. All clients will benefit from the combined technical expertise of both businesses.



Todd McQuilkin, (MD, Air-IT) and Simon Leadley (MD, MBC)

The acquisition is also expected to act as a catalyst for future growth, with a forecasted total group turnover of around £2m for the next financial year. Combined with their ongoing organic growth, Air-IT has seen staff numbers swell to more than 20 – and the firm is already planning the imminent recruitment of four further team members during 2013.



Air-IT's Managing Director, Todd McQuilkin, comments: *'We're thrilled to have acquired MBC, our long-term preferred communications partner. Both companies are specialists in their fields and have always enjoyed a great relationship. Our investment means we can add real value to our clients with high quality, business communications products from a leading local provider.'*

After the transfer takes place, MBC will continue to trade under its own name. The company will move into premises owned by Air-IT at the prestigious Nottingham Business Park, next door to Air-IT's Head Office. Former Managing Director Simon Leadley will become Sales Director for both businesses, whilst Mr McQuilkin will add Managing Director duties for MBC to his existing role.

Mr Leadley commented: *'The acquisition is great news for everyone involved. After all the hard work that's gone into getting MBC where it is today, I can't think of a company that's better-placed than Air-IT to take it forward. They have the enthusiasm, resources and technical skills to move MBC on to the next level, and they're in the ideal position to ensure future growth for both companies.'*

Mr McQuilkin added: *'Air-IT is certainly going from strength to strength. We were finalists in two categories at last year's Nottingham Post Business of the Year Awards, were accepted on the Growth Accelerator Scheme and have just joined the Invest In Nottingham Club. Acquiring MBC is the latest step in our ambitious expansion plans and there are exciting times ahead – so watch this space.'*

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Notes to editors

For further information, please contact: Paul Judge, Marketing Director, Air-IT Ltd, on 0845 004 3029 or email paul@air-it.co.uk

About Air-IT

- Air-IT was formed in 2005 by Managing Director, Todd McQuilkin. Previously, Todd was IT Director for successful medical equipment manufacturer Femcare-Nikomed, former winners of the Nottingham Post Business of the Year Award in 1993 and the Queen's Award for Export in 1986.
- Air-IT provides outsourced IT support and managed services to businesses across Nottinghamshire and the wider East Midlands. It offers a full range of tailored IT services from cloud computing and virtualisation solutions to installations and managed IT support



and can effectively act as a company's in-house IT Department or complement existing resources.

- The company has a growing portfolio of well-known local small, medium and enterprise level companies rely on Air-IT as their trusted IT partner. These include Staffline plc, Skills Holidays, Future Health, RH Commercials, B Taylor Transport, Price & Buckland, Eden Hall Day Spas and DHP Group. Air-IT also enjoys a number of prestigious partnerships and accreditations with leading software and hardware suppliers including Microsoft, Sage, Dell, Cisco and Sophos.
- Air-IT has experienced high growth and expansion in recent years and is investing significantly in the business. The customer base has grown from two to more than 150 and after the MBC acquisition, staff numbers will increase to 20 full time employees. Air-IT's head office has moved from a small, residential cottage in Nuthall to a £500,000, 4,800ft² two-storey premises within the prestigious Nottingham Business Park.

For further detailed information about Air-IT, please visit www.air-it.co.uk

About MBC

- Managed Business Communications Ltd (MBC) was formed in May 2004 by Managing Director, Simon Leadley.
- MBC is a leading Nottingham-based provider of fully-managed business communication services.
- MBC's key service areas are: installing, managing and maintaining business phone systems; business telephone lines and calls; Voiceover Internet Protocol (VoIP); broadband and connectivity; and business mobile phones.
- MBC are an accredited Ericsson LG partner and an elite Capstan Premier partner - an award only available to the country's top performing partners.
- The company also brokers business energy deals, supplies business electricity and gas and project-manages office moves.

For further detailed information about MBC, please visit www.mbc-comms.co.uk