



COMMUNIQUÉ DE PRESSE

## The inherent group announces the acquisition of Connect Services, an IT and connectivity partner to SMEs

Paris, January 22, 2024 – The inherent group, with the support of Keensight Capital, one of the leading private equity funds dedicated to pan-European Growth Buyout<sup>[1]</sup> investments, announces the acquisition of Connect Services. With this acquisition, the inherent group strengthens its position as the leading alternative B2B IT and connectivity operator in France.

Founded in 2013 near Tours by Nicolas Bourdon, Connect Services provides more than 1,300 customers from small and medium-sized businesses, local authorities and the self-employed with a range of IT and connectivity services.

The acquisition of Connect Services reflects inherent's ongoing growth strategy, strengthening its position as the go-to local cloud services provider and reinforces its regional presence. The transaction enhances the Group's presence in the West of France with a local customer support center.

Pierre Jean Beylier, Chairman of the inherent group, commented: *"We look forward to welcoming the Connect Services teams to the Group. Connect Services is a very dynamic, fast-growing company with significant potential for expansion in its region. inherent's skills will enable us to enhance Connect Services' offering to better meet the needs of its customers, particularly in the areas of hosting services and cyber security."*

Nicolas Bourdon, Founder and Managing Director of Connect Services, added: *"We are delighted that our teams and our customers will be able to benefit from the synergies created by this merger with inherent. With our complementary competences, we have no doubt that this partnership will be a success. It will enable Connect Services and its team, managed by Benjamin Harter, to continue to provide solid and lasting support to our customers in their digital transformation journey."*

Stanislas de Tinguy, Partner at Keensight Capital, concluded: *"We are delighted to support inherent with this new acquisition, which is in line with its continued growth ambitions: to support its clients with their IT challenges through its three service lines. This acquisition will allow the inherent Group to consolidate its activity as a cloud and connectivity services operator and to strengthen its client reach."*

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<sup>1</sup> **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach tailored to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.

### **About inherent group**

Drawing on the merging of its cloud, connectivity, cybersecurity, communications and collaboration expertise, the inherent group produces, secures, operates and transports its customers' information systems through its 3 operating brands:

- adista provides IT, cloud and connectivity services to SMEs, VSEs and local authorities in all sectors throughout France, via its 40 branches
- unyc unifies corporate communications through its network of partners
- cyberprotect offers cyber security and information systems monitoring solutions through its Security Operation Center (SOC).

In 2023, for the 2nd year running, the company was awarded the Best Managed Companies Label, which recognises the excellence of companies that stand out for the quality of their management and their performance. The inherent group's CSR policy has been recognised on several occasions: EcoVadis gold medal, trophy for the Grand Prix Hors Secteurs for "CSR Policy" at the 9th Sommet des Entreprises de Croissance, CSR prize in the "circular economy" category at the Trophées Top Tech ESN de l'Informaticien for its commitment to optimising the lifecycle of IT equipment, ESG trophy at the RDV ESN & ICT, etc. The group employs more than 1,100 people in 40 branches across France, and generates sales of nearly €263 million.

<https://inherent.fr/>

### **About Connect Services**

Founded in 2013 in Sorigny (near Tours) by Nicolas Bourdon, Connect Services is a leading independent regional operator of IT and connectivity services for local authorities, the self-employed, very small businesses and SMEs. Connect Services works exclusively directly with its customers.

The Company specialises in IT solutions, services and connectivity: the supply of fixed and mobile voice solutions, as well as data networks and equipment. It offers a comprehensive range of services to a dense local customer base based in the Centre-Val de Loire region. Connect Services is based in Sorigny, and is able to provide services throughout the region thanks to its highly responsive in-house technical support, resulting in high levels of customer satisfaction. Growing rapidly in recent years, Connect Services now manages almost 1,300 customers.

### **About Keensight Capital**

Keensight Capital ("Keensight"), one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For over 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital's success has also earned it a Gold Award from the Private Equity Exchange & Awards each year for the last seven consecutive years, and in particular, the Best European Growth Private Equity Fund.

[www.keensightcapital.com](http://www.keensightcapital.com)

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