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DMC TECHNOLOGY SERVICES, a provider of ICT security services, technology solutions and managed services to government, corporate and SME customers, is pleased to announce the successful conclusion of a strategic partnership with **Alacrito us Technology Services & Consulting (ATSC)**, a niche IT company specialising in client-centric enterprise solutions.

The company is on a growth trajectory and views **ATSC** as a perfect partner to take it to the next phase of this growth path.

Assets with good synergies have been consolidated into a sizeable entity in a move designed to deliver excellent services robustly and rapidly to clients. **DMC** will derive competitive advantage from pooling of high-end skills, management depth with more than 50 years' combined experience in the ICT environment, and a strong vision for the future. The move is driven by "our commitment to building a dynamic ICT business that is recognised as a leader and innovator in our chosen markets and underpinned by strong desire to diversify and expand our solutions portfolio", says **Andrew Davids**, managing director of **DMC TECHNOLOGY SERVICES**.

DMC TECHNOLOGY SERVICES brings with it a wide reach into the public sector, with Davids having served at strategic level, developing new business strategies, building strategic relationships and delivering service excellence in varied ICT companies ranging from multinationals, JSE listed and SME organisations. Chief among those was as co-founder and managing director of Ndizani Technology Holdings, where numerous market successes were achieved under his leadership.

The integration of **ATSC's** business will significantly strengthen DMC's technical skills. **ATSC**, under the leadership of **Conrad Day**, has for the past four years provided consulting, design, implementation and maintenance of IT enterprise management solutions largely in the private sector, one of which was for one of the

largest life insurance companies in Southern Africa.

Day, founder and owner of **ATSC**, held technical and management positions in blue-chip companies where he served in various strategic and tactical portfolios. His industry experience spans the telecommunications, mining and insurance sectors.

ATSC

services include SME infrastructure solutions, consulting, infrastructure and performance monitoring.

“The depth of solution offering enhances our ability to attract new customers and grow annuity revenue streams,” commented Davids.

It is hoped the two will penetrate each other's markets where **DMC** was previously heavily focused on public sector and

ATSC

on private. The merger will fill in gaps in both companies' offerings and rationalise overlaps, thereby placing it squarely in a strategic position to gain market share by providing the all-important foot in the door to major clients. The expanded solutions portfolio (products and services) will enable the company to provide more holistic, all-encompassing value-add offerings to clients. Economies of scale achieved through merged effort will bring more value to clients.

“The scale and expertise gives us pride of place as trusted ICT advisor to clients, and we can now confidently accept this role moving forward,” Davids enthused.