



## **Asolvi acquires perform IT, the leading MPS / office equipment sales platform provider**

**Trondheim, Norway, 15<sup>th</sup> March 2021** – Asolvi is pleased to announce that it has acquired perform IT, whose mySalesDrive.com software platform is the leading sales process optimisation tool for the managed print and office equipment sectors. The acquisition is both Asolvi's seventh in the last 5 years and its second in Germany in the last 4 months and adds the mySalesDrive.com platform to the company's impressive stable of specialist service management solutions.

perform IT was formed in 2003 and is based in Nuremberg in southern Germany. Its unique SaaS platform is used by a wide range of manufacturers and dealers in the managed print, office equipment and, increasingly, managed IT sectors to analyse, plan and optimise their customers' existing equipment and processes. Customers using perform IT's state-of-the-art, cloud-based solution are concentrated in its home market, but it also has a significant footprint in the USA, as well as in the United Kingdom, Switzerland and several other European countries.

Commenting on the deal, Pål Rodseth, CEO of Asolvi, said "perform IT's award-winning mySalesDrive.com solution is highly respected in the market and provides Asolvi with the perfect opportunity to broaden its product offering and continue to develop its business across Europe. This deal also highlights Asolvi's commitment to the copy/print and office equipment sectors in Germany and the wider DACH region. We look forward to welcoming the perform IT team to the Asolvi family and enabling our respective customer bases to benefit from the undoubted synergies between our technologies. In particular, many of the

existing Asolvi customers in the UK and the Nordic countries would benefit from having mySalesDrive.com as a natural extension of their Asolvi solution”.

Armin Alt, CEO of perform IT, added “We are excited by the considerable opportunities for mySalesDrive.com that will result from becoming part of Asolvi. It is clear that our solution complements Asolvi’s existing impressive portfolio and we look forward to working closely with their technical and commercial teams. In particular, we see Asolvi as being especially helpful in our drive to further increase our sales into the managed IT sector.”

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**About Asolvi** – Asolvi is Europe’s leading provider of industry-specific field service management software. Headquartered in Trondheim, Norway and with offices in Germany, Sweden, the UK and France, the company has market-leading service management solutions in the copy/print (Evatic and Vantage Online), fire & security (AlarmMaster, Tivapp and Winserv) and foodservice equipment (Tesseract) sectors. Further information is available from [www.asolvi.com](http://www.asolvi.com)

**About perform IT** - perform IT is the developer of mySalesDrive.com, which is the leading technical platform in the copy / print, office equipment and IT industries and enables its customers to organise their sales activities more efficiently and improve profitability. The tool, which is used worldwide, focuses on the optimisation of a customer’s existing printer infrastructure, providing analysis of key parameters such as costs, company processes, capital commitment or environmental considerations. Further information is available from [www.mysalesdrive.com](http://www.mysalesdrive.com)

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