

Press Release

Managed cloud services group continues growth: Waterland portfolio company Skylink partners with BTT Cloud

Munich, Germany / Vilnius, Lithuania, 16 August, 2021 – With support from Waterland Private Equity (“Waterland”), the cloud service provider Skylink continues its growth. BTT Cloud, a leading provider of modern cloud infrastructure services, has partnered with the fast-growing Skylink. The sellers of the majority share in BTT Cloud is its founder and managing director, who will remain with the company in his current position and will reinvest in Skylink as well. Further financial details of the transaction were not disclosed.

BTT Cloud, based in Vilnius, Lithuania, is one of the leading European providers of modern cloud infrastructure services. The company supports customers throughout Europe during the implementation, operation and maintenance of private and public cloud environments. Due to continuously developing its proprietary solutions, BTT offers a broadly diversified range of services in the field of semi-automated cloud operation. Particularly in the area of Managed AWS (Amazon Web Services), BTT is one of the fastest-growing specialists. In addition, the company has comprehensive expertise in the Microsoft Azure and Google Cloud platforms.

The partnership enables Skylink to expand its service capacities in the area of management and migration of cloud infrastructures, opening up an additional, highly attractive market for attracting new talent and expertise. Due to BTT’s know-how in the area of Google Cloud, Skylink will also be able to support its clients in all three leading public cloud environments, thereby completing its service offering. As a result of the partnership, Skylink will be able to take the next step in its journey towards becoming the leading provider of managed cloud services for enterprise and SME client based in the German-speaking DACH region.

“There are only a few companies able to operate highly complex cloud infrastructures using a platform-agnostic approach, with Skylink being one of them. That is why we are very happy to have them as a partner on the way towards becoming the leading managed cloud service provider in Europe”, says Donatas Zaveckas, Managing Director at BTT Cloud.

“In the European market for cloud services, BTT is strongly positioned with an experienced team, which both shares our entrepreneurial ideas and aims to embrace a clear ‘Service First’ culture. We are seeing a number of opportunities to leverage this new partnership to expand our joint customer base and greatly improve our service portfolio through expansions”, says Gerald Jenner, Member of the Executive Committee at Skylink.

“The partnership with BTT Cloud ideally complements the Skylink service portfolio in the field of Google Cloud, thereby accessing a new, highly attractive market for IT experts. The high-quality standards of BTT’s cloud engineers have convinced us from the very beginning that the company is the ideal strategic expansion for Skylink”, says Dr. Gregor Hengst, Partner at Waterland.



WATERLAND

PRIVATE EQUITY INVESTMENTS

In 2020, the private equity investment group acquired a majority share in Skylink. Since, Waterland has supported Skylink and its managed cloud services platform in their organic and inorganic growth ambitions. In July 2021, the acquisition of root360, a leading German provider of Managed AWS, formed another important aspect of the long-term buy-&-build strategy for Skylink, which today employs a staff of more than 500 at locations in Germany, Romania, Brazil, with about 70 more now in Lithuania.

Waterland has extensive experience in the fields of digitalization and modern IT infrastructure through its investments in several European countries. In the German-speaking region, Waterland has already invested in companies such as netgo (IT provider), Serrala (payment software), Netrics (cloud and ICT services) and GOD (enterprise IT and software solutions) as well as in Enreach (unified communications solutions), amongst others.

About Waterland

Waterland is an independent private equity investment group that supports businesses in realizing their growth ambitions. With substantial financial resources and industry expertise, Waterland enables its portfolio companies to achieve accelerated growth both organically and through acquisitions. Waterland has offices in the Netherlands (Bussum), Belgium (Antwerp), France (Paris), Germany (Hamburg and Munich), Poland (Warsaw), the UK (Manchester), Ireland (Dublin), Denmark (Copenhagen), and Switzerland (Zurich), and currently manages more than eight billion Euro of investor commitments.

Since its founding in 1999, Waterland has consistently achieved above-average investment performance with its investments. Globally, Waterland holds rank four in the HEC/Dow Jones Private Equity Performance Ranking (December 2019) and ranked eighth in the Preqin Consistent Performers in Global Private Equity & Venture Capital Report among global private equity firms. In addition, Real Deals has awarded Waterland the title “Pan-European House of the Year 2020”.

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