



**WATERLAND**  
PRIVATE EQUITY INVESTMENTS

Press Release

## **Leading European unified communications specialist expands into Latvia: OSS Networks is joining Enreach**

**Hamburg / Almere / Riga, 27 September, 2021 – Enreach, a pan-European unified communications (UC) brand and portfolio company of Waterland Private Equity ("Waterland"), is acquiring OSS Networks. The new partnership will enable Enreach to further expand its international market presence: OSS Networks is regarded as one of the leading established providers in the cloud-based UC services sector in the Baltic region. The three founding partners of OSS Networks (Armands Meinarts, Juris Breicis, Mārtiņš Gailītis) will remain with the company in their present roles.**

Founded in 2010, OSS Networks is a fast-growing technology company with headquarters in Riga, Latvia. The company offers a broad portfolio of services in the areas of cloud-based IP telephony, IT services, data networks and software solutions, as well as related cyber security services. OSS Networks' innovative UC services, particularly its highly effective mobile cloud PBX platform ("Smartmex"), are used by over 1,100 enterprises in the region. OSS Networks' customer base comprises more than 40 per cent of small and medium-sized enterprises in the Baltics that use cloud-based solutions.

Enreach was formed with Waterland's support in 2018 from the combination of Swyx (Germany), Voiceworks (Netherlands) and Centile Telecom Applications (France, renamed Enreach for Service Providers), all leaders in their markets. Since then, Waterland has actively supported Enreach in strategic growth initiatives, including systematic acquisitions of best-in-class technologies and their roll-out across the platform. At the end of August, Enreach announced the acquisition of Dutch cloud software provider DSD Europe. The current expansion into Latvia is the sixth acquisition for Enreach in the current year alone; Waterland has supported its portfolio company in a total of 16 international add-on acquisitions to date.

Armands Meinarts, CEO and co-founder of OSS Networks, said: "As a strong European brand in our industry, Enreach has a broad portfolio of services that can offer great added value to our clients. The Baltic market is developing very dynamically. We look forward to further expanding our regional and international presence with Enreach as a new partner."

Stijn Nijhuis, CEO of Enreach, explains: "The market for UC solutions is competitive. OSS Networks has a large, loyal customer base in the Baltics, and most of the business relationships have existed for many years. OSS Networks' technology portfolio and technical as well as cultural know-how will be of great help to us in further strengthening Enreach's range of services and footprint in Europe."

Dr Carsten Rahlfs, Managing Partner at Waterland, said: "Enreach's growth is sensational. Long-term buy-and-build strategies prove their worth when a highly motivated, technically skilled team comes together in a forward-looking company with a modern, broadly diversified product portfolio. Enreach combines these qualities on an international level and has developed excellently in recent months thanks to targeted acquisitions. Entering the Baltic



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States is another important step for Enreach on its way to becoming a European industry leader in the UC market."

Waterland has extensive experience in the fields of digitalization and integration of ICT service providers through its investments in several European countries. In the German-speaking region, Waterland has already invested in companies such as netgo (IT system house), Serrala Group (payment software), Tineo (enterprise IT) and Skaylink (managed enterprise service platform).

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### **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 (London and Manchester), Ireland (Dublin), Denmark (Copenhagen), and Switzerland (Zurich), and currently manages nine billion euros of investor commitments.

Since its founding in 1999, Waterland has consistently achieved above-average investment performance with its investments. Globally, Waterland holds rank five in the HEC/Dow Jones Private Equity Performance Ranking (January 2021) 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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