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Press Release

More acquisitions at Enreach: European unified communications specialist further develops market leadership position in the Netherlands and Denmark

Hamburg/Almere, 13 October 2022 – Enreach, Waterland Private Equity’s fast-growing European portfolio company and unified communications and cloud contact centre group, has acquired cloud communications providers Contict (Netherlands) and Datel (Denmark). These transactions will further develop Enreach’s leading position in both markets while expanding its service range in the areas of productivity, voice and connectivity. Both of these companies, which are now moving under Enreach’s roof, will enjoy ample new synergies thanks to the operational integration and cross-selling opportunities of the extensive Enreach portfolio.

Oldenzaal-based Contict was established in 2006. As a cloud solutions provider, it supports more than 500 SMEs in the north and east of the Netherlands in the field of cloud communication and other cloud productivity solutions. Hjørring-based Datel was established in 1983 and supplies more than 1,000 companies in Denmark with end-to-end workplace and business communications solutions. Both companies form an important pillar of Enreach’s growth strategy as it seeks to become a pan-European market leader for unified communications.

"We see a continued acceleration in the convergence of cloud productivity solutions and unified communications, which is being driven by increasing remote working and more and more cloud-based collaboration. The two purchases will give us additional expertise in the area of integrated communications and IT solutions while allowing us to even better serve our customers’ growing requirements", notes Enreach CEO Stijn Nijhuis.

Enreach emerged in 2018, with support from Waterland, and grew from the amalgamation of Swyx, Voiceworks and Centile, leading companies in Germany, the Netherlands and France, respectively. The unified communications specialist acts as a prime example of a sustainably successful buy-&-build approach in the Waterland portfolio: The group has completed 19 international acquisitions since the 2018 participation.

"These latest two acquisitions allow us to continue our joint long-term buy-&-build strategy and will further strengthen Enreach’s European presence for the long term. The seamless integration of productivity solutions into existing communications and collaboration products is a new growth area for which Enreach is now even better equipped", adds Dr. Carsten Rahlfs, Managing Partner of Waterland.

Waterland has extensive experience in the field of IT and communications services thanks to its investments in several European countries. In the DACH region, Waterland currently holds stakes in companies such as netgo (IT system house), Netrix (cloud service provider), GOD (software house), Skylink (managed enterprise platform) and the Serrala Group (payment technologies), and recently also added MT (system house).



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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), Spain (Barcelona) and Switzerland (Zurich). The company currently manages more than EUR 9 billion of investor commitments.

Since its foundation in 1999, Waterland has consistently achieved above-average performance with its investments. Globally, the company is ranked fifth in the HEC/Dow Jones Private Equity Performance Ranking 2020 and is ranked eighth in the Preqin Consistent Performers in Global Private Equity & Venture Capital Report 2020 among global private equity firms. In addition, Real Deals has awarded Waterland the title Pan-European House of the Year 2020 in the PE Award.

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