French distributor Exclusive Networks hopes to gain "critical mass" in Benelux with the acquisition of Dutch VAD TechAccess. The financial details of the deal are not available.



TechAccess has offices in Son and Amersfoort (the Netherlands), and Antwerp (Belgium), and sells a product portfolio replete with security, server, storage and networking products from 32 vendors, as well as pre-sales, consultancy, training and maintenance services. It shares a number of partners with its new owner, including Fortinet, Brocade, Aruba, Arista, Huawei, Super Micro and Eddgecore Netowrks.

“We identified TechAccess as a strong candidate to boost our Benelux market presence and to provide the catalyst for further growth in the region," Exclusive says. "The people are highly aligned to our way of thinking, and it is these shared values that will act as a unifying force for our two businesses. The Exclusive project, to become a ‘VAST’ group on a global scale, but with local execution, continues at a pace and is strengthened today with this announcement and the addition of Berry van Waayenburg and his team.”

The news marks the first Exclusive acquisition in a year-- back in January 2016 the firm bought Transition Systems, a €200 million player in the APAC region.

Go Exclusive Group Grows Benelux Presence With TechAccess Team Up!