

Ostertag Buys Mitel Integration Business

Written by Alice Marshall
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German systems integrator Ostertag acquires DeTeWe, the Berlin-based systems integration business owned by Mitel-- a move turning Ostertag into a business with turnover worth €100 million.



DeTeWe comes from Aastra, the comms vendor acquired by Mitel back in 2014. Ostertag takes control of the 11 regional offices, customer contracts and employees making DeTeWe, adding to its current 300-employee-strong operations. Financial details of the deal, which is set to close in Q2 2018, are not available.

“This is a win-win that sets Ostertag and Mitel up for growth and success as businesses in Germany begin to pivot to cloud-enabled solutions to help digitally transform their operations,” Mitel says. “With DeTeWe as part of the Ostertag Group, our mutual customers will continue to benefit from Mitel solutions, support and services, and will be ideally positioned to take advantage of advanced communications and collaboration solutions that will enable them to move to the cloud when and how they want.”

Mitel adds the deal is part of an effort to focus on the pan-European unified communications and collaboration market-- while Ostertag plans to consolidate its position to become one of the leaders in ICT services and consulting in Germany.

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