German distributor Bechtle acquires Swiss VAR Steffen Informatik. Financial details of the deal are not available, but the VAR claims annual turnover worth around €30 million.



Founded 27 years ago, Steffen Informatik is headquartered in Zurich and has offices in basel, Bern, St Gallen and Zug. It employs 120 people and counts HPE, Microsoft, VMware, Cisco, Citrix and Veeam as core vendor partners.

“Steffen Informatik joins us not only as a well-organised, firmly established system house. They are also bringing with them 120 excellent employees, as well as an experienced team of four leaders with a great track record," Bechtle says. "We could not wish for a better partner to help us reinforce our position as a long-term IT provider for Swiss customers.”

According to Bechtle, the buy involves not only a strong VAR business, but also a managed services portfolio and a "broad" range of cloud services. Post-acquisition Steffen Informatik founder Hanspeter Oeschger retains his position as managing director while taking over Bechtle's Swiss operations. The VAR's other 3 co-managing directors-- Markus Oeschger, Christian Speck, and Thomas Zimmerli-- also remain on board.

Steffen Informatik is actually the second recent Bechtle acquisition in Switzerland, following the December 2016 purchase of HPE specialist Niederer Engineering.

Go Bechtle Links Up With Steffen Informatik in Switzerland