



Bell Integration acquires Hamilton Rentals

It is our pleasure to announce that Bell Microsystems Limited, trading as Bell Integration, have today acquired 100% of the share capital of Hamilton Management London Limited, holding company of Hamilton Rentals Limited and Hamilton Managed Services Limited.

Hamilton Rentals are the latest addition to Bell following the acquisition of Portal Partnership in late 2016.

Bell and Hamilton Rentals are of the shared belief that combining forces will enable further growth of the businesses by extending customer base, creation of cross-selling opportunities and facilitating access to improved financing arrangements for Hamilton Rentals.

Founded in 1996, Bell Integration is a fast growing IT services and consulting company with annual revenues of close to £170m; it's at the forefront of helping companies drive costs from their operations and improve their ability to engage with customers - either by supporting the growth of their channels to market, or by aiding their responsive and service quality. Portal is an award-winning technical service and analytics business offering consulting and managed services business focuses on delivering robust Collaboration, Analytics and Integration solutions across a range of industries in the UK. Currently Bell and Portal have a combined workforce with over 250 permanent employees and over 50 associates employed in locations in London, Portsmouth, Bracknell, Scotland, Singapore and Hyderabad, India with many based directly at customer sites

Founded in 1972, Hamilton Rentals is recognised in the industry as the leading provider of short term computer rental services and is a partner of choice of leading vendors including IBM, Lenovo, HP, Samsung, Oracle and Hitachi Data Systems. Hamilton Rentals gives customers quick and efficient access to a number of flexible solutions, and work with a wide range of suppliers to find the products customers need, from the latest Datacentre servers and storage, to PCs and laptops. Hamilton Rentals currently have a fleet in excess of £20 million. Hamilton Rentals' team of qualified engineers test and configure equipment prior to shipping, provide support for the duration of the rental and help with hardware queries or issues. Their range of standard and optional high quality services includes design and specification, configuration, testing, delivery, installation, project or event management, training and consultancy.

Martin O'Connor will continue as Managing Director of Hamilton Rentals and together with his management team, will continue to lead Hamilton Rentals as a standalone subsidiary of Bell. An FAQ document is available for all Bell, Hamilton Rentals and Portal employees which we hope will answer many of the questions you may have. Or, you can of course raise any questions with your line manager or any of your Directors.

I'd like to take the opportunity to thank you for your continued loyalty and support in this exciting next step for both our businesses.

For our Customers:

You will see no immediate change to the way our business is transacted. We are committed to continuing to work hard to support your business and want to thank you for your continuing loyalty and support. We are confident that this acquisition will expand our ability to support your business and offer you a greater range of services from one trusted supplier/partner. We look forward to the opportunity to share with you our broader offerings in the near future.

If you have any questions, please direct them to your Account Manager, or I would be very pleased to discuss with you how this deal can benefit you as a valued customer.

Thank you for your continued support and I look forward to working with you in this new and exciting venture.

For our Partners & Suppliers:

You will see no immediate change to the way our business is transacted.

If you have any questions, please direct them to your existing primary point of contact, or I would be very pleased to discuss with you how this deal can benefit you.

Nick Petheram, CEO, Bell Integration

Martin O'Connor, Managing Director, Hamilton Rentals