



Easi strengthens its position in the telecom market with the acquisition of Quendra



Easi continues its growth ambitions with the acquisition of Quendra, a company specializing in telecommunications and network connectivity. With approximately 250 clients, Quendra enables Easi to enhance its expertise and become the largest commercial agent in Belgium for several operators.

"By integrating Quendra's skills and resources into our team, we strengthen our expertise in key areas and consolidate our position with mutual clients and partners. Most importantly, we will have a greater impact on the Belgian telecom market," explains Mirko Montorro, Sales Manager at Easi and head of the acquisition project.

Ambitious growth objectives

Although Quendra is a smaller entity compared to Easi, its commercial agency model, excellent reputation, and significant revenue make it an ideal partner. Based in Lasne, this company has 15 years of expertise that it will continue to offer its clients, but now with more resources and services.

"I wanted to give our company the opportunity to grow and offer more services to our clients while guaranteeing the same high standards that we already provide. Easi has the infrastructure, reputation, and resources that will enable Quendra to achieve its growth objectives. This

acquisition was therefore an opportunity to provide our company with the means to achieve its ambitions," explains Marc Van Eeckhout, CEO of Quendra.

On Easi's side, this acquisition also marks a crucial step in its growth ambitions and its desire to become a leading player in the Belgian telecommunications market, at least initially.

Logical integration

All employees of Quendra will be integrated into Easi while maintaining their current roles. By involving them in a larger structure, the goal is to relieve them of administrative and support tasks, allowing them to focus on growth and business development.

In addition to expertise in telecommunications and connectivity, both companies also share strong values such as honesty and transparency. *"It was important for me to find a company with the same values as Quendra. We also have a common vision of business: to be experts in our field, offering objective advice to companies of all sizes, while cultivating long-term relationships with our clients and partners,"* explains Marc Van Eeckhout. This sentiment is shared by Easi, which only acquires companies aligned with its DNA and values, true pillars of its corporate culture. In fact, Easi has previously declined acquisitions for this reason.

About Easi

Easi is a Belgian IT company that has been offering IT services and solutions and developing its own business software for medium and large companies since 1999. In all the solutions offered, Easi positions itself as a high-value-added partner and aims for a long-term relationship with all its clients. Easi also places great importance on the well-being of its 600 employees.

About Quendra

Since 2010, Quendra has built a strong reputation in the corporate telecom market for its transparency and expertise. Always aiming for a long-term relationship with its clients and partners, Quendra's experts are there to offer objective advice on the strategic choices of any organization with a need for connectivity, communication, data center, and/or cybersecurity needs.