

## **Boxxe acquires Total Computers to create one of the biggest providers of software solutions in the UK.**

**Boxxe owner Phil Doye says the commendation of these businesses is “uniquely complementary”.**

Boxxe, the UK-based IT Services and Solutions provider, announced the acquisition of Total Computers. This move will accelerate Boxxe’s strategy in the corporate market. Boxxe owner Phil Doye had previously acquired a minority stake in Total in November 2022. Total has a long history as a partner to many of the UK’s most successful companies, in addition to the acquisition of Overbright in 2022, which gave them digital transformation expertise. This allows Boxxe to become one of the most prominent software solutions and services to the public and private sectors.

Boxxe’s revenue has grown significantly since Phil Doye took over in 2019, with revenue expected to be £435M. He said, “I had known and admired Total for many years, but as a shareholder and director for the past 12 months, I have seen firsthand the depth of what Aidan and Kevin have built. The combination of these two businesses is uniquely complementary, and I am hugely excited that this move will enable both companies to serve our customers and partners better.”

As a result of the acquisition, Aidan Groom has resigned from Skeffington Holdings Limited and all its subsidiaries, including Total, to take up a non-executive position at Boxxe Group Limited. Kevin Goodall has been appointed Managing Director of Total Computer Networks Limited and joined the Boxxe Limited board. Phil Doye becomes Group CEO.

Aidan Groom said, “It allows us to grow faster and become even more relevant to our customers through a wider range of partner accreditations, deeper technical skills, and greater financial strength and scale.” Kevin Goodhall, the new Managing Director of Total, said the acquisition “enables us to think bigger and be even more ambitious.” in regard to doing more for customers.

With Boxxes’ expanded portfolio, they aim to provide cutting-edge hardware solutions, bespoke software applications, and a variety of IT services, all with a commitment to offering an excellent customer experience.

Total Computer Networks Limited will continue to trade independently before being integrated later this year.

## Key people for interviews

### Industry Analysts:

- **Gartner Analysts:** Analysts from Gartner can provide insights into the implications of this acquisition on the IT services market.
- **International Data Corporation Analysts:** Analysts from IDC can discuss market trends and the potential impact on the competitive landscape.

### Competitors:

- **Executives from Computacenter, Computer Discount Warehouse, or Softcat:** They can offer perspectives on how this acquisition might shift the competitive dynamics within the industry.

### Partners and Clients:

- **Key Clients of Both Companies:** Interviewing some major clients of Boxxe and Total Computers can provide insights into how the acquisition might affect their business relationships and services.
- **Technology Partners:** Representatives from major technology partners (e.g., Microsoft, Cisco, Dell) could discuss how the combined entity might enhance or alter their partnerships.

## **10 questions for the interview**

1. How will the acquisition of Total Computers by Boxxe impact your strategic partnership and collaboration efforts?
2. What new opportunities do you foresee emerging from the integration of these two companies?
3. Do you anticipate any challenges in aligning the product offerings and services of Boxxe and Total Computers with your own solutions?
4. How will this acquisition enhance or modify your go-to-market strategy with the combined entity?
5. In what ways do you expect this acquisition to influence your joint customer engagements and support initiatives?
6. How do you anticipate the acquisition of Total Computers by Boxxe will impact your current projects and future collaborations with the combined entity?
7. What specific improvements or enhancements are you hoping to see in the services and solutions provided post-acquisition?
8. Have you experienced any changes in communication or service delivery since the acquisition was announced?
9. "What concerns, if any, do you have regarding the integration of Boxxe and Total Computers?"
10. How do you expect the acquisition to affect the pricing and availability of the IT solutions you rely on?