

FRESCHÉ

Fresche/Abacus Acquisition FAQ

For our valued customers, partners &
suppliers

September 2021

FAQ

1. What are we announcing?

- Fresche Solutions is announcing that it has acquired Abacus Solutions LLC.
- This acquisition further builds on our mission to help the IBM i market by expanding our portfolio to include everything from infrastructure to applications.
- Abacus is a global provider of cloud hosting, managed services, and support for the IBM i (AS/400) platform. In addition to an incredibly talented group of professionals, Abacus brings to Fresche an extensive portfolio of solutions for IBM i servers including storage, networking, cloud solutions, hardware sales and managed services including disaster recovery (DR), high availability (HA) and backups.
- Abacus has been in business for more than 20 years. During that time, the company has gained tremendous knowledge and a deep understanding of the IBM i platform, the challenges, and the opportunities that exist for companies to take advantage of infrastructure services and cloud computing. With over 1000 IBM LPAR's under management, Abacus holds several compliance certifications and is a recognized IBM Gold Business Partner.

2. What does this mean?

- Combined, Fresche + Abacus is now the **world's leading source** of IBM i expertise, managed services, infrastructure, and application modernization. Companies that rely on IBM i now have a partner who can provide them with end-to-end solutions that support the full IBM i lifecycle—including strategy, development, application support, modernization, cloud hosting, transformation, and ongoing management.
- For companies with a strategic investment in IBM i, Fresche represents how IT should be—modern, agile, flexible, dependable, innovative, and more importantly, IT should be there to help you.
- The acquisition of Abacus deepens our commitment to clients, partners, and the IBM i platform.

The acquisition is an excellent fit for many reasons:

Strong market opportunity

- The IBM i market is strong, stable, and highly relevant within the IT landscape.
- There is considerable IP and business value within IBM i environments. Fresche and Abacus provide unparalleled support, products, services, and expertise for companies that rely on these applications and infrastructure.

Natural business fit

- Abacus extends Fresche's product and services portfolio, adding infrastructure capability, cloud computing, managed services, and hardware.
- Fresche extends Abacus' offerings with a full suite of application modernization and development solutions that enable digital transformation for companies that will continue to rely on their IBM i systems.
- The acquisition adds additional U.S. office presence in Marietta Georgia, with state-of-the-art data centers in Atlanta GA, Irving, TX and Nieuwkuijk, Netherlands.



- The acquisition reinforces Fresche’s strategy to become the number one go-to partner of choice for the entire global IBM i community.

Cultural fit

Both Abacus and Fresche:

- Are obsessively focused on customers and employees.
- Have full recognition of the value that every employee brings to our customers, and to our company
- Are focused on providing technically superior and market leading products and services that solve customer challenges.
- Share the same business philosophy and values with strong beliefs in collaboration, accountability, integrity, and relationship-building.

3. Is this a merger or an acquisition?

This is an acquisition. We are integrating two successful companies with similar cultures to become the world’s premier, end-to-end IBM i applications to infrastructure solutions provider.

4. Will Abacus keep its name?

Abacus will continue to operate as Abacus. We will leverage Fresche’s strong brand and extensive global reach.

5. Why is this good for our customers?

No other organization in the world can do what we do. Our customers now have one partner to go to for end-to-end IBM i software, hardware, services and support that is unrivalled in the industry. We are experts who can provide customers with unparalleled value—helping them leverage their IBM i investments, overcome their IT skills shortage, and modernize to grow their business. Some examples:

- Fresche customers can now receive support for the entire IBM i lifecycle with access to flexible cloud hosting, managed services, hardware, and other infrastructure services directly.
- Abacus customers can now achieve more value than ever before with end-to-end application support, development, modernization, and transformation services direct from Abacus.

6. How does this impact our customers, partners, and suppliers? Why is this good for them?

Fresche is committed to Abacus’ customers, and things will remain business-as-usual. Company contacts will not change. All customers will experience the same excellent support and relationships that they had before the acquisition.

7. Will I still work with the same people?

There are no changes. Your contacts for sales, marketing, support, and other contacts all remain the same.

8. Is this change immediate?

Yes.

9. Whom do I call if I have questions about the acquisition?



If you have any questions, call or email your account manager. Alternatively, you can also contact our communication point people regarding this announcement:

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