



Web Site : Channelweb.co.uk  
 Date : 19/02/2007  
 Security copy : 1854069395.pdf  
 Copyright : Channelweb.co.uk

<http://www.channelweb.co.uk/crn/news/2183653/fujin-unveils-acquisition-plans>

www.channelweb.co.uk
Essential news and information for VARs, integrators and converged resellers
Mon 19 Feb 2007

newsgator RSS PDA > Register > Update detailsNews

- > Home
- > News
- > Security
- > Storage
- > Audiovisual
- > Voice and data
- > Integrator
- > Analysis
- > How To Sell/Focus
- > Awards
- > A-List
- > Events
- > Blog/Feedback
- > Subscribe

---

**TOOLS & SERVICES**

**RecycleIT**  
Maximise profits and ensure client compliance with the WEEE environmental regulations.

**Green pages**  
A searchable database of 10,000 IT companies and service providers, and 15,000 software products.

**Leasing**  
Obtain an immediate lease quote, get financing options and retain ownership of your deals.

**Research pages**  
The latest white papers, research reports, market intelligence and case studies from the industry's most respected analysts and companies.

**Tenders**  
Win more business by obtaining detailed contract information in the public and private sectors.

**Security software downloads**  
Keep your hardware secure by downloading the hottest security software direct to your computer.

**CRN Labs**  
Find the very latest independent product reviews, star ratings and editors choice on the hottest technology.

**Virtual Warehouse**  
Source and find product information and availability from the major UK distributors in one place.

**Research Library**

CRN > News > Storage

## Fujin unveils its acquisition plans

Mobile content filtering integrator breaks into the storage arena

Laura Hailstone, CRN, 19 Feb 2007

ADVERTISEMENT

Channel veteran Ian Smith, chief executive of **Fujin Technologies**, plans to create a £100m storage reseller in the next 12 months by making an acquisition every quarter.

Last week, Smith kicked off his aggressive strategy with the acquisition of storage reseller **Posetiv** for £4.6m. London-based Posetiv has 50 staff and achieved turnover of £18m last year.

"Since the sale of both equiP and Matrix Communications last year, Fujin has been reviewing the market to see where it should carry out its next 'buy and build' acquisition strategy," Smith told CRN. "Storage is an expanding area of IT. There are lots of service opportunities now associated with storage. It is also still quite fragmented, so it is ripe for consolidation."

Posetiv will continue to trade under its own brand for the foreseeable future, but Fujin will change its name to XploITe to reflect its developing strategy, according to Smith.

"The Fujin brand name will be retained for our mobile products," Smith added.

Jason Rabbetts, managing director of storage VAR StorPoint, said: "I underwent an MBO [management buy-out] to create StorPoint from GlassHouse because I believed that there was a good integration-play to be made in the storage space. The opportunity definitely exists for Fujin, but it remains to be seen whether it can acquire two or three more VARs this year."

Neil Ledger, founder of storage distributor VADition, said: "If Smith plans to buy one VAR a quarter then at least one of those will be a pretty large one. It is good to see that he is validating the sector of the market we are operating in."

Further reading:

**Matrix acquisition steps up Calyx UK onslaught**

Tags: **Fujin Technologies, Posetiv, Acquisition, Strategy**

Like this story? Spread the news by clicking below:

Permalink for this story

MARKETPLACE

**World's Fastest Storage -Speed Applications 2500%**  
Faster enterprise applications support more concurrent users and handle more simultaneous transactions. Register for FREE whitepaper, Increase Application Performance With Solid State Disk. Texas Memory Systems - Makers of the World's Fastest Storage

**Online Backup and Recovery: Ibackup - for small to medium sized businesses**  
IBackup offers secure Online Backup, Online Storage, Access and Collaboration for multiple platforms.

**Way better than backup! - Continuous Protection**  
Learn how to recover easily from data loss, corruption or security breaches. Get free whitepaper here

**Multi-platform Centralised Storage Management Tool**  
Pinpoint wasted space and compliance issues across your network. Quickly create analyses and reports to share with others. Flexible deployment for Windows, Netware, UNIX and IBM Lotus systems - easy to use across your team.

**Disklabs Data Recovery and Computer Forensic Svcs**  
Based in the UK, NL NZ and USA. Disklabs recover data from all digital sources inc. Hard Drives, Cell Phones,

TechFinder results

**Multi-terabyte Storage Servicing 1,700 users - NVIDIA Case Study**  
NVIDIA Corporation uses Performe SCM not only to manage its software development process and chip designs, but also to provide change control for critical documents company-wide. This technical case study...  
More...

**Changing of the Guard: The Evolving Role of Modular Storage Systems**  
In this free report, Enterprise Strategy Group explains how modular storage is becoming part of the data center.  
More...



Web Site : Channelweb.co.uk  
 Date : 19/02/2007  
 Security copy : 1854069395.pdf  
 Copyright : Channelweb.co.uk

<http://www.channelweb.co.uk/crn/news/2183653/fujin-unveils-acquisition-plans>

**Downloads**

Memory Cards, Tapes, etc. On-site clean room. DP, ISO9001, Forensics evidence capture and Forensic services available.

**MEDIA**

To find out more on advertising, bespoke opportunities or sponsorship packages for CRN, visit our [media site](#).

**Have your product or service listed here >**

**Sponsored links**

- > [Seagate and Maxtor. See how you can benefit. Click here](#)
- > [Seagate and Maxtor. See how you can benefit. Click here](#)

**OTHER PLATFORMS**

You can access additional CRN content by:

- [Ebook](#)
- [PDA/Pocket PC](#)
- [Email](#)
- [Blog](#)

**FEATURED JOBS**

**Technical Analyst - General Practice Research Database  
 London, England, United Kingdom | MHRA**

TECHNICAL ANALYST, GENERAL PRACTICE RESEARCH DATABASE, VAUXHALL, LONDON, &#pound;21,156 - &#pound;28,112 The General Practice Research Database (GPRD) is a primary care research group providing key research and research services in the areas of pharmacoepidemiology and... more >

**SMC Service Support Senior Analyst  
 Bristol, South West England | Orange**

The Role The role holder will: . to contribute to the day to day technical activities of the team including develop, test, integrate, maintain and support HP Open View products within the Orange managed environment.... more >

**Senior Project Managers  
 Bristol, South West England | Orange**

The Role As a Senior Project Manager, you'll be involved at the heart of senior level technical delivery, with the autonomy to manage the end-to-end delivery of new solutions and enhancements to current systems, in... more >

**Configuration Engineer  
 Bristol, South West England | Orange**

The Role This is an opportunity to become a member of the Planning and Delivery team who are responsible for the installation of infrastructure to support the Orange Core network. The role holder will plan... more >

More job opportunities

ADVERTISEMENT

**Aim high**

Build your business with the Microsoft Partner Programme



Useful links: [About VNU](#) . [Privacy policy](#) . [Terms & conditions](#) . [Site map](#) . [Bookmark this site](#) . [Advertise](#)

**Business Technology websites:**

**Computing** Business technology news, ebusiness, public policy, security, business podcasting

**Computing Business** Agenda Setters, Leadership, Boardroom, Best Practice, webinars

**CRN** Channel news, distributor directory, business hardware reviews

**The Inquirer** Technology, chips, memory, graphics, servers, hardware reviews

**IT Week** News for IT managers, podcast, blogs, expert comment, hardware reviews, white papers

**vnunet.com** Technology news, Silicon Valley Sleuth, blogs, forums, podcast, downloads

**Jobs & Recruitment websites:**

**Accountancy Age Jobs** Accountant jobs, jobs in finance, audit jobs, cima jobs, acca jobs, corporate finance jobs, management accounting jobs, finance director jobs, finance recruitment agency directory, Top 50 accountancy firms, accountant salary survey

**Computing Careers** IT jobs, Programmer jobs, Developer jobs, IT manager jobs, Project manager jobs, SAP jobs, Oracle Jobs, Java Jobs, IT recruitment agency directory, Top IT Employers 2005

**Inquirer Jobs** Software Engineer Jobs, firmware developer jobs, electronics engineer jobs

**Other titles in the VNU Network:**

**Business & Finance** websites: [Accountancy Age](#) . [Best Practice](#) . [Financial Director](#) . [Management Consultancy](#)

**Consumer Technology** websites: [Active Home](#) . [Computeractive](#) . [Gizmodo](#) . [PC Magazine](#) . [PCW](#) . [WebActive](#) . [What PC?](#)

**VNU Business Media Europe** territories: [vnunet.fr](#) . [vnunet.de](#) . [vnunet.nl](#) . [vnunet.it](#) . [vnunet.be](#) . [vnunet.es](#)

vnu business publications © 1995-2007 All rights reserved

VNU Business Publications Ltd., 32-34 Broadwick Street, London, W1A 2HG, is a company registered in England and Wales with company number 01513633