



## **Externus strengthens Fusion's data centre and client service offering** BMC specialist, Fusion Business Solutions, complements data centre credentials and service management offering with acquisition of Green IT specialist, Externus

**London 22 December 2010:** [Fusion Business Solutions](#) has announced that it has acquired the specialist Green IT firm, [Externus](#). The move allows the combined business to offer a broader range of services to customers in the data centre and IT operations market.

Externus specialises in Green IT and offers its customers a full Green IT assessment and evaluation of their data centre. This core offering has become increasingly important to organisations following the commencement of the [CRC energy efficiency scheme](#), as larger firms seek to drive significant reductions in IT-related energy usage in order to comply with the legislation. It is also a good fit with Fusion's focus on data centre planning and management of hybrid physical, virtual and cloud environments.

"Our customers are looking for advice on planning and managing their increasingly complex hybrid infrastructure environments and this acquisition allows us to support them further," said Mark Lyttle, CEO of Fusion.

Externus' managing director, Murray Sherwood, will join Fusion as head of professional services, as well as continuing to run Externus. "We have known Fusion and worked with the firm for many years now," he said. "We feel that now is the right time to combine resources."

Externus brings wide experience of Data Centres and is an official endorser of the EU Code of Conduct for Data Centres. Its service offering also complements BMC Software, of which Fusion Business Solutions is one of the largest European partners.

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### **Note to editors:**

[Externus](#) is a Green IT specialist that has worked with some of the largest companies in the IT sector, helping them improve how they work and their impact on the environment. The company's business-minded approach balances ethical issues with those of reliability, availability and cost.

Using a holistic methodology, EU recognised [Externus](#) addresses all aspects of Green IT including the data centre, the office environment, working practices, legislation, certification and energy supply. Its

consultants have considerable experience in specifying, implementing and running data centres, with a specific focus on cost management through conservative energy consumption.

Established in 2004, [Externus](#) has proven success in helping businesses and their employees to implement IT change programmes that make energy and cost savings. URL: [www.externus.co.uk](http://www.externus.co.uk)