Edinburgh IT companies to merge next month

CROCODILE SOLUTIONS SNAPS UP A MERGER OPPORTUNITY

Two of Edinburgh's most successful IT businesses are joining forces to create a new merged company, from 1 April 2013.

Mark Higgins of Crocodile Solutions and Bill Brotherstone, of Applico are forming Roxxap, which will specialise in enterprise resource planning (ERP) systems.

Both directors have many years' experience of ERP, helping businesses of all sizes to integrate their management information. Their expertise enables clients to analyse key data faster and more efficiently, leading to more effective decision-making and a more productive business.

Crocodile Solutions and Applico have each built a strong customer base since they started in 2006 and 2008 respectively. Their merged client list will include a number of companies in the oil and gas industry, as well as from a wide range of other business sectors. Both companies have also generated year on year increases in turnover.

The merger will create new jobs, as Higgins and Brotherstone plan to employ three more developers and a project manager, to add to the merged team of four staff and four associates.

"We have collaborated on a number of occasions over the years," explained Higgins. "We realised that there was synergy between our businesses, our approach and our goals, so it made sense to join forces.

"Both companies have a strong focus on customer relationships and providing an excellent service. Customers tell us they appreciate our ability to assess their needs and provide an

effective solution quickly, explained clearly."

Brotherstone adds: "We believe we can offer our merged customer base an enhanced service, with the benefit of the increased support provided by a larger team and an even broader base of expertise and knowledge.

"This will assist us in our goal to further develop our position as the market leaders."