

PRESS RELEASE

Ama Partners advises SYSTONIC on its strategic partnership with the inherent group

8 July 2025 – In a rapidly evolving cloud market, SYSTONIC, an independent French hosting provider and pioneer of sovereign cloud solutions, has joined Inherent, a leading national player in telecom and digital services, via its subsidiary adista. This strategic move aims to accelerate growth, strengthen SYSTONIC's ability to address complex public and private tenders, and unlock commercial synergies.

Ama Partners advised SYSTONIC's leadership team throughout the transaction. Damien Delavie and Laurent-Charles Fabre will continue the adventure alongside the inherent teams.

A Sovereign Cloud Pioneer

Founded in 1989 and based in Pessac (Gironde), SYSTONIC is recognized as one of France's earliest sovereign cloud providers. Its managed services portfolio (cloud, colocation, domain names, web) is fully hosted in France and fully compliant with GDPR standards. The company is known for its customer-centric culture, its 24/7 service continuity, and its strong commitment to digital ethics and transparency.

With over 80% of its revenue generated from cloud hosting, SYSTONIC sees this partnership as a key opportunity to scale up and respond to larger and more strategic projects — all while preserving its DNA.

An Ambitious Build-up Strategy

Backed since 2021 by Keensight Capital, one of Europe's leading Growth Buyout firms, Inherent is actively pursuing a consolidation strategy in the sovereign digital services sector.

With more than 1,500 employees, 45 branches and 14 datacenters across France, Inherent reported over €300 million in revenue in 2024 and is targeting €500 million by 2027. The integration of SYSTONIC marks inherent's fourth acquisition of the year, reinforcing its presence in the Nouvelle-Aquitaine region via its adista subsidiary.

Beyond operational and commercial synergies, both companies share high standards in service quality, data security, and environmental performance.

A Transaction That Reflects Market Momentum

The competitive process led by Ama Partners attracted strong interest, underlining the increasing appeal of regional sovereign cloud players amid rising data sovereignty concerns, heightened compliance requirements (GDPR, SecNumCloud), and industry consolidation.

Damien Delavie, President of SYSTONIC comments: *"The partners at Systonic would like to sincerely thank the Ama Partners team. The sale of our company, through this industrial partnership, was perfectly managed. We particularly appreciated their availability, strategic guidance and constant support. From the beginning, our advisors showed a deep understanding of our goals and constraints. Their personalized approach and unwavering commitment were key to the success of this transaction."*

Transaction Participants:

- **Acquirer:** inherent (Julien Jacquel, William Ouaksel), with the participation of Keensight Capital (Léopold Larere, Maximilien Brodel, Stanislas de Tinguy)
- **Financial due diligence advisor to the acquirer:** Exelmans (Manuel Manas, Maxime Grelou)
- **Legal due diligence advisor to the acquirer:** Degroux Brugère (Augustin Fleytoux, Quentin Bechert)
- **Sellers:** SYSTONIC (Damien Delavie, Laurent-Charles Fabre, Hervé Berthou)
- **Sell-side M&A advisor:** Ama Partners (Kevin Peyrot, Quentin Moreau)
- **Sell-side legal advisor:** CPC Associés (Jean-Yves Connesson)
- **Vendor Due Diligence:** Deloitte (Bertrand Chaboussou, Simon Le Rouzic)

About SYSTONIC

Founded in 1989, SYSTONIC is a French independent company specializing in managed services, secure data hosting in certified datacenters, domain name management, and custom web platform development. The company is deeply committed to delivering a sovereign, ethical and always-available infrastructure.

Learn more: www.systonic.fr

About inherent

inherent is committed to delivering high-performance, responsible digital services that support regional development and business success. A sovereign operator with 1,500 employees, 45 locations, and 14 datacenters across France, Inherent is the trusted local IT partner for both public and private organizations. Through its four brands – adista, devensys cybersecurity, unyc, and upper-Link – inherent offers a comprehensive portfolio of telecom, cloud, and cybersecurity services.

The group supports over 50,000 clients in their digital transformation, compliance, and data security challenges, making IT a true performance driver. Inherent reported over €300 million in revenue in 2024, and aims to reach €500 million by 2027.

Learn more: www.inherent.fr

About Keensight Capital

Keensight Capital is one of Europe's leading Growth Buyout firms, supporting entrepreneurs in executing their growth strategies.

With over 25 years of experience and €5.5 billion in assets under management, Keensight Capital's team of seasoned professionals leverages its deep knowledge of Technology and Healthcare to identify high-growth, profitable companies with revenues ranging from €10 million to €400 million.

Keensight works hand-in-hand with management teams to help them realize their strategic vision, providing both capital and hands-on support. The firm operates in over 90 countries through offices in Paris, London, Boston, and Singapore.

Learn more: www.keensight.com

About Ama Partners

Ama Partners is an independent M&A advisory firm specializing in mid-market transactions for SMEs and ETIs. Founded in 2010, the firm has successfully advised on numerous M&A, fundraising, and capital reorganization transactions. Ama Partners is known for its close client relationships and full commitment throughout the deal process. The firm is a member of the CNCFA.

About: www.ama-partners.com

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