

Print Services Group acquires SystemX Swaziland

SystemX, distributor of Xerox products and solutions in Swaziland, has been bought by the Print Services Group and is now the exclusive distributor for Xerox in the country. The deal was finalised in December 2009.

“The acquisition of SystemX extends the range of services and solutions that we can offer to customers,” says Deon Botha, manager of SystemX. “It perfectly complements the Print Services Group's existing gamut of professional print services, from litho to digital, binding and finishing,” says Mandla Mncina, MD of Print Services Group.

Botha heads up the new SystemX business and has experience in the industry as well as the backing of the group, which has operated in the country since 1976. Botha says SystemX will invest in growing the business beyond its existing portfolio and invest in staff to achieve its goals. He expects the rollout of the new investment plan, already begun, to be complete by March 2010.

“We will continue to bring Swaziland's businesses the range of Xerox software, printers and solutions,” says Botha, “and will look to extend the offering with Bytes Document Solutions' range of paper products. We will also target the private sector more heavily while maintaining SystemX's traditional focus on government business. In addition we will grow the existing staff complement.”

SystemX will gain additional field sales, telesales, and colour technician employees who will all undergo Xerox training from Bytes Document Solutions. The entire Xerox range includes digital printing presses, production printers and copiers, continuous feed printers, wide format solutions, workflow and software.

“SystemX under Deon Botha and with the support of the Print Services Group brings a wealth of experience to the Swaziland market,” says Coenraad Ackerman, Africa operations manager at Bytes Document Solutions. “They have a strong reputation as an independent services provider, entrenched partnerships with business in the region, and they are best positioned to exclusively maintain the Xerox brand in Swaziland.”