

WestconGroup®

An on-going mutually beneficial and successful partnership!

WestconGroup Southern Africa, a member of the global WestconGroup, is a leading value-added distributor of technology and converged communications solutions for customers in the enterprise, SMB and consumer markets, in South Africa and across the SADC region.

The company is made up of a series of niche business practices that include: Comstor (Cisco business), Consumer Solutions, Unified Communications and Collaboration Solutions, Mobility Solutions, Security Solutions, Cloud Solutions, a Government and Service Provider practice, as well as Services, through which it offers a host of value-added services to resellers.

Today the WestconGroup, has a presence in 60 countries, across six continents, it boasts over 100 offices and ships to 100 countries with 25+ logistics/staging facilities all of which is backed by 3,000+ associates and 20,000+ transacting customers globally.

Westcon Southern Africa has just passed its 15 year partnership with ACS and Embrace, and it has been a strong and mutually beneficial partnership all the way.

The ACS-Embrace / Westcon partnership started during 1999 when Comztek became part of the Mustek Group. The then small partnership had successfully endured all the upgrades, expansions into Africa, complex re-structuring and the latest major project - the merger of the old Westcon SA and Comztek Groups.



Today – Embrace is the base of a R2,5bn distribution business, operating in all SADC countries and managed out of the WestconGroup Southern Africa’s Midrand offices.

“The partnership survived all of the above due to the commitment of all parties involved. What was seen as a major customisation 10 years ago – is part of the Embrace offering today.”

ACS-Embrace has an amazing team of people who strive to make each partnership with their customer base a mutually beneficial and successful partnership.”

Andries Coetzee - Financial Director, Westcon Group Southern Africa

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Andries Coetzee
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