

**PRESS RELEASE – for immediate distribution**

## **B2B Hosting and Managed Services Provider PINS secures EUR 2,5 Million in series A Funding**

**Amsterdam, The Netherlands, September 24, 2009.** B2B Hosting and Managed Services Provider PINS today announced that it has secured EUR 2,5 million in a series A funding round from European venture capital funds Big Bang Ventures and HenQ Invest. The proceeds of this round will be used to strengthen the company's balance sheet, its technical and operational infrastructure and enable continued accelerated growth.

Since 2005 PINS has successfully executed a buy and build strategy in the Benelux hosting market and intends to make a next step in the coming months. Growth comes from strategic acquisitions as well as autonomous through operational excellence and innovations. Key technology driver is the PINS HyperGrid™ cloud-computing platform developed by the company.

Jan Willem des Tombe, CEO at PINS says: "It has been an interesting journey so far and there is still a lot of work to be done in further consolidating this marketplace. There is room for only one leader and we intend to be it. Given their strong track record in our Industry, we are very pleased to have both Big Bang Ventures and HenQ on board. We can benefit greatly from their experience, network and further funding capacity for further deploying our company's successful strategy."

Frank Maene, Managing Partner at Big Bang Ventures says: "Over the last few years we've been actively looking for a promising hosting provider that could consolidate an otherwise very fragmented local market. PINS has already successfully integrated smaller service providers and is now ready to tackle larger operations. We are very pleased we can assist Jan Willem in his growth plans."

Coen van Duiven, CEO at HenQ Invest says: "We have been following Jan Willem for a few years now, and we have seen him successfully implement a buy and build strategy. We are confident that using the network & experience of HENQ & Big Bang and the execution power of PINS we can be the dominant player in this market"

### **About PINS**

Founded in 1996, PINS today is a leading Hosting and Managed Services Provider in het Benelux market. With an installed base of more than 16.000 customers PINS specializes in web- and application hosting with core competencies on connectivity, security, uptime and scalability. PINS successfully implements SaaS enablement strategies for ISV's using its HyperGrid cloud-computing platform, a true on demand hosting infrastructure built around uptime, connectivity, security and platform scalability. PINS customers include Alfa Romeo, Coca-Cola, Corus, Fitness First, Dutch Railways and transavia.com. For more information please check [www.pins.nl](http://www.pins.nl).

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## **About Big Bang Ventures**

Big Bang Ventures is a seed and early-stage venture capital fund for high-growth ICT companies. In addition to funding, Big Bang Ventures leverages its extensive operational experience and worldwide network to actively help startups accelerate their growth. Formed in 2000, Big Bang Ventures has over € 40 million under management. Past investments include Avinity (acquired by ActiveVideo Networks); DataCenterTechnologies (acquired by Symantec); Dedigate (acquired by Terremark); Q-layer (acquired by Sun Microsystems) and Clear2Pay, a leading payments technology company.

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## **About HENQ Invest**

HENQ Invest is a Venture Capital Firm based in the Netherlands and provides professional support for early stage technology companies predominantly in ICT / New Media / Mobile / Software sectors. Amongst HENQ's portfolio companies are Mendix (Leading modeldriven enterprise application platform), Myngle (Online language tutoring) & MADS (technology platform for delivering mobile advertising to operators & publishers).

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