

# Browne Jacobson advises NTT DATA on its acquisition of Sapphire

08 November 2023

UK and Ireland law firm Browne Jacobson advise NTT DATA Business Solutions AG, a group company of NTT DATA and global strategic partner of SAP, on its acquisition of Sapphire, a UK-headquartered international provider of digital operations software and services.

The acquisition is part of NTT's plan to strengthen its commitment to solidifying leadership in the SAP midmarket and its goal to become a premier provider in the SAP SI market for major clients, both in the UK and US.

NTT DATA Business Solutions drives innovation, from advisory and implementation, to managed services and beyond, enhancing SAP solutions to make them work for companies and their people.

With the acquisition, more than 1,200 existing customers with an average 7-year relationship with Sapphire will move to the NTT/NTT DATA Group.

Browne Jacobson's corporate finance team have advised on in excess of 50 tech deals in the last 12 months in addition to supporting NTT DATA Business Solutions on its acquisition of Sapphire.

The Browne Jacobson team was led by corporate finance partner Mike Jackson, assisted by corporate senior associates Clare Hanna and Kirk Glenn and specialist lawyers across the firm including Richard Nicholas, Cat Driscoll, Giles Parsons and Lincoln Darlington.

On the deal, Mike Jackson, corporate finance partner at Browne Jacobson comments:

*"NTT Data Business Solutions' acquisition of Sapphire underpins its role as a leading operational solutions provider for mid-market customers. We are proud to have played a vital role in this acquisition, which aligns with NTT DATA's strategic goals to strengthen its presence in the US market. The collaboration with Sapphire will drive NTT Data's growth and expansion into both the UK and US SME markets and beyond, and we look forward to watching these developments unfold."*

Norbert Rotter, CEO of NTT Data Business Solutions and EVP NTT Data, inc., said:

*"We are excited to leverage the potential Sapphire offers to our global customers, especially their ServiceNow partnership capabilities. Sapphire's expertise complements those of NTT DATA Business Solutions and will allow us to comprehensively serve the UK and US SME market. In addition, the acquisition will contribute to increase our market share in these two focus countries."*

# Contact



Kara Shadbolt  
Senior PR & Communication Manager

kara.shadbolt@brownejacobson.com  
+44 (0)330 045 1111

---

## Related expertise

### Services

- |                     |                          |                                       |
|---------------------|--------------------------|---------------------------------------|
| Banking and finance | Mergers and acquisitions | Transaction support and due diligence |
| Corporate           |                          |                                       |