

Lance Fanaroff

Integr8



INTEGR8

“ I saw an opportunity to build Africa's first world-class IT outsourcing business. ”

COUNTRY	South Africa
INDUSTRY	Technology
EMPLOYEES	265
YEAR SELECTED	2010
PARTNER	Robert Sussman
WEBSITE	www.integr8it.com

COMPANY SNAPSHOT

Entrepreneurs Lance and Robert are building Africa's first world-class IT outsourcing business, leveraging world class technology and customer service with local know-how. Integr8 provides a complete range of sophisticated IT outsourcing services including hardware and software solutions, backend 24/7 customer support and swift on the ground service. In just nine years, Rob and Lance have made Integr8 IT the largest privately owned ICT company on the African continent.

Integr8 currently provides its services to many of South Africa's leading organizations – MTN, Bidvest and Goldfields. Room for growth is enormous – the combined domestic ICT market in South Africa is estimated at more than US\$14 billion, and Integr8 is expanding organically across Africa as they expand on existing relationships with clients operating in the region.