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FOR IMMEDIATE RELEASE

New Charter Technologies Brings On Michigan-Based Managed IT Provider, DS Tech

Driving Growth and Improving the Customer Experience with New Capabilities

(Denver, CO) February 9, 2023 – [New Charter Technologies](#), a portfolio company of Palo Alto-based private equity firm Oval Partners, recently announced the partnership of [DS Tech](#), a managed IT provider based in Escanaba, Michigan. DS Tech has been serving the Michigan and Wisconsin area since 1976, providing IT services such as IT support, cybersecurity, disaster recovery, voice solutions and cloud hosting to small and medium-sized businesses.

For Eric Wakkuri, president at DS Tech, the recently formed partnership with New Charter represents a significant step forward for the company.

"This strategic alliance will drive growth, further improve the customer experience, and enhance the capabilities of the organization," Wakkuri explains. "Our commitment to continuous improvement and service delivery is unwavering. The partnership with New Charter provides us access to a larger, more skill-diversified team and their innovative ideas, and enables us to achieve even greater success. Our shared values are a key component of this collaboration, ensuring a harmonious and productive partnership."

With said partnership, customers can expect an even more well-rounded team, capable of delivering a wider range of services. DS Tech will also be able to access New Charter's best-in-class cybersecurity offerings through [Cyber74](#), up-leveling those vital capabilities, as well as web development and marketing services.

New Charter Technologies CEO, Mitch Morgan, is excited to welcome DS Tech to the growing roster of MSPs.

"We are thrilled to join forces with Eric and the DS Tech team," said Morgan. "The company definitely fits the New Charter profile of best-in-class MSPs in so many ways. They have a very strong commitment to client satisfaction and a focus on excellence in all that they do. We believe that New Charter represents a great home and offers a growth path to their outstanding group of tenured employees."

Here are the five pillars that make up the foundation of New Charter:

- The platform partners with business owners who are not sellers but rather looking for an opportunity to continue what they're doing and having a financial partner for further investment.
- A team of business owners to partner with for the sharing of new ideas and industry best practices to accelerate their business forward.
- The foundation of the model is centered around the idea that the Managed IT industry is a “people-business” requiring a local touch and should not be consolidated in order to build upon success and reach new growth and service delivery levels.
- The partners who make up the New Charter banner are high growth and high margin businesses who share a common set of cultural and business objectives.
- The owners are the Leadership team and are collaborating and strategizing in a way that has never been seen in the industry.

DS Tech will remain headquartered in Escanaba, MI, and will continue to be led by the same leadership team.

About DS Tech

DS Tech, founded in 1976 as Delcomp, is a leading technology provider. The company's mission is to increase its customers' profitability, improve their productivity and give them a competitive advantage by implementing the right technology.

DS Tech protects its customers from the two risks of technology - obsolescence and cost. As its customers' trusted technology advisor, DS Tech has earned the position as the market leader and its customers' business through quality products and services. DS Tech is the ultimate resource for Managed IT Services, Cloud Technology, Business Phone Systems (VoIP and Session Initiation Protocol (SIP) provisioning), Network Security, Video Surveillance and Disaster Recovery.

DS Tech delivers future technology today. For more information, please visit www.dstech.net or call (906) 786-3583.

About New Charter Technologies

New Charter Technologies is building a caliber of business the IT industry hasn't yet seen. Serving small-to-medium sized businesses in 10+ industries across North America, we deliver best-in-class technology solutions to propel our clients into the digital world. Learn more at newchartertech.com.

About Oval Partners

Oval Partners is a multi-family office investment firm designed to provide liquidity, growth, capital and acquisition funding to founders of growing businesses across North America. Oval's capital base is permanent—it is committed, unencumbered and unconstrained in terms of holding period. Oval offers the capabilities and capital of a private equity fund, but the mentality, partner orientation and investment time frame of a private holding company. Oval's principals have completed more than 100 transactions involving platform investments, acquisitions, exits, and re-financings. Oval focuses on making investments in the tech-enabled services, information services, internet, software/SAAS, and industrial technology markets. New Charter embodies the essence of Oval's targeted “buy and build” strategy in attractive, service-oriented, niche end markets. For additional information, please visit ovalpartners.com or contact Dan Escovitz at descovitz@ovalpartners.com.