

Harris and Leitch: 'Investing in a high-growth business'

by David Fox

Since Harris acquired Encoda late last year, the two companies have been "marching down a path towards total content delivery," which encompasses content creation, distribution and storage, explained Jeremy Wensinger, president, Harris Broadcast Comms Division.

The current purchase of Leitch is the latest part in that programme. "It is a high-growth business, with a solid management team, and it fits extremely well strategically in where we are going with the company," said Wensinger.



Thorsteinson and Wensinger celebrate Harris' acquisition of Leitch

There are many synergies between their product ranges 'with almost no overlap' and Wensinger hopes it will allow to supply of end-to-end systems. "Nobody in the industry has the capability of a solution that goes end-to-end, but with the acquisition of Leitch and other developments [internally], we hope to offer end-to-end systems to some customers, especially for mission critical applications," he said.

"Being part of a larger business gives us more resources and, combined, makes us one of the leaders in the business. Previously we lacked scale to compete on a global level," added Tim

Thorsteinson, president and CEO, Leitch.

Unlike some acquisitions, where development stalls while the companies integrate, Thorsteinson believes: "There will be an acceleration in product development, despite an overhead in integrating the two companies." By NAB, or even earlier, it will introduce a product "that couldn't have been developed separately," he said.

Leitch had been struggling until Thorsteinson took over, but is now profitable and growing, with about 85% of Leitch's revenue coming from products introduced in the last two years.

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