

GBTEC and bQuind: Strategic Partners for BPM Excellence in the Benelux States

GBTEC and the Dutch consulting company bQuind enter into a significant strategic partnership with the goal to expand their market shares. Together, the companies are pushing for a stronger distribution of GBTEC's digitalization suite BIC Platform in the Benelux countries.

- › **bQuind is new strategic partner of GBTEC**
- › **GBTEC accelerates its growth in the Benelux states**
- › **GBTEC CEO Greinke: "bQuind is a perfect partner for the implementation and support of BIC Platform."**

On November 16th, Niels Doeleman, Managing Director at bQuind, and GBTEC Group founder and CEO Gregor Greinke signed the strategic partnership of their companies. bQuind, based in Naarden, Netherlands, is a specialist for IT consulting in the field of process digitalization and will play a central role in the further market development of GBTEC's digitalization suite BIC Platform. The customer and partner network of bQuind covers all Benelux countries, so that the digitalization specialist will act as a consultant for the distribution, implementation, and support of BIC Platform, especially in these markets.

As part of its internationalization strategy, the German IT specialist GBTEC has great success in expanding into the Australian, Spanish, and Latin American markets. GBTEC is also gaining a steadily increasing number of customers from the Netherlands, Belgium, and Luxembourg with its market-leading BPM solution BIC Platform.

This impressive growth, the GBTEC team itself and their Go-to-market strategy have convinced bQuind to build a strong strategic partnership. The aim is to provide comprehensive support for the introduction of the software in companies as a competent partner on site. bQuind quickly proved to be the right partner for GBTEC due to its clear focus on process digitalization, its many years of experience and its excellent network.

Greinke sees bQuind as the right partner for international expansion

Greinke explains the enormous added value of the cooperation with bQuind: "Niels Doeleman and his team have excellent knowledge in the BPM domain and practical experience from

Your contact

Timo Bewer

+49 234 97645-114

timo.bewer@gbtec.de

numerous customer projects. They therefore have all the prerequisites for introducing and supporting BPM and digitalization software in companies in a goal-oriented manner. During the personal exchange we quickly realized that we pursue the same goal: We want to accompany our customers on their way to digitalization in a holistic way, with user-friendly and resource-saving software. We are glad that we won such a competent partner for our further international expansion and are looking forward to working together in the areas of sales, marketing, and consulting".

Doeleman adds: "As one of the leading implementation partners for BPM software in the Benelux states, we certainly know the market very well. Compared to most other BPM tools, BIC Platform stands out as a holistic digitalization suite, especially due to its perfect combination of performance and user-friendliness. Additionally, the integration of strong business requirements such as GRC, process mining, analytics and low-code process enablement will ensure us to service our customers even more in the brought aspects of digitalization. Also, the GBTEC team and the impressive customer list speak for themselves. As a strategic partner of GBTEC, we will push the market development in our core countries".

GBTEC's digitalization suite covers the entire BPM life cycle

GBTEC has established itself with BIC Platform as one of the leading BPM providers in the European market and is on a rapid growth path regardless of the current market situation. Its suite for digital transformation is based on the pillars of modeling, execution, analysis, and optimization of processes and thus covers the entire BPM life cycle. Leading analysts like the market research company Gartner regularly name GBTEC as a representative provider in the BPM field. In the further development of all software components, GBTEC focuses on innovative functions and a user-friendly design.

About GBTEC Software AG

GBTEC Software AG is a specialist for business process management, digital transformation, business intelligence and integrated risk management. The company successfully combines consulting and software development under one roof. With BIC Platform, a suite for the digitalization in companies, GBTEC offers an innovative, holistic, powerful software for process and IT-system optimization. Its customers include organizations from different sectors, such as companies listed on the DAX, larger medium-sized enterprises as well as public authorities.

Further information: <https://www.gbtec.com>.

About bQuind

bQuind BV built an excellent reputation as a provider of all relevant services for process digitization, low-code development, business process management and enterprise architecture.

GBTEC Software AG

Gesundheitscampus-Süd 23
44801 Bochum

Phone: +49 234 97645-100
Fax: +49 234 97645-101

Mail: info@gbtec.de
Web: www.gbtec.com

Follow us:



Official Press Release

Bochum, November 16, 2020



The bQuind team offers the best of digitization and BPM, but never lose sight of the most important thing: the people in your organization and their knowledge. With its proven solutions such as Cloud enabled Process-on-Demand, Process based ERP and Process Release Cycle Management, bQuind helps you analyze your processes to gain insight into process performance and innovation. Its references and experience will lead to real solutions while you stay in control. For more information, visit <https://www.bquind.com>.

GBTEC Software AG

Gesundheitscampus-Süd 23
44801 Bochum

Phone: +49 234 97645-100
Fax: +49 234 97645-101

Mail: info@gbtec.de
Web: www.gbtec.com

Follow us:

