

Velixis: a winning strategy in Belgium for the Micropole group

Nine months after joining the Micropole group, Velixis announces the launch of new, innovative, high value-added offers underpinned by new certifications, and the signing-up of several new customers

Velixis, the Belgian specialist of Business Intelligence and Performance Management solution integration, has strongly developed its business since joining the Micropole group, buoyed by a dynamic BI market in Belgium and Luxemburg. On the strength of its reinforced historical partnership with SAP, and the recent signing of a partnership with QlikTech, Velixis announces the signing-up of several new clients.

Micropole group expertise at the service of its subsidiaries

Innovative and high added-value offers, targeting of general and functional corporate management, signing with strategic partners ... all these strategic development paths have contributed to Micropole's success for over 25 years, paths immediately integrated and applied by Velixis on joining the group in June 2012.

« In line with our strategy, with the buyout of Velixis we were aiming for the deployment of our BI and Performance Management expertise in Belgium, a country where we were already offering our ERP expertise through our OASIS subsidiary. Only 9 months after the integration of Velixis, *good growth in the business is already apparent, sustained by the Business Intelligence market in this country* », approves Christian Poyau, Micropole CEO.

«Joining the Micropole group was a decisive moment. Benefitting today from the expertise of an international group, we are taking full advantage of our new strength to develop our offers and benefit our customers and partners. For nine months, we have strengthened our business, achieved an 8.5% increase in our annual turnover, and have had to recruit to reinforce our teams », adds Yves Colinet, Managing Partner at Velixis

On the strength of a new certification for Micropole, Velixis extends its long-standing partnership with SAP

An SAP partner since its creation, Velixis reinforced its close links with the vendor in 2012, thanks to the new **SAP Support and Maintenance Centre certification** obtained by the Micropole group within the framework of the worldwide Partner Center Of Expertise (PCOE) program. Aiming to select partners to ensure solution support in place of SAP, the program, involving Micropole and all its European subsidiaries, enables offering customers all the services covered by « Standard » and « Enterprise » contracts on Sap All-in-one and SAP Business Objects solutions.

Underpinned by these new opportunities, Velixis announces having signed a support contract with license and user community extension management with the **Banque Générale du Luxembourg**, a subsidiary of the BNP Paribas group.



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Velixis enhances BI Agile competency with QlikTech

Having signed a partnership with QlikTech mid-2012, Velixis now offers innovative **Agile BI solutions** around the QlikView Business Discovery platform. This offer is already making a difference on the Belgian market, bringing a complete response to the new decision-support stakes - agility, speed, Big data, Cloud, Collaboration, Mobility- of general and business management. The added value of this collaboration is concretely demonstrated for Velixis by both the attainment of its annual license sales target in 9 months, and the signing up of four new customers in the second half of 2012 : CE+T Power, ADB, MobilExpense and Best group.

At the same time, Velixis announces the strengthening of its QlikView solution certifications, adding three new levels and expertise areas to its Agile BI expertise :

- « Designer Certification » ;
- « Developer Certification » ;
- « System Administrator Certification ».

« 2013 holds encouraging prospects for Velixis, which we hope to be the follow-on from 2012. We will continue to leverage the Micropole group and our partners' competencies to offer our customers ever higher-added value and solutions fully adapted to their business», concludes Jean-Marc Toussaint, Managing Partner at Velixis.

About Velixis | www.velixis.com

Founded in November 2007 and Brussels-based, Velixis is a [Micropole group company](#), offering solutions and services in Business Intelligence and Performance Management with expertise in the finance, sales and marketing fields. With 30 staff members, Velixis addresses its solutions to SME business deciders and IT managers as well as to large international groups, notably in the manufacturing, services, media banking, insurance and public sectors

About Micropole | www.micropole.com

Micropole is a consulting and engineering company, with bases in Europe and Asia, specializing in Business Intelligence, e-Business, ERP and CRM. The group partners its customers throughout the entire project life-cycle, from consulting to full implementation of solutions, including skills transfer.

A leader in its field in France, Switzerland and Belgium, the group also has bases in China (Shanghai, Beijing and Hong Kong). A partner of the leading software vendors, Micropole has a headcount of over 1,300 and provides solutions to 800 clients (80% of whom are CAC 40 companies).

Micropole has received the "innovating enterprise" label awarded by Oséo Innovation. The group is listed on the Eurolist Paris – Compartment C and registered in the Next Economy Segment. ISIN code: FR0000077570. Code mnémo: MUN).



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