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## CEE software house Euvic bets on digital transformation and targets more expansion

CEO talks us through company's growth roadmap



Software house Euvic has launched a digital transformation offering for its 900 clients across western Europe, the Nordics and North America.

The offering consists of two segments: IDeation-as-a-service and Agile Dev Factory. An IDeation-as-a-service project will typically involve around three Euvic specialists who will test prototype customer solutions, which will often be made up of emerging and established technologies, before drawing up a cost plan to create the final application. Euvic claims the process takes up to six weeks.

Euvic's Agile Dev Factory can then deliver the applications drawn up through the IDaaS process.

The Gliwice-based firm's CEO Wojciech Wolny told *Channlenomics Europe* that he is expecting the offering to gain traction among large enterprises that have in-house innovation departments, as well as consulting companies that deliver transformation projects in need of a partner to handle software development. He also said venture capital firms are also interested in the offering to help develop and incubate software start-ups.

Wolny said that Euvic has been approached by a number of customers in the past with "unusual requests" to test and create solutions using emerging technologies associated with digital

transformation. During a review process last year, Euvic decided to incorporate the offering into its framework.

"We also have seen such a trend over the past few years as more and more companies come to us to help them with digital business transformation projects," said Wolny.

Euvic recently **acquired Polish outsourcing firm itWORKS**, before offloading 50 per cent of the business to 3S Data Centre to take joint ownership of the company. The CEO said that itWORKS brings a service-heavy proposition to Euvic including service desk, outsourcing services, infrastructure and system monitoring, hosting and collocation. He said that sharing custody of itWORKS with 3S Data Centre produces little operational crossover.

"The responsibilities of both Euvic and 3S Data Centre are also clearly delineated. We have a good track record of cooperation with the datacentres for demanding western enterprises. Now we are strengthening our offer in this regard. Additionally, thanks to this cooperation we will be able to reach out to new clients through both itWORKS and 3S Data, just like they can reach out to our clients."

Acquired taste  
Wolny claims that Euvic will continue expanding its business through M&A activity in a bid to build "the largest federation of IT companies in central Europe". He claims that the software firm has grabbed majority stakes in a number of Polish companies over the years to expand the breadth of Euvic's offering and build a workforce of 1,700 IT specialists.

"We continue our strategy of building a strong group, and the recent acquisition of itWORKS is the best example of that," he said. "We assume that only the establishment of concrete, capital-based links between companies will provide a reliable basis for the joint implementation of numerous projects. So far we have acquired majority stakes in several technology companies, now members of the Euvic Group."

He added: "All transactions were based on our own resources, without the participation of equity investors or bank loans... We are going to pursue this way of growth in the future, with new acquisitions and mergers."

Euvic has also grown organically, establishing outposts in Austria, Germany and the US. According to Wolny, the outsourcer has "very recently" set up shop in the Netherlands, and plans to open more locations in the future.

"We have over 900 clients throughout the world, mainly in western and Nordic Europe and in North America. They expect us to be as close to them as possible, so this is why we open and maintain local offices with front-end customer service, while having main development centres in Poland. Last year ourGroup's revenue was about €55m. Exports contributed about 25 per cent of that."

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