

## Computer and IT

The company is active in the field of computer / IT. All services are offered for private as well as business purposes. The development of new business ideas is just as important as IT consulting and support, ensuring data security and web hosting, as well as web design.

### **1. *The current situation:***

The company was founded in 1994 and has grown steadily ever since. In 2005 there were some structural changes, a new partner was added. This contributed to the company continuing to grow and gain large customers. Since then, a high number of existing customers has ensured a stable order situation. A broad range of offerings and various maintenance and support contracts, hosting and consulting contracts as well as cloud computing ensure long-term customer loyalty. Due to illness-related conversion, the operative business is now to be completely taken over and continued by an experienced long-term employee.

### **2. *The market and the business model:***

The company manages to reinvent itself on a regular basis, conquering new industry sectors and adding them to its core business. Currently, the comprehensive startup support is a promising new project. Business start-ups are to be advised and looked after, from brainstorming through the creation of business plans, to internet presence, financing and marketing. The company is highly motivated and flexible, which means that it can react very quickly to any difficulties and new orders.

Constant demand from customers for the services offered, the good reception of the newly developed and offered services and the fact that the company has been growing successfully for years show that the services are wanted and needed.

### **3. *Which financing is needed?***

250,000 Euros are needed to expand, to adapt the offered services to the customer's wishes, to conquer new business fields and to completely enable the takeover.

### **4. *How is the team structured?***

The homogeneous and experienced team consists of trained IT specialists in the field of system integration. Most of the team members have been with the company for years and know the customers and the business. The close cooperation of the team members ensures that there is always a solution for every emerging problem.

**5. *What vision does the company have?***

In the long term, the company wants to expand its core business and continue to be a reliable partner for its customers. Due to the large number of existing customers and a constantly high demand for the services offered, it becomes clear that new ideas are positively received. The company wants to take advantage of these opportunities and further expand its offer and make it more attractive to its customers.

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**Project Management**

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