

Ciklum Offers IT Nearshoring and Sales Services Under One Roof

Two success stories from Sweden and Germany

Munich, Germany – 26 February 2010 – Ciklum, the European leader in IT nearshoring for Small and Medium Enterprises (SMEs), has expanded its business focus: apart from assisting in product development Ciklum now also supports its customers in the distribution of their software in Ukraine and Russia. Two success stories of the recent times...

Excel Data and Ciklum: two leaders hand in hand

Excel Data, one of the first customers of Ciklum, offers innovative Business Intelligence (BI) solutions for midsize companies. The company's InfoSuite-Package used to be only available for the IBM i Power Platform AS/400. Thanks to the cooperation with Ciklum it can now be installed on all major platforms and databases, a benefit that will soon be enjoyed by customers from Ukraine and Russia.

"This is truly a win-win situation," says Alfred Lage, Partner and Shareholder of Excel Data AG.

Webforum and Ciklum: communication solutions for two emerging markets

Webforum Europe and Ciklum cooperate in product development since 2006. While Webforum operates in Stockholm (headquarters), the development is done in Kiev. Consequently, over the years the company got to learn the Ukrainian market and the opportunities that exist within it.

On the 21st of January 2010 the companies signed an agreement whereas Ciklum assists in the distribution of the online Webforum services (communications solutions for projects using the Internet) in the Russian and Ukrainian markets.

Promote sales: Ciklum's strong position in Russia and Ukraine

Ciklum thus helps its customers to develop a product first and then bring it to market in Russia and Ukraine. Knowing both markets and its strong position there makes the company predestined for this task.

Ciklum analyzes specified markets by the customer, ensures knowledge transfer, organizes conferences, trade fairs and exhibitions, and stands by during contract negotiations. The collaboration is designed for customers to be extremely flexible: three partnership models are offered, by analogy, there are three billing models.

Both regions, Russia and Ukraine, are among the growth markets of the world. Two hundred million people with a European background and the increasingly stabilizing democratic conditions give optimistic predictions regarding the economic cooperation with both countries.

Contacts for these topics at CeBIT 2010:

Henrik Bak, VP of Sales and Marketing
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Craig Wilson, Country Manager - UK

The contacts can be met in person 2nd to 6 of March at CeBIT in Hall 6, Booth C03.

About Ciklum

Ciklum (www.ciklum.net) is a Danish IT outsourcing company specializing in nearshore software development by establishing and servicing clients' own development teams in Ukraine with an option of extending them further to Pakistan. The environment of services and knowledge sharing within the company helps clients to market quickly and with less risk and minimal investment. Established in 2002, Ciklum employs more than 800 specialists with more than 100 global client teams. Ciklum has six development offices in Ukraine and two in Pakistan, as well as representative offices in Denmark, Sweden, United Kingdom, Switzerland, Germany and the Netherlands. Ciklum is a winner of the Red Herring 100 Europe 2009.

About Excel Data

Excel Data Germany AG (www.exceldata.de) based in Paderborn is a subsidiary of the Danish Excel Data A/S, a leading software provider of business intelligence and performance management solutions. For over 20 years Excel Data has been delivering intelligent information to thousands of users. Excel Data is represented in Denmark, Norway and Germany with its own branches. The customers are located in many industries such as retail, wholesale/distribution, production and customer services.

About Webforum

Webforum (www.webforum.com) offers a market leading web service for project management and team collaboration where customers can customize their interface and be up and running with project planning and team collaboration within minutes. Available in six languages the service is utilized by more than 700 companies with over 50,000 users across 20+ countries. Headquartered in Stockholm with the development teams in Stockholm and Kiev, Webforum has resellers in Finland, Denmark, Germany, Australia, Russia, Ukraine and the United Kingdom.

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