

Informattec continues its course for double-digit growth

In 2019, the Swiss BI specialist Informattec once again fully benefited from its focused strategy on its way to becoming the number 1 data intelligence provider in Switzerland. It managed to benefit from the dynamic demand for business intelligence expertise and software solutions and accordingly increased its number of staff, acquired numerous new customers and achieved double-digit revenue growth for the fifth time in a row.

Muttenz, 27.02.2020 - Informattec looks back on another dynamic and fast-growing business year. Nearly 40 new customers were acquired, including a growing number of major customers such as Migros Bank, Alexion Pharmaceuticals, the wheel manufacturer Ronal and the mechatronics solutions provider Stäubli. In total, the customer growth led to an organic increase in revenue in the double-digit percentage range year-over-year and a net increase of 2000 licenced BI users.

‘Qlik Partner of the Year Switzerland’ for the third time running

Informattec has just been named ‘Partner of the Year Switzerland 2019’ by Qlik for the third time in a row, and was awarded the distinction ‘Best Performer’. This award not only rewards partner revenue, but also considers the fact that Informattec is a trendsetter in the areas of Machine Learning and Artificial Intelligence (AI) in the BI environment and regularly implements innovative solutions and projects. Last but not least, the innovative strength of Muttenz is demonstrated by the recent launch of an e-shop which allows users to easily book BI training sessions and other data intelligence services.

In addition to the award as Top Swiss Partner, Qlik also honored Informattec with the "Qlik Marketing Partner of the Year 2019 DACH" award for its state-of-the-art marketing.

Great appeal as an employer

In parallel, the team of BI specialists expanded by 30% last year. For one, the new colleagues will be deployed at the Muttenz and Zurich branches, and second, a dedicated product team in Lisbon will take care of the agile further development of its in-house software solution iVIEW.

Founder and CEO Rino Mentil attributes the disproportionately high increase in the BI headcount to the company’s growing attractiveness on the highly competitive job market: ‘We are happy to note that, as a BI specialist, we are now well-known and actively sought after by highly trained and experienced BI specialists. A few years ago we had to chase after good people. Today they actively apply themselves. I am convinced that this is a further positive effect of our focus strategy and provides us with clear competitive advantages’.

2020 marked by innovation and further growth

In the consistent implementation of its growth strategy, the new business year will continue to focus on innovation and proactive design in the fields of business intelligence and data analytics. ‘As a BI trendsetter in Switzerland, our aim is to always be one or two technological steps ahead of the market and our customers and to develop our competencies and solutions for the greatest possible benefit in the future,’ explains Flávio Soares, Partner and Head of Technology & Solutions with a view to the future. ‘To this end, we are also continually examining

inorganic opportunities for growth. We don't necessarily want to have to reinvent everything', comments Rino Mentil on the company's plans.

Further information

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About Informattec

With a clear focus on business intelligence, Informattec has established itself as a specialist consultant for the bespoke implementation of comprehensive BI solutions for analysis, reporting and planning. The company from the Basel area, founded in 1998, is considered a BI innovator for sophisticated SMEs and major clients and counts leading companies among a rapidly growing client base. With its need-orientated services, Informattec helps provide limitless access to the numerous benefits of their proprietary BI platform iVIEW, based on Qlik and Jedox. Their service range includes consulting, design and custom development, as well as implementation and training, maintenance and support.



From left: Christian Fischer (Informattec), Andre Keime (Qlik), Cristina Cesaro (Informattec), Stefan Jochheim (Qlik), Rino Mentil (Informattec)