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agineo strengthens its international presence with new branches in Europe



Kista (ots) -

agineo GmbH is massively expanding its international business and is establishing new locations in Vienna and Kista due to increasing demand. The expansion to Austria and Sweden is part of agineo's internationalization strategy. So far, the company, one of Germany's leading ServiceNow service providers with its headquarters in Aachen, Germany, has been represented in Switzerland and Slovakia. Driven by the high volume of new customer inquiries and on the stable basis of the boosted sales figures, agineo plans to establish itself internationally in the coming years.

The locations Sweden and Austria offer ideal conditions for expansion. Digitalization has recently accelerated in both regions, offering companies immense growth opportunities. According to the "Digital Economy and Society Index" (DESI, surveys by Eurostat), Sweden is one of the leading digital countries in Europe. Austria is also in the top third of European countries successfully mastering the digitalization wave. agineo uses this ongoing trend to expand internationally in the regions.

The increased demand for IT solutions has additionally favored this growth. Especially in the software sector, a tremendous growth trend is visible. "We are expanding in Sweden and Austria because we see a great need for digital individual solutions there that we can deliver," says Thomas Haveneth, Managing Director of agineo. "We offer a unique portfolio of tailor-made solutions others do not have. That is very promising," says Haveneth. agineo's ServiceNow portfolio offers customers individualized, modular solutions that support them in digitizing and automating workflows long term. Cloud technology enables agineo to modernize historically grown processes in a way that is both scalable and sustainable.

To provide this level of tailor-made solutions, agineo has restructured itself within the company over the past year. The company relies on specialized teams that further develop and implement the individual ServiceNow products. This change allows consultants to gain strong technical expertise, enabling more efficient design of project implementation. The specialization in the different product lines is particularly effective in client cooperation. Consultants can respond individually to customer needs and focus on the joint development of tailor-made solutions. As an Elite partner 2023 of ServiceNow, agineo has long made its mark in Germany. The demand from new customers is high and sets a healthy foundation for agineo's business expansion in Austria and Sweden. In the last four years, the IT company has doubled its turnover (see Federal Gazette, Banz AT 29.03.2023 S1). With a turnover of 22 million euros in 2021 to a gross revenue around 39 million euros in 2023, the company achieved a turnover increase of over 30%.

The increasing sales figures and the volume of new work orders also require personnel growth to maintain this course. Despite the competitive German labor market for ServiceNow professionals, new employees are urgently sought after in all agineo locations. agineo has therefore taken all necessary measures to attract qualified employees. With success: Since 2019, the number of employees has doubled and has grown to a workforce of 250+ in 2024. With the expansion of business activities to Austria and Sweden, agineo plans to tap into the local labor markets to broaden its base for ongoing and new projects.

To support this, agineo also relies on new partnerships. As part of the internationalization, the company announced in January the cooperation with the Indian software development company InfoBeans. The goal of the strategic partnership is to make agineo accessible to the global market. agineo sees the Indo-German cooperation as an opportunity to expand its competitiveness and meet its high quality and delivery standards. "From a market perspective, the partnership is a tipping point as it strengthens our global presence and positively impacts our profitability and our company's delivery efficiency.", says Ludger Koslowski, COO of agineo and head of the internationalization campaign.

The focus at agineo continues to be on its customers because the expansion to international locations offers advantages, particularly in project implementation. The expansion not only guarantees customers wide-reaching access to the company but also enables improved delivery efficiency in the implementation of client projects due to the growth in personnel.

About us

Agile, new, and yet with over 35 years of experience in the bag - that's agineo, the largest partner of the platform provider ServiceNow in the German-speaking area. As a specialist in Enterprise Service Management, our experts design business processes for well-known customers and implement them on the software side. They can draw on the broad-based technology expertise of the entire Materna Group, which spreads over 4,000 employees.

Our performance promise

With passion, flexibility, and tireless commitment, we take responsibility for our customers. Your success is our claim, for which we set all levers in motion - "on time" and "on budget" every day.

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