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Watermark and Hands expand support of large international customers through strategic business partner agreement

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In order to better support and sell to their large international customers, independent ERP implementation specialist Watermark Holding B.V. and IT consulting group Hands A.S.A. today announced their strategic business partner agreement. The agreement mainly concerns the sale and implementation of the business application software of Microsoft Business Solutions Axapta (formerly Navision) and related services on each others markets. Hands has a strong presence in the Scandinavian countries, while Watermark has a strong presence in West-European markets.

The partnership also includes the intention that Watermark and Hands license their respective add-on software and vertical solutions to each other on a non-exclusive basis, with the objective to license these to current and prospective customers.

Wim Heijting, CEO of Watermark comments, “We are excited to join forces with Hands, a leading North-European IT consulting group, and the largest business partner of Microsoft Business Solutions in the Nordic region. Since Watermark has been able to attract and support many major pan-European customers, we are very glad to be able to support them even better in Scandinavian countries through this strategic partnership with Hands.”

Einar Broch, CEO of Hands, adds, “We are delighted to be able to offer our current and prospective strategic and major international customers the advantages of having Watermark as our strategic business partner, with its long-standing and extensive presence in especially West-European countries. The partnership with Watermark fits extremely well with our policy to offer our customers the best products and services available, no matter where in the world they are required.”

The business partner agreement is effective as from today.

About Hands

Hands is a leading North European IT consulting group with offices in 20 locations throughout the Nordic. Hands is the largest Microsoft Business Solutions Partner in the Nordic region and among the three largest worldwide, implementing all platforms in the Navision product portfolio.

Hands knows that competitive advantage comes from in-depth understanding of market dynamics and business processes, and provides industry specific business solutions that reflects this. Based on IT know-how and industry experience, Hands has developed a range of vertical add-ons for select industries including manufacturing, trade, retail, service management, finance and contracting solutions.

Hands implements and supports complete business solutions through integration of standard IT platforms. Competencies include systems for ERP, MRP, SCM, CRM, Business Intelligence, e-Business, Service Management, Human Resource Management etc.

Hands employs more than 700 IT specialists in Norway, Sweden, Denmark, and Finland.

www.hands.no www.hands.se/

About Watermark

Watermark thoroughly implements sustainable improvements at the core of the business of its customers, with standard ERP, CRM and SCM software applications of different brands, such as Baan, Microsoft Business Solutions Axapta (former Navision) and Oracle. Watermark's core business is to implement software applications all the way, so these products deliver the expected results.

Watermark provides consultancy, implementation, customisation, product management, technical support, training, and full maintenance for so called Mid Market customers with revenue from 20 until 450 million Euro revenue.

Watermark has more than 540 employees serving over 1000 local customers. With more than 30 offices in 12 European countries and a worldwide network of implementation partners Watermark has a significant pan-European presence. The offices of Watermark are located in Belgium, Denmark, France, Germany, Italy, Luxembourg, Portugal, Spain, Sweden, Switzerland, the Netherlands, and United Kingdom. Many employees combine both broad technology expertise with in-depth knowledge of the industries they are working in.

Key markets for Watermark are manufactures, process industries, machine building, automotive and electronics as well as wholesales and services industries. With many of its customers Watermark has built a long-standing relationship.

www.watermark-europe.com

Further information:

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