

# FACT SHEET

## Empowering companies to transform

SoftwareONE is a leading global provider of end-to-end software and cloud technology solutions, headquartered in Switzerland. With an IP and technology-driven service portfolio, it enables companies to holistically develop and implement their commercial, technology and digital strategies. This is achieved by modernizing applications and migrating critical workloads on public clouds, while simultaneously managing and optimizing related software and cloud assets and licensing. SoftwareONE's offerings are connected by PyraCloud, its proprietary digital platform, which provides customers with data-driven, actionable intelligence. Company shares (SWON) are listed on SIX Swiss Exchange.

### Worldwide presence

- Global headquarters in Stans, Switzerland
- Sales and service delivery in 90 countries
- Able to transact in 150+ countries
- 3 global service delivery centers, 6 regional service deliver centers
- 24/7 support in 13 languages



### Strong relationships

- Around 8,300 employees, encompassing sales, customer success, technology and advisory specialists
- Around 65,000 customers worldwide, diversified across geographies, SMEs and enterprises

### Trusted vendor partner

- Relationships with over 7,500 software publishers, including elite partnerships with Microsoft, AWS, GCP, Adobe, Oracle, Red Hat, VMware, Symantec and many more
- Largest channel partner globally for Microsoft and largest partner for Microsoft's fast-growing cloud platform Azure <sup>1)</sup>

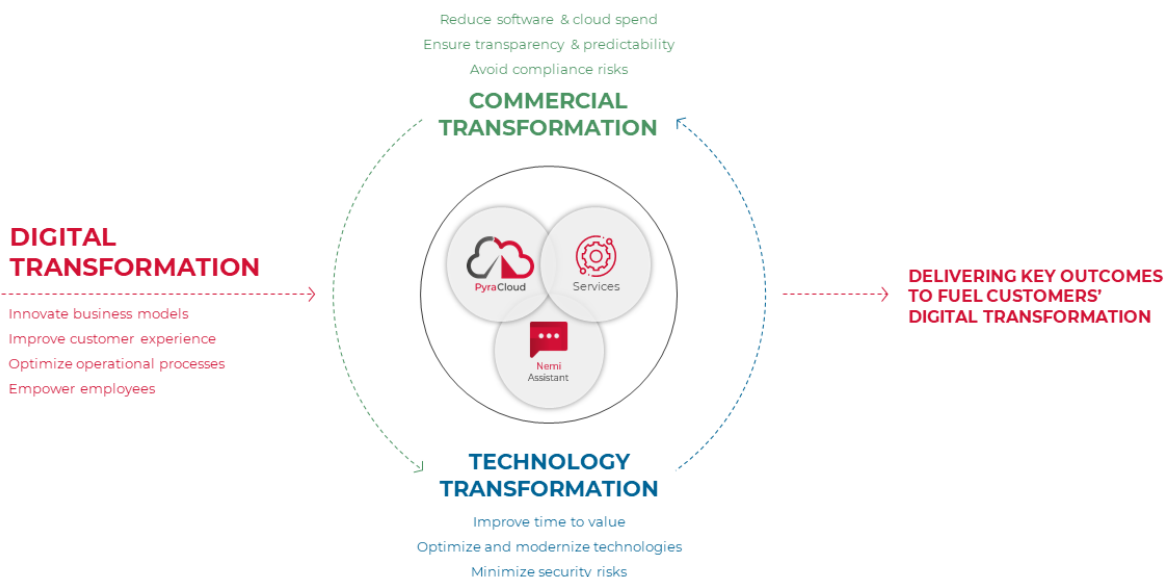
<sup>1)</sup> SoftwareONE estimate based on global transaction volume

### Cloud experts

- Approx. 5.4 million cloud users supported



## Integrated platform with end-to-end value proposition



**DELIVERING KEY OUTCOMES TO FUEL CUSTOMERS' DIGITAL TRANSFORMATION**

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## Leadership

### Executive Board

Dieter Schlosser  
Chief Executive Officer,  
with SoftwareONE since 2012

Hans Grüter  
Chief Financial Officer,  
with SoftwareONE since 2014

Alex Alexandrov  
Chief Operating Officer,  
with SoftwareONE since 2017

Neil Lomax  
President of Sales,  
with SoftwareONE since 2008

Bernd Schlotter  
President of Services,  
with SoftwareONE since 2021

### Board of Directors

Daniel von Stockar  
Chairman, Founding Shareholder

José Alberto Duarte

René Gilli  
Founding Shareholder

Timo Ihamuotila

Peter Kurer  
Lead Independent Director

Marie-Pierre Rogers

Isabelle Romy

Jean-Pierre Saad

Adam Warby

† 2018: Patrick Winter  
Founding Shareholder

## History and milestones

- 2000 Softwarepipeline, specialized in software license management and IT security, is founded in Zurich, Switzerland, by Daniel von Stockar and Patrick Winter.
- 2001 Softwarepipeline develops first version of a web-based application for software asset management services.
- 2005 Softwarepipeline merges with Microware, a Swiss local software licensing company founded by René Gilli in Stans, Switzerland, in 1992. Combined firm becomes market leader in Switzerland, serving international customers.
- 2006 Softwarepipeline acquires SoftwareONE, a US-based software licensing company founded in 1985, and adopts its name. Beat Curti joins Daniel von Stockar, Patrick Winter and René Gilli as Founding Partners of SoftwareONE.
- 2010-14 Further international expansion from 25 into 80 countries, strengthening position as a leading global provider of software services and portfolio management solutions.
- 2015 KKR, a leading global investment firm, makes a minority investment in SoftwareONE.
- 2015 Acquisition of the software licensing business of US-based CompuCom.
- 2015 Acquisition of The House of Lync, a US-based unified communications services provider.
- 2016 Launch of proprietary PyraCloud®, an automated platform for procuring, monitoring and optimizing the value of software assets.
- 2017 Acquisition of UC Point, a global unified communications and collaboration services provider based in Switzerland.
- 2018 Acquisition of ISI Expert, a managed services and infrastructure provider based in France.
- 2019 Transformational acquisition of Comparex, a global software, cloud and IT solutions provider based in Germany with 2,500 employees in 36 countries across Europe, Asia and the Americas.
- 2019 Acquisition of RightCloud, a managed infrastructure provider based in Singapore.
- 2019 Acquisition of SAMsentry, a UK-based specialist in software governance technology.
- 2019 Acquisition of a significant stake in InterGrupo, one of Latin America's leading cloud technology consulting and application modernization providers, based in Colombia.
- 2019 SoftwareONE conducts an IPO on SIX Swiss Exchange and becomes a public company on 25 October 2019.
- 2019 Acquisition of Massive R&D, a Tokyo-based Amazon Web Services (AWS) specialist.
- 2019 Acquisition of BNW, a specialist in SAP platform transformation, public cloud migration and application management services based in Australia.
- 2020 Acquisition of CorillaStack, a cloud cost management and real-time event monitoring SaaS platform based in Australia.
- 2020 Acquisition of B-lay, a leading provider of Software Asset Management (SAM) advisory and managed services for SAP and Oracle solutions.
- 2020 'make it noble'-founders join SoftwareONE to broaden its Microsoft Azure and 365 capabilities.
- 2020 SoftwareONE fully acquires InterGrupo, accelerating its capabilities in application modernization to enable digital transformation.
- 2020 SoftwareONE and RIB Software form strategic partnership to accelerate digital transformation in the AEC industry.
- 2021 Acquisition of Intelligence Partner, a leading Spanish Google Cloud services company.
- 2021 Acquisition of Optimum Consulting, a market-leading SAP cloud technology expert in the US.
- 2021 Acquisition of ITPC, a European pioneer for SAP cloud solutions.
- 2021 SoftwareONE enters into a strategic agreement with Microsoft for application services and SAP on Azure.
- 2021 SoftwareONE collaborates with Microsoft to accelerate digital transformation for Nonprofit Organizations worldwide.
- 2021 SoftwareONE acquires controlling stake in SynchroNet, a leading cloud specialist for AWS digital workplace solutions.
- 2021 SoftwareONE joins the AWS Migration Acceleration Program (MAP) for SAP.
- 2021 SoftwareONE acquires ITST, a Brazilian SAP consulting and cloud migration company.
- 2021 Acquisition of SE16N, a leading SAP cloud technology expert in Eastern Europe.

## Media Relations

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