

Intervju med vår VD om integrationsarbetet efter fusionen med FPC

Två månader efter att fusionen med Fingerprint Cards slutfördes börjar det nya Precise ta form. Vi träffade VD Joakim Nydemark för att höra hur integrationen fortskrider, hur kunderna reagerar och hur han ser på vägen framåt. Intervjun är på engelska.

1. How is the integration following the merger progressing?

The integration is progressing very well, in fact slightly ahead of our initial plan. We estimate that more than 50% of the integration work is now completed, and we expect to complete all integration workstreams by the end of the year. Some effects may take longer to fully materialize due to existing contractual commitments, but the underlying integration work will be completed.

We have moved quickly to bring the organizations together, capture synergies and establish common ways of working. This allows us to increasingly shift our focus from integration to realizing the commercial potential of the combined company, while maintaining a strong focus on our day-to-day business, customers and sales.

2. What response have you seen from customers since the merger?

The response has been very positive. We have received a lot of questions from customers about what the broader offering means for them and what more we can now do together.

The first concrete customer dialogues around cross-selling and new opportunities are already underway. It is still early, but what we are seeing reinforces our view that there is significant commercial potential in bringing the two portfolios and customer bases together.

3. How does combining hardware and software strengthen the Precise offering?

Great biometric performance is about combining robust security with a seamless user experience. To achieve that, you need to be able to control and optimize the complete system. By combining hardware and software expertise, we can optimize the total solutions rather than looking at individual components in isolation.

For our customers, that means less complexity, faster integration, reduced risk and shorter time to market, with less need for biometric expertise in house. For Precise, it increases customer stickiness, enables us to address a broader range of customer needs, opens up cross-selling opportunities and new markets, and allows us to move further up the value chain.

4. Now that the two companies are coming together, how do you view the potential of the combined Precise?

I was very positive about the combination before the merger, and based on what I have seen since then, I am even more positive today.

The response from employees has been extremely encouraging. Teams are finding each other quickly, sharing expertise and already identifying new opportunities that we could not have pursued in the same way as separate companies.

We have also spent time within the management team and Board turning the strategic rationale

behind the merger into a more concrete roadmap for the combined company. Those discussions have been very constructive and have reinforced my confidence in where we can take Precise. There is still a lot of work ahead, but I genuinely believe the best days for Precise are still to come and I very much look forward to leading Precise into its next phase.

Om Precise Biometrics

Precise Biometrics AB (publ) ("Precise") är en svenskgrundad global ledare inom biometri. Bolaget erbjuder betrodda lösningar för access och identitetshantering som säkert verifierar och identifierar människor i både fysiska och digitala miljöer.

Med visionen att göra vardagen säkrare och smidigare i en värld där "YOU are the key" kombinerar Precise biometriska hårdvarusystem, algoritmer, molnbaserade lösningar och årtionden av domänexpertis för att skydda identiteter, platser, enheter, data och digitala tjänster mot bedrägerier, identitetshot och obehörig åtkomst. Lösningarna möjliggör hundratals miljoner autentiseringar varje dag och används i allt från mobiltelefoner och konsumentelektronik till fysisk och logisk företagsaccess, besökshantering och nationella identitetsprogram.

Precise har en stark global närvaro med lokala team i Europa, Nordamerika och Asien. Bolaget har sitt huvudkontor i Lund och är noterat på Nasdaq Stockholm (PREC).

För mer information

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Bifogade bilder

[Joakim Landscape](#)

Bifogade filer

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