

Dataproces enters new partnership and sales agreement in Germany

Dataproces continues its recent momentum in Germany with a new partnership with GGR on software and population forecasts in Germany, as well as an agreement on pupil number monitoring in Germany.

Dataproces has entered into a partnership with the German consulting and planning firm Gertz Gutsche Rümenapp (GGR) covering marketing, hosting and operation of the planning tool daviplan. The partnership also makes it possible to combine daviplan with Dataproces' population forecasts and the software solution BevölkerungsBlick for German municipalities and regions.

GGR has offices in Hamburg-Altona and Berlin-Wilmersdorf and lists more than 100 named customer references on its website. The company has customers in all 16 German federal states, including municipalities, Landkreise (districts), regions and public authorities. Dataproces will be responsible for hosting, operation, technical setup and related customer support, while GGR will handle development, maintenance and domain-specific support for daviplan. Both parties contribute to marketing and refer relevant customer opportunities to each other.

In addition, Dataproces has announced a new agreement with a German municipality to update pupil numbers and pupil number forecasts, delivered in Excel format. The agreement has an order value of up to EUR 1,500 and is thus smaller than the previously announced advisory agreements in Germany, each of which has had a higher individual order value. The pupil number monitoring is part of the business that Dataproces took over from Lexis & Rother when the two companies entered into their strategic partnership.

The partnership with GGR and the new sales agreement support Dataproces' strategy towards 2030, under which the company aims to expand its position in Germany through organic growth, strategic partnerships and smaller acquisitions. Through the partnership, GGR will contribute local expertise and market knowledge, while Dataproces gains the opportunity to bring its forecasts and software into play in more municipal planning tasks. The ambition is to turn this combination into more customers and higher recurring software revenue.

CEO Kasper Lund Nødgaard comments on the new partnership:

We have a clear focus on scaling our population forecasts in Germany. The partnership with GGR enables us to link the forecasts to concrete planning of schools, childcare and other municipal services and to bring the solutions to more customers. GGR contributes expertise, a concrete planning tool and relationships in the German market. We contribute forecasts, software and operations. We see this as a strong match and a solid foundation for building recurring software revenue (ARR). The partnership is in line with our strategy towards 2030: We want to expand our position in Germany by combining

our data and software capabilities with the expertise and market knowledge of local partners. With GGR, we strengthen our overall offering to municipalities and gain yet another way to scale our software business.

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About Us

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