

Dataprocés secures new advisory agreement in Germany

Today, Dataprocés has entered into its fourth advisory agreement in Germany through its partnership with Lexis & Rother.

The new agreement has been concluded with a German district (Landkreis) comprising 14 towns and municipalities and concerns school development planning. The agreement is the fourth sale through the partnership and yet another concrete result of the company's strategy to expand its presence in Germany through partnerships and smaller acquisitions that add expertise, customer relationships and market access.

The assignment comprises a school development plan for the school years 2026/27 to 2031/32, with a focus on special needs schools and vocational schools. Among other things, Dataprocés will deliver pupil number forecasts, analyses of the schools' capacity and premises, as well as recommendations for future development.

The new agreement supports the purpose of the partnership: to convert local expertise and established relationships into concrete assignments and thereby build Dataprocés' business in Germany. At the same time, the advisory work provides insight into customers' needs, which can form the basis for developing and selling scalable software solutions, including Dataprocés' software solution for school planning, KØS: SkoleBlik.

Last week, Dataprocés published a sales update for September for the Danish market. It showed that in September the company entered into 11 new software agreements and 5 new agreements within Data Analytics.

CEO Kasper Lund Nødgaard comments:

When we entered into the partnership with Lexis & Rother, the aim was to gain access to both specialised knowledge and established customer relationships that could help us build our business in Germany. With the fourth sale through the partnership, we are now seeing more concrete results of the collaboration.

Partnerships are an important part of our growth strategy towards 2030. We want to work with strong professional communities where we can combine our partners' experience and market insight with our competencies in data, advisory services and software. This should generate revenue through concrete assignments while also giving us a foundation for expanding our software business in the German market.

Contacts

Email: markus@vaekstaktier.dk

Telephone: +45 50 42 99 18

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