

# valantic



## Press Kit

Information for Journalists and Bloggers

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# Foreword

## Dear Media Representatives

Since May 2020 and thanks to a revenue increase of nearly 40% in 2019, valantic has been listed in the Lünendonk ranking as a “leading German IT consulting and system integration company.” In 2019, the company’s organic growth alone was in the double-digit range; this was due to strong growth in regular and new customer business as well as a large number of newly-hired employees. Furthermore, to achieve inorganic growth, valantic acquired a total of four new companies in 2019. With this it is clear: our strategy is 100% successful. valantic is a “club of entrepreneurs” and our entrepreneurs regard themselves as “doers” for our customers and employees.

The company’s services range from strategy and process consulting to the implementation of systems and custom software solutions in the customer experience (CX), supply chain excellence, SAP services, digital strategy, analytics and financial services automation sectors. Since its establishment in November 2017, valantic has proven itself to be a well-established player of the IT industry in German-speaking Europe.

To provide you with the best possible overview, current information, and background reports, in addition to our [digital newsroom](#) and our [digitalization blog](#), we are making this press kit available to you. It will provide you



Dr. Holger von Daniels

with information about our vision and mission, the people behind valantic, and the most important figures, data, and facts.

We will be glad to arrange a personal conversation or interview.

Best regards,

Dr. Holger von Daniels  
*valantic Founder and Partner*



## About valantic

valantic is Number 1 for digital transformation and one of the fastest growing digital solutions, consulting, and software companies on the market. valantic combines technological expertise with industry knowledge and the human touch.

More than 1,000 customers rely on valantic, including 20 of 30 DAX companies and many leading Swiss and Austrian companies as well. With over 1,200 specialized solution consultants and developers and net sales of more than EUR 170 million in 2020, valantic is represented by 21 locations in German-speaking Europe and 4 international locations.

valantic features a unique structure, consisting of divisions, Competence Centers, and expert teams, which are always attuned precisely to companies' digitalization needs.

From strategy to tangible realization. The company's range of services includes the areas customer experience (CX), supply chain excellence, SAP services, digital strategy & analytics, and financial services automation.

[www.valantic.com/en](http://www.valantic.com/en)



## valantic Financial Services Automation (FSA)

The valantic Financial Services Automation (FSA) division offers software solutions for the securities trading, payment, and transaction management sectors. Here, valantic enables its customers to automate business-critical processes securely and thus to lay

the cornerstone for digital business models. With the electronic trading hub, the transaction process automation hub, and the real-time payments hub, more than 100 leading institutions in the European financial industry are already automating their business processes.

[www.valantic.com/en/financial-services-automation](http://www.valantic.com/en/financial-services-automation)



## valantic SAP Services

As SAP Gold Partner, SAP Cloud Focus Partner, and SAP Extended Business Member, the valantic SAP Services division is a full-spectrum provider that can optimize all processes along companies' value-creation chains. With SAP solutions and valantic's consulting and implementation expertise, companies become intelligent enterprises thanks to continuously and intelligently networked processes with processes optimally oriented toward the customer journey. From the development of SAP strategy to implementation, the opera-

tion of SAP systems and license sales, valantic helps its customers in a wide variety of industries digitalize their company processes. The SAP portfolio includes SAP S/4 HANA, SAP Digital Supply Chain, SAP Customer Experience, SAP Finance, SAP Human Capital Management (HCM), and SAP Analytics. In addition, valantic offers its own SAP add-ons for the areas of finance, HCM, security, document, contract, and licence management systems, as well as authorization and master data management.

[www.valantic.com/en/sap-services](http://www.valantic.com/en/sap-services)



## valantic Supply Chain Excellence

The valantic Supply Chain Excellence division is a proven partner for medium-sized and international companies that want to digitalize all of their business processes, optimize their supply chains, and increase their logistics performance.

From integrated process and IT consulting to the implementation of IT systems, valantic helps its customers in the areas of supply chain management and production, logistics, and supplier management. As a developer of standard software, valantic provides tools aimed at process optimization. The S&OP solution waySuite complements ERP appli-

cations with real-time functions for analysis, visualization, and planning in all supply chain areas.

As part of the SAP Digital Supply Chain program, valantic is SAP Partner for Integrated Business Planning. With the Connected Chain Manager (CCM), a cloud platform for supply chain collaboration, valantic unites communication with partners, increases the ability to plan logistics processes, and creates transparency within companies' supply chain management. This integrated solution from valantic enables location-spanning, vertical and horizontal comprehensive supply chain optimization. This makes companies faster, more transparent, and more profitable.

[www.valantic.com/en/supply-chain-and-logistics](http://www.valantic.com/en/supply-chain-and-logistics)



## valantic Customer Experience

The valantic Customer Experience (CX) division creates inspired customer experiences across all touchpoints and system boundaries. As a system-agnostic consultant and implementer, valantic is a development part-

ner for digital solutions and platforms in the area of marketing, sales, commerce, CRM, and data-driven marketing. valantic relies on best-in-class partners such as SAP, Pimcore, Magento, Spryker, Shopware, and many more, as well as on the latest technologies and frameworks.

[www.valantic.com/en/customer-experience](http://www.valantic.com/en/customer-experience)



## valantic Digital Strategy & Analytics

valantic's Digital Strategy division bundles consulting and IT expertise that companies need for their digitalization strategies. These include the areas of IT strategy consulting, IT infrastructure services, business

analytics & data management, artificial intelligence & machine learning, custom software development, as well as compliance and fraud solutions for the telecommunications industry.

[www.valantic.com/en/digital-strategy](http://www.valantic.com/en/digital-strategy)  
[www.valantic.com/en/business-analytics](http://www.valantic.com/en/business-analytics)  
[www.valantic.com/en/telecommunication-services](http://www.valantic.com/en/telecommunication-services)

## valantic in figures



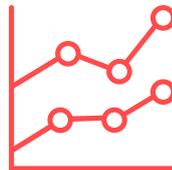
**1,000**  
satisfied customers



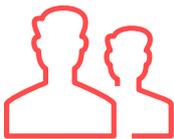
**99%**  
customer loyalty indicates  
great customer satisfaction



**EUR 170 million**  
annual sales (2020) speaks for financial  
stability and security



**>10%**  
sales growth in 2020



**1,200**  
experienced valantic experts



**14 years'**  
average project experience for valantic  
employees indicates great expertise



**<5%**  
employee fluctuation indicates great employee  
satisfaction and project continuity



**30+**  
awards won indicates an  
extremely innovative approach





## A selection of our customers

### **Boehringer Ingelheim: Recipe-free solution for sales success**



With 47,700 employees, Boehringer Ingelheim is one of the world's leading providers of medications and biopharmaceutical preparations. Together with valantic, Boehringer Ingelheim completely re-designed the content of its reporting system. In addition, with the deployment of Cognos 10, a new technical basis was provided, one that not only enabled mobile work, but also permitted commenting on reports with the comment function.

### **thyssenkrupp: The big planning leap into the cloud**

thyssenkrupp Materials Processing Europe GmbH acts as a processing specialist for steel and aluminum, among other things also as supplier to the automobile industry. It is therefore subject to huge fluctuations in demand and great price and competitive pressure. In order to exploit potential efficiencies, with the help of valantic's IT experts, the company implemented the cloud solution SAP IBP for integrated, partially automated sales, procurement, and availability planning.



## **Winterhalter + Fenner AG: The new E-commerce platform for an electrical wholesaler**



Winterhalter + Fenner AG is one of the leading electrical wholesalers in Switzerland. It offers more than 200,000 items. Thanks to the cooperation with valantic, the company's E-platform was reworked in a new, appealing design with future-oriented technology (including Spryker Commerce OS), a clear, quick item search, and a new navigation concept.

## **Česká spořitelna implements valantic's instant payment platform**

These days, real-time payments have to support all payment types, including P2P, B2B, B2C, and C2B. This also increases the complexity and additional technological levels that banks have to support. In addition to speed, ease of operation also counts. The largest retail bank in the Czech Republic, Česká spořitelna, implemented valantic's Real Time Payment Platform (RTPE) for this.



## **HOHNER and SONOR optimize Supply Chain Management**



With valantic's help, the musical instrument manufacturer HOHNER Musikinstrumente GmbH and its sister company Sonor GmbH introduced the Advanced Planning and Scheduling (APS) Software wayRTS from valantic. Both tradition-rich manufacturers of harmonicas, percussion instruments, and Orff instruments now have much more agile, plant-spanning demand and production planning with maximum transparency along the entire supply chain.



For additional exciting reference reports, please visit our website at:  
<https://www.valantic.com/en/case-studies/>



## Our vision and mission

### Vision

We work hard every day to make valantic the most respected digital solutions and consulting brand in Europe.

### Mission

- We advise companies about the intelligent deployment of technology – we **implement it, build it, and operate it.**
- Our pledge is to disrupt **established patterns of thinking.** To do this, we combine **technological expertise** with **industry expertise** and **the human factor.**
- We want to be **number one on the market** in the sectors in which we are active.
- In addition to the **security** of working with one of the **largest digital solutions** and **consulting companies** on the market, we offer our customers **proximity, quick decision-making, and market-leading expert teams that take pleasure in innovation.**
- Today and in the future, we will expand our range of services with **highly-qualified employees, new technologies,** and the **acquisition of additional companies that are market leaders in their area.**
- We are ready to assume **responsibility:** for the **creation and operation of solutions,** for our employees, and for our role in society. **The following five values are the basis of our actions.**

## Our values



### Partnership

Experienced entrepreneurs and IT specialists work at valantic in order to act as partners and in a manner characterized by trust, responsibility, and respect with regard to our customers.



### Entrepreneurship

Like our customers, the people at valantic are true entrepreneurs: We think unconventionally, we assume risks responsibly, and have the will to pursue an idea successfully for the benefit of our customers.



### Operative excellence

For us, excellence is when the customer says “wow.” We measure our operative excellence by our customers’ success.



### Fairness

We obligate ourselves to a culture of fairness with regard to our customers, colleagues, and our environment.



### One firm

We form a company in the sense of a “one-firm” partnership in which we share and exemplify our common values and always strive for the greatest possible customer benefit.

## valantic's management

**Dr Holger von Daniels,  
Partner and CEO of valantic GmbH**

As a digitalization and new leadership enthusiast, Holger von Daniels is working with passion to make valantic an outstanding brand for digital solutions and consulting in Europe.

Before founding valantic GmbH, he was a member of the Executive Board at Allgeier SE, responsible for the development of a smaller IT and temporary staffing company into a leading IT service group in Germany. He was responsible for numerous acquisi-



tions and facilitated the sale of the temporary staffing branch and the company's focus on IT business.



**Alexander Diepold,  
Partner and CFO of valantic GmbH**

At valantic, the focus is on entrepreneurship and operative excellence. At the same time, a

financial organization has been created, one that is a stable and reliable partner for the future for customers and employees alike. Alexander Diepold works for this every day – together with the entire finance team of the valantic Group.

Most recently, Alexander Diepold was employed by the Finance & Controlling division of the exchange-listed Allgeier SE, one of the leading IT service groups in Germany. There, among other things, he was responsible for the integration of new group companies, including a large Indian unit, which he also managed on-site.

**Joachim Lauterbach,  
Partner and COO of valantic GmbH**

Joachim Lauterbach has focused on trends and topics relating to the digital transformation for many years, as a consultant and manager. He himself has been through several transformations and today, with valantic and his customers, he is finding the right questions and answers for the VUCA world.

Before joining valantic, Joachim Lauterbach was CEO of IDMS AG, one of the pioneers in the digitalization of system consulting and securities transactions. Before that, he was CEO of the Computer Science Corporation (CSC,



today DXC) for Central and Eastern Europe, as well as managing director and member of the executive board of various multinational tech companies.



**Dr. Sebastian Hauptmann,  
Chief Sales Officer and Chief Operating  
Officer of valantic GmbH**

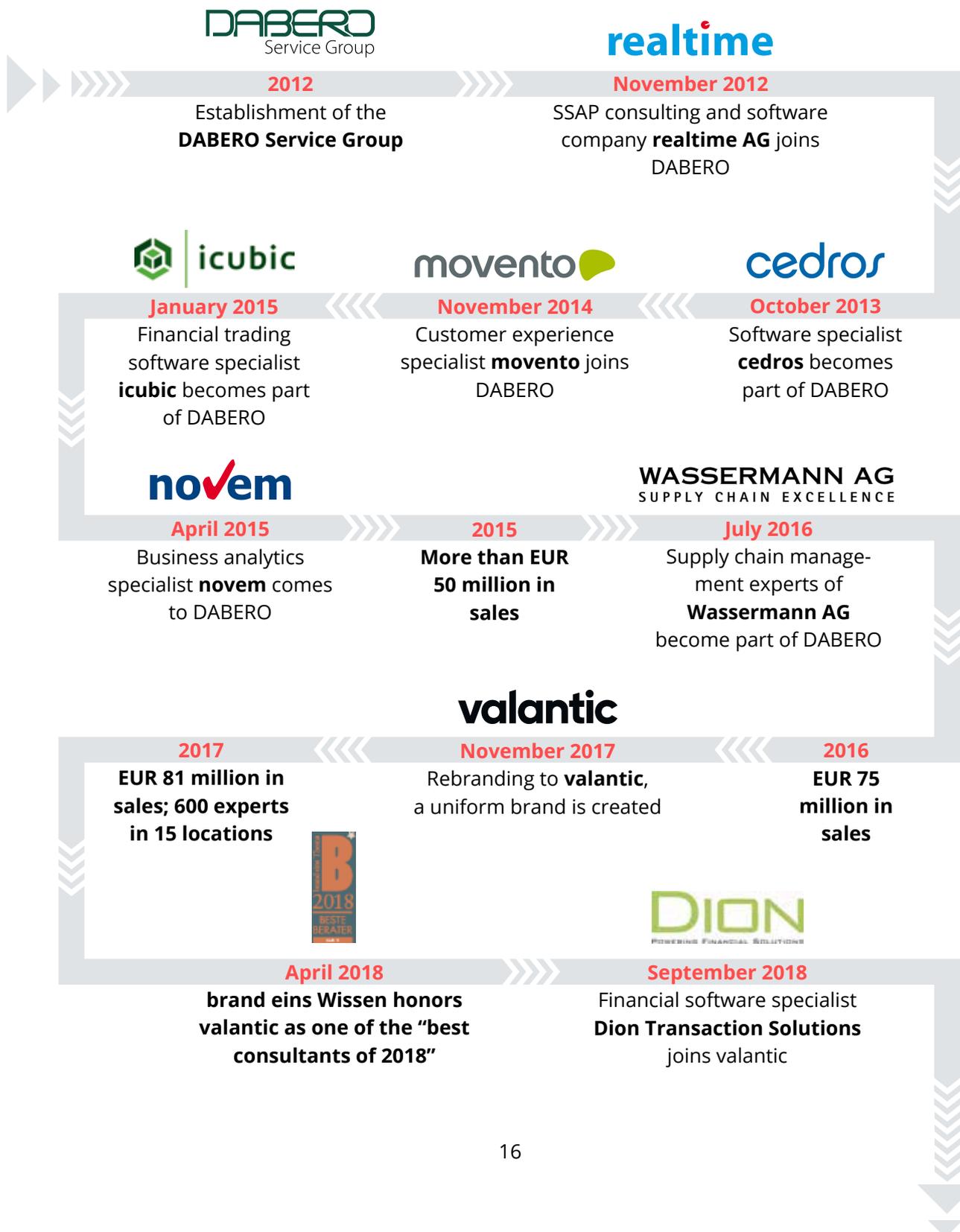
Sebastian Hauptmann joined valantic in November 2020 as Chief Sales Officer and Chief Operating Officer. In this twin role, he brings

the entire spectrum of valantic's services to customers and help members of the valantic family co-operate even more closely with one another. Thanks to his entrepreneurial streak and his hands-on mentality, he always uses his expertise for customers' benefit, whether in the area of digital transformation, strategy, or supply chain consulting.

Before valantic, Sebastian Hauptmann held several executive positions at the pay TV provider Sky in Germany and on the European level. Before that, he was at McKinsey & Co. for 9 years.

He studied at the University of Erlangen-Nuremberg, Trinity College Dublin, and holds a doctorate from the Vienna University of Economics and Business.

# valantic company history





**December 2018**

Digital commerce specialist **elements** joins valantic



**2018**

More than **EUR 100 million** in sales



**INTARGIA**

**September 2018**

**INTARGIA Managementberatung** becomes part of valantic



**PROC-IT**  
creating process solutions

**May 2019**

**brand eins Wissen: valantic is once again one of the best consulting companies "best consultant of 2019"**

**July 2019**

SAP HCM experts of **PROC-IT** join valantic



**December 2019**

Customer experience specialist **NEXUS United** becomes part of valantic



**December 2019**

Customer experience and Magento specialist **netz98** joins valantic



**August 2019**

Finance and controlling consulting company **LINKIT Consulting GmbH** becomes part of valantic

L Ü N E N D O N K ”

**December 2019**

**1,100 experts in 25 locations**

**December 2019**

**ca. EUR 160 million in sales**

**Mai 2020**

**Lünendonk® list: valantic is one of the top 5 best medium-sized IT consulting companies**



a valantic company



a valantic company

**December 2020**

**ca. EUR 170 million in sales**

**November 2020**

Document, contract, and licence management system provider **Circle Unlimited** becomes part of valantic

**October 2020**

Product information management specialist **ADSCAPE** comes to valantic



## Useful links

-  [valantic image film \(2 min.\)](#)
-  [Subscribe to our monthly newsletter](#)
-  [valantic company presentation](#)
-  [valantic English website](#)
-  [Profiles of managing directors](#)
-  [valantic image archive](#)
-  [valantic Newsroom](#)

## valantic in Social Media (Status: December 2020)

-   
**LinkedIn**  
[Corporate](#) | [Customer Experience](#) | [Supply Chain Management & Logistics](#)  
[SAP Services](#) | [Digital Strategy & Analytics](#) | [Financial Services Automation](#)  
[netz98](#) | [elements](#)
-   
**Twitter**  
[Corporate](#) | [Career](#) | [Customer Experience](#) | [SAP Services](#)  
[Supply Chain Management & Logistik](#) | [Digital Strategy & Analytics](#)  
[Financial Services Automation](#) | [netz98](#) | [elements](#)
-   
**Xing**  
[valantic](#) | [netz98](#) | [elements](#)
-   
**Instagram**  
[valantic](#)
-   
**Facebook**  
[valantic](#)

# We look forward to hearing from you!

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