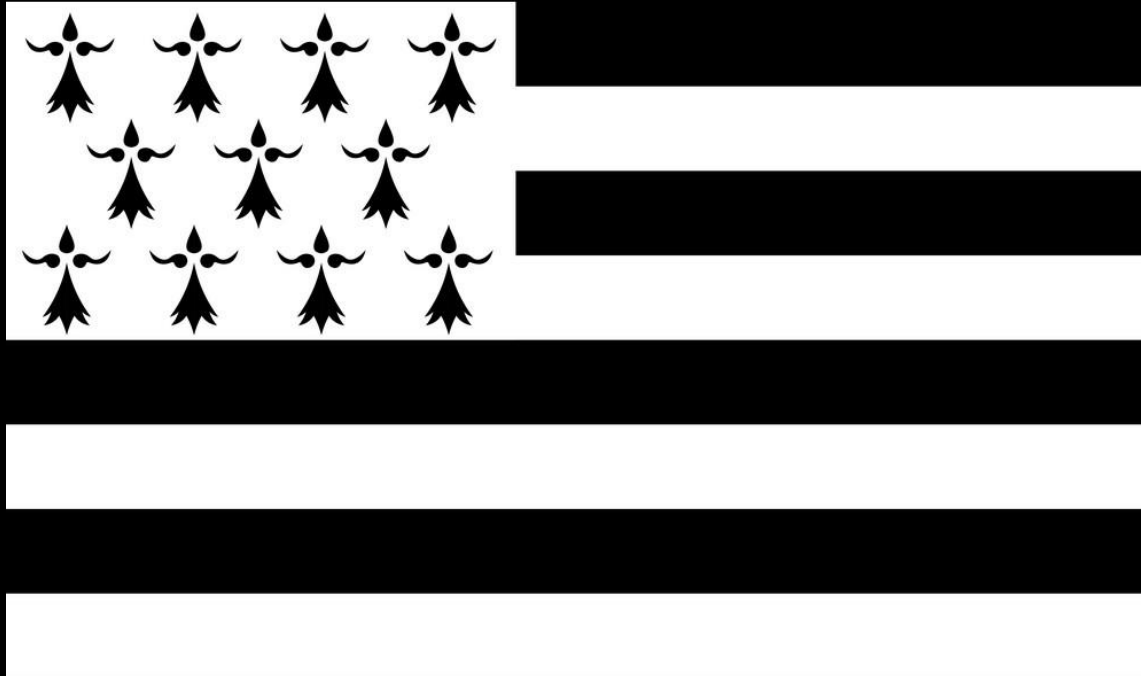


Erwan

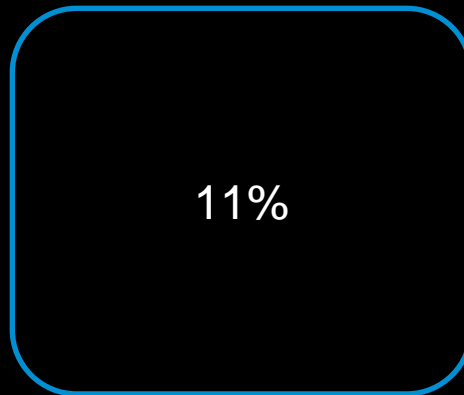


Flag #1
2015

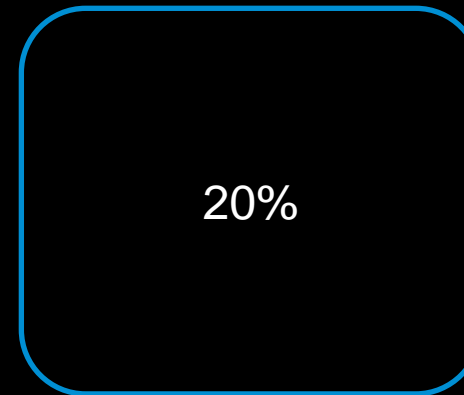


Partner Managed Cloud
OEM | ISV | PE Build
Direct deal > 100K Euro
Indirect Deal > 100K Euro

2020



2021



Trend



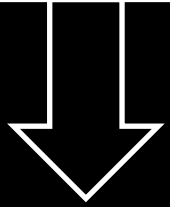
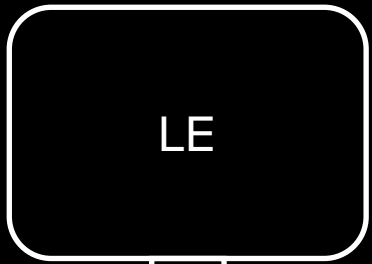
We are here to HELP YOU



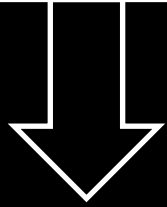
Bigger Deals

More Deals

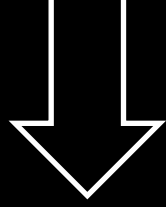
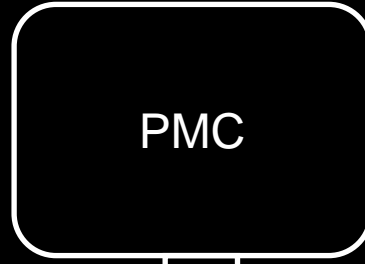
Building Bridges To...



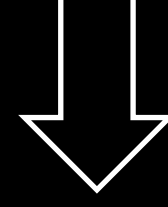
Subsidiaries
Ecosystem



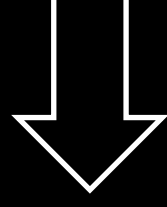
Core ERP
Subsidiaries
Ecosystem



Single Customer
Multi customer
Net New Names
BPO



Sell-Through

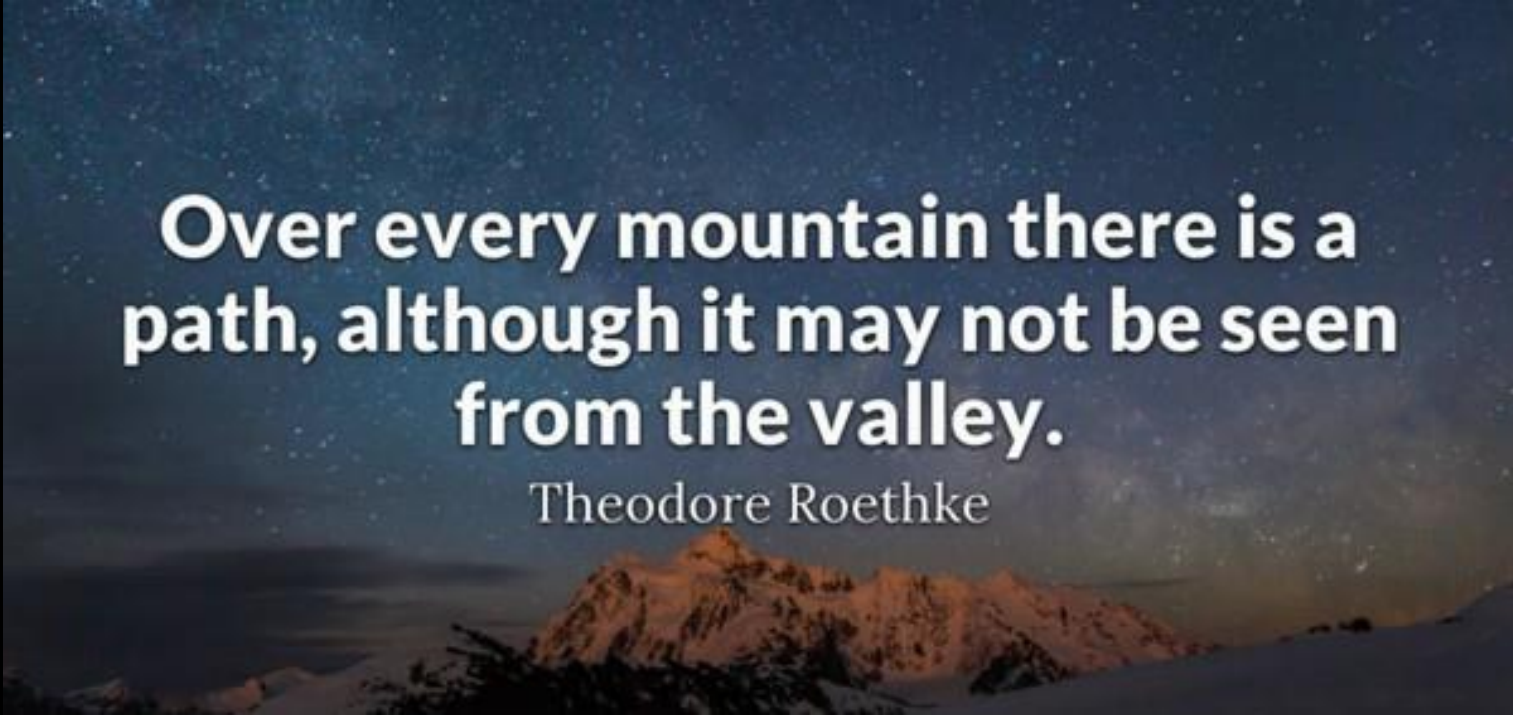


Sell-Through
Partner as a Supplier
Big Data

PE Build | Revenue Sharing

Have a discussion with your CSM | BDM

Engage with MSE, AE...
Engage with Private Equities
Engage with BPO
Engage with Hyperscalers



**Over every mountain there is a
path, although it may not be seen
from the valley.**

Theodore Roethke