

Business desktop management

NEXThink establishes itself as the leader of a high-growth market

Lausanne, 27 May 2010 – Swiss company NEXThink SA, based in Lausanne and the winner of a whole host of worldwide awards, has expanded at an incredible pace in both the Swiss and international markets and has now established itself as the market leader in desktop management as well as the perfect illustration of how Swiss businesses can be a success. Their solution enables businesses to ensure and increase the efficiency of their IT infrastructures and services. In today's environment where budgets, performance and the protection of assets all need to be optimised at the same time, it fulfils a vital and strategic need for the management of major companies. NEXThink may only be a fledgling business but it has already sold more than half a million licences to date and has over 60 clients in Switzerland, Europe and the Middle East in a wide variety of sectors. Its order book includes various offices of the Swiss Confederation, the State of Fribourg, the city of Geneva, the CRR-SUVA West of Switzerland Rehabilitation Clinic, British American Tobacco, Qatar Telecom, several private banks and even the French Ministry of Defence (some 250,000 desktops!)

In a market estimated at over \$2 billion in 2010 according to analysts Gartner and Forrester, NEXThink, founded within the artificial intelligence laboratory of the Ecole Polytechnique de Lausanne (EPFL), demonstrated 300% growth in between 2008 and 2009. It is already established in Europe (France, Portugal and Spain) and in the Middle East (Dubai and Qatar) and is now looking to extend its services to markets in the UK, Germany, Italy and Benelux. The NEXThink V3 solution has won a number international awards – including the IMD Startup Competition 2005, the Innovation Award 2006 at the European Security and Information Systems Congress and the EPFL Alumni Innovation Prize 2009 – and enables companies to manage their IT infrastructure with more efficiency and profitability while giving their users a secure, high-performance environment.

In a very accurate metaphor, Vincent Bieri, co-founder of NEXThink, described the NEXThink V3 as "like a GPS navigator for road safety and traffic flows. It maps out the state of the network and the level of usage in real time, warns the user of any obstacles and suggests the ideal route". The IT networks of large companies are currently among the most complex systems around. "Managing in real time thousands of interconnected desktops which use hundreds of different applications is an incredible challenge for those people who run IT departments," Bieri added.

Prestigious contracts

An innovative software concept coupled with the faith shown by reputable investors – with CHF 7.6 million of funds being raised via Venture Incubator Partners and Auriga Partners – enabled NEXThink to become a flourishing business within the space of five years. "Right from the very beginning, the start-up obtained significant mandates from renowned international clients, and this certainly did not escape our attention," explained Alain Nicod of Venture Incubator Partners, founder of LeShop.ch and member of the board of directors of NEXThink. With more than half a million licences to date, the fledgling business has over 60 clients in Switzerland, Europe and the Middle East in a wide variety of sectors. With CHF 7 million of orders by the end of 2009 (a threefold increase on 2008), the future looks promising. The company is demonstrating 200% growth per year in terms of client acquisition and is preparing to open a Zurich branch towards the end of 2010.

NEXThink SA – Highlights

- **Headquarters in Lausanne**, office in **Paris**, **branch** to open in **Zurich** by end-2010
- **A management team** who combines academic learning and pin-point knowledge of the IT management market and business development in the hi-tech sector.
- **30 employees**
- **Over 60 clients** in various sectors – public administration, financial services, health, higher education, security, telecommunications, luxury goods etc.
- **Technology partnerships** with key players in the IT sector – IBM, HP, Telindus, Unisys and EADS.

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Press kit in E/D/F and high resolution pictures are downloadable at <ftp://www.pur-pr.com/web>

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