

Press Release



Data Migration Services increases revenue by 50 percent and expands to the U.S.

The Swiss information management expert continues its success and expands internationally

Kreuzlingen, April 17, 2019 - Data Migration Services, Swiss information management expert, was able to again increase its revenue by 50 percent last year. LafargeHolcim, for example, is now a key DMS customer. 50 percent of Data Migration Services' revenue comes from the U.S. with HP Inc. as one of its key customers in North America. With twelve major and many mid-sized enterprises as customers, the company now has a solid customer base in the U.S. Up until now, all of them were serviced out of Switzerland. Through its Swiss distribution channel, Data Migration Services started offering a new partner program last year to expand its indirect distribution as well. The company quickly gained international partners, like DXC Technology, GFT, Linktech, or Kellton Tech, who helped Data Migration Services with projects for major companies. Furthermore, the Swiss software company has started working with SAP consultancies who simplify supporting customers in their S/4 HANA migrations with JiVS. Two of these consultancies are HR Campus and Oneresource, both Swiss SAP partners. Very recently, Data Migration Services also became certified Google Cloud Partner.

Building an international structure

To continue the successful expansion, Thomas Failer, founder of Data Migration Services, is currently investing in an international organization structure. One step in a more global direction was the founding of the company Data Migration International AG which will act as the parent company for all international branch offices. The first subsidiary of this new company is Data Migration SVCS USA LLC, founded in Delaware, USA, which will open its first sales office in May 2019 in Dallas. The goal is to expand this sales team to five people until the end of the year. CEO of Data Migration Services International and Data Migration Services USA is Tobias Eberle, CEO of Data Migration Services. 100 percent of the new companies belong to Thomas Failer who will also act as chairman of the administrative council of both enterprises. "Presales, marketing, delivery, and the development of our own solutions - our goal will be to keep all of these in Switzerland", says Failer. However, apart from international partners, worldwide markets require worldwide branch offices with sales and account management teams on site to establish

customer trust. Additionally, Data Migration Services will establish Representation Offices in Walldorf, Germany, at SAP headquarters, and in Regensdorf at SAP Switzerland in the course of next year. In a second expansion phase, Data Migration Services will establish branch offices in the UK, South Africa, and in the Asia Pacific region.

Remaining in Switzerland

In Thomas Failer's opinion, the secret to the continuing success of Data Migration Services is the enormous cost saving potential made possible by JiVS. In general, cost savings of up to 80 percent compared to operational costs can be achieved. "Depending on a company's size, using JiVS can mean saving several million dollars", says Failer. Although the company is successful internationally and continues its worldwide expansion, its founder also empathizes the importance of Switzerland, "The foundation of our international growth still is and will remain Switzerland." Failer also wants to expand the Swiss development team with around ten software engineers and architects over the next year. "It's very important to us to continue to develop our software in Switzerland. Consequently, we will be recruiting locally to promote our headquarters in Kreuzlingen on the shores of Lake Constance as an attractive, stress-free alternative workplace." Until the end of 2020, Data Migration Services wants to have recruited more than 25 employees in development, presales, marketing, and delivery in Kreuzlingen alone.

Development of products

All of these efforts have a common goal: to add value to the JiVS platform through new intelligent solutions. JiVS is a platform for decommissioning, implementing, and operating legacy environments at the press of a button and makes fast access to historical data possible. Although customers can already use the software on-prem and in the cloud for analytics and big data projects, JiVS will be improved further by adding tools for more intelligent migrations. For example, under the term "Identify" (a service aiming to identify data in installations that can be reduced because they are no longer needed for operational purposes) will soon be combined into one product. Additionally, after the migration of legacy data to JiVS, data will automatically be analyzed regarding its relevance for daily operations. The analytical possibilities currently offered as services will be a fixed part of the product soon. "These new solutions hinting at artificial intelligence, big data, and analytics will help us scale even more with our products", Failer explains. All new third-generation solutions are branded as JiVS IMP.

Enormous cost savings thanks to cleaning up data and systems

Contrary to popular belief, the problem of legacy data and documents is not a purely technical issue. This information has to remain accessible for many years, even decades after the migration to SAP's new software generation due to legal reasons (Code of Obligations, EU-GDPR). A software solution capable of fulfilling these requirements has to be able to store and manage all unnecessary data and documents including their business context throughout their entire lifecycle. This starts with their migration from operational systems, continues with their legally watertight storage, and culminates in their eventual deletion. Java-based and therefore system-independent platform for information management JiVS is able to do all of these things. Through JiVS and its editions specifically for SAP customers, users are able to migrate to SAP C/4 HANA and SAP S/4 HANA more quickly, securely, and cost-efficiently. The costs of operating JiVS are generally 80 percent lower compared to the continued operation of legacy systems. Furthermore, experience of over 1,000 successful JiVS projects worldwide shows that the data volume that has to be migrated can be reduced by 50 to 80 percent. All in all, companies can reduce SAP migration efforts by up to 50 percent while their legacy data and documents stay 100 percent accessible - and still comply to legal requirements.

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Data Migration Services AG

Data Migration Services AG was founded in 1996 and its headquarters is in Kreuzlingen, Switzerland. Main focus of the company is data migration and management. The JiVS platform, the flagship of the company, makes it possible to manage the complete lifecycle of corporate data independently of systems and applications. The JiVS platform is capable of migrating, historicizing and providing data and information. Especially historicization and the related decommissioning of legacy systems provide cost efficiency as well as flexibility and agility to numerous customers such as ABB, ABInBev, ALSTOM, Mercedes, General Electric, Commerzbank and Deutsche Telekom. More information on the company and its solution are available at www.jivs.com.