

## Press release

# Data Migration International Supports Growth With Qualified New Sales Team

*Swiss information management specialist enhances sales team in Switzerland and on the global stage*

**Kreuzlingen, November 11, 2019 - Data Migration International, Swiss information management specialist, continues its successful growth course and is excited to welcome new faces to its competent sales team: Benjamin Schöller (48), Ralf Mattes (53) and Marcel Egloff (58) are now supporting Data Migration International in Switzerland and on the global stage. Their primary tasks include strategic distribution management, customer acquisition and support.**

Until 2025, 50,000 SAP customers worldwide have to migrate to the new software generation from Walldorf. One of the biggest challenges in this context are legacy systems - or rather the data and documents within. For legal reasons, they have to remain unchanged for years, sometimes decades. The continued operation of legacy systems is expensive, laborious and time-consuming - not to mention that some of them have to be retrofitted to even be able to comply with new regulations like the EU GDPR. To reduce costs and effort before, during and after system migrations, Data Migration International offers the solution: JiVS IMP, Java-based **I**nformation **M**anagement **P**latform, which manages the entire lifecycle of legacy corporate data independently of legacy and new systems like SAP S/4HANA.

"Demand for a sustainable solution like ours is only growing. This is a tremendous opportunity for us - and for our customers," says Tobias Eberle, Group Chief Revenue Officer, Data Migration International. "With our platform, companies not only save time and money before, during and after the migration, but they also increase their agility in the long-term. Business cases like mergers and acquisitions, consolidation of subsidiaries and departments, optimization of data quality, data protection as dictated by EU GDPR, and big data projects become more manageable and effective."

Joining the team is Benjamin Schöller as VP Market Intelligence at Data Migration International. In his most recent position, he worked at Helbling Business Advisors in Zurich, gaining experience in supporting growing companies that want to increase their agility. He will leverage this experience in his new role. His responsibilities range from strategic market, customer and industry analysis to supporting his colleagues in German-speaking countries and in the United States.

One of his new colleagues is Ralf Mattes. He has more than 25 years of experience as IT consultant. In his new position as Senior Account Executive, his primary tasks include customer acquisition and support in Germany. His unique insight will help him in evaluating profitability of business cases and subsequent investments in JiVS IMP.

His counterpart in Switzerland is Marcel Egloff. He has extensive sales experience with SAP - from his former position at SAP Switzerland - as well as JiVS IMP. The Senior Account Executive especially appreciates two things regarding his new employer: the technological edge of the JiVS IMP platform as well as the agility of Data Migration International, which is the result of fast and precise decision-making.

### **Save Money, Reduce Migration Effort, Become Agile**

With JiVS IMP, customers can manage legacy data and documents including their business context throughout their entire lifecycle, ranging from their migration from productive systems to their eventual deletion as dictated by the European General Data Protection Regulation (EU GDPR).

JiVS IMP enables customers to separate data from applications before the migration begins. During preparation and consolidation projects, they can separate the data needed in daily operations from the rest, whether they are structured or unstructured, and store them in a separate environment in a legally compliant way. JiVS IMP acts as central data point (Data Staging Area) for corporate information. This gives customers the opportunity to optimize data quality and combine, harmonize and connect data for analytics and business purpose, which is a prerequisite for digital transformation.

JiVS IMP usually reduces operational costs by up to 80 percent compared to the continued operation of legacy systems. Experience from over 1,000 successful customer projects additionally shows that to-be-migrated data volume can be reduced by 75 percent. Furthermore, companies can reduce migration effort by 50 percent while still being able to access 100 percent of the data, laying the foundation for absolute legal certainty.

As part of future system environments, JiVS IMP helps to keep new software generations like SAP S/4HANA lean and reduce total cost of ownership (TCO). If integrated with SAP S/4HANA, legacy corporate information remains part of business processes and actively add value to systems.

*Pictures of Benjamin Schöller, Ralf Mattes and Marcel Egloff are available [here](#).*

#### **More information**

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#### **Data Migration International AG**

Data Migration International Group, founded in 2019 and based in Kreuzlingen, encompasses the sales and delivery capabilities of Data Migration Solutions AG. Its flagship product is the JiVS IMP platform which manages the entire lifecycle of corporate data independently of existing systems and applications. The **I**nformation **M**anagement **P**latform enables customers to reduce operational costs by 80 percent and system migration effort by 50 percent while still guaranteeing 100 percent legal certainty and information access. Numerous customers like ABB, ABInBey, ALSTOM, Mercedes, General Electric, Commerzbank and Deutsche Telekom are already profiting from JiVS IMP's cost efficiency, flexibility and agility. More information about the company and its solutions are available at <http://www.dm-international.com/>.