

Consulting firms Solucom and DMW in partnership to extend high value consulting services to their clients in France and in the UK

The consulting firms Solucom and DMW have today announced the signature of a strategic memorandum of understanding.

Based in London, and with a team of 60, DMW is one of the UK's leading independent IT consultancies specialising in the design, delivery and operations of IT systems.

Solucom, with a staff of almost 1,000, is the 5th largest IT consulting company in France.

The two companies have decided to work together to better meet the requirements of their respective clients in France, in the UK and elsewhere in Europe.

The agreement seeks to leverage the firms' respective skills and geographical presence to provide extended consulting services and support to the clients of both firms. One of the first initiatives will be to develop an Information Security offer for the UK market.

Pascal Imbert, CEO and founder of Solucom said *"When we met the DMW management team, we were really pleased to see that they share the values that are important to us such as independence, added value and high standards of quality. Because of its reputation, DMW makes the best possible partner for us to address the British market"*.

Reza Maghsoudnia, Solucom's Head of Strategic development, adds: *"For Solucom this new agreement highlights our will to always serve our clients better in their international growth, especially in Europe, in line with our new strategic plan Solucom 2015"*.

Christopher Dean, MD of DMW, stated, *"I am delighted that we have developed a strategic partnership with Solucom, a leading player in the French consulting market. The relationship will help us offer new services and a wider set of skills and experience to our clients. We chose to work with Solucom because we believe they share our business values, focusing on high quality independent consultancy advice and guidance."*

About Solucom

Solucom is a management and IT consulting company founded in 1990.

Solucom's clients are among the top 200 major companies and government bodies. Solucom is able to mobilise on their behalf the skills of almost 1,000 employees.

Its mission? Bring innovation into the businesses, target and manage value-creating changes, and make the IT system a true asset working to advance a company's strategy.

Solucom is quoted on NYSE Euronext.

Solucom has been awarded the Innovative Business title by OSEO Innovation.

Solucom has offices in Lyon, Nantes, Marseille and Paris.

About DMW

DMW Group is one of the UK's leading independent IT consultancies specialising in the design, delivery and operations of IT systems.

DMW was founded in 1989 and is based in London. With a team of 60, it is one of the few consultancies in the UK that provides technical expertise together with a broad range of IT consulting services. The firm has a successful track record working for major private and public sector organisations across a wide variety of industry sectors.

DMW Group is a member of the Management Consultancies Association.

Solucom

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