

**SAP SERVICES****IT services firm BCC speeds up foreign expansion**

Poznan-based **BCC**, Poland's leading provider and exporter of SAP implementation services, has launched its first foreign unit in Munich, Germany. The move is part of the company's new exports-oriented strategy.

Headed by Bernhard Achter, a seasoned professional in Germany's IT industry, the new Munich-based subsidiary BCC Business Consulting Center GmbH will drive BCC's expansion in Germany, Austria and Switzerland. The company offers German-speaking customers SAP roll-out, remote support, software and systems development and administration, as well as a range of IT outsourcing services.

"We will seek to establish foreign units, operating in line with local regulations and business practices, in a number of countries in western and northern Europe. Final decisions on their locations have not been made. They are meant to make life easier for our customers and for us, starting from initial contacts, contract negotiations and legal issues, and ending with implementation supervision," BCC's CEO Bartłomiej Buszczak tells news2biz. "The competences of BCC's foreign units will go beyond sales as we intend to hire local project managers and experienced SAP experts. The employment structure for each subsidiary will be

determined by local conditions and needs."



**BCC's head office is located in Nickel Technology Park which has recently joined the International Association of Science Parks alongside Technopark Gliwice.** Image: NTPP

A strategic partner of **SAP**, the world's top developer of business management software, BCC is an independent consulting company specializing in implementation, support and management of SAP systems and IT outsourcing. According to a TOP200 Computerworld report, BCC is one of Poland's top three IT systems integrators, cooperating with large international and domestic clients. The company carries out projects all over the world, from Lithuania and Czech Republic to Egypt and Indonesia. To date, foreign projects have represented some 40% of BCC's turnover, but under its new "BCC+international" agenda the company intends to boost the figure to reach 60% by 2014.

In addition to its new western European branches, BCC seeks to set up a

nearshoring centre across Poland's eastern border.

"We haven't decided on the location of our future nearshoring centre, but we are taking into consideration a number of countries in eastern and southern Europe. Its size and growth will depend on the needs of our international customers, but for now all of BCC's foreign projects will be handled by our Polish team of consultants."



**"BCC has the largest team of SAP consultants in Poland and we continue to recruit new ones," CEO Bartłomiej Buszczak tells news2biz**

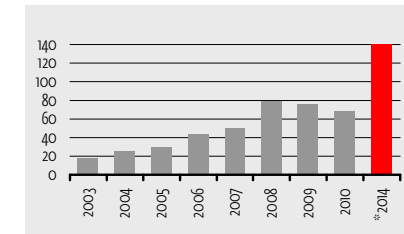
Currently the company employs over 200 people, including ca. 180 SAP consultants (the biggest SAP team in Poland and one of the biggest teams in Central and Eastern Europe). Its revenues totaled PLN 68.6m (EUR 12.5m) last year. Unlike a number of other Polish IT giants, which expanded mainly via debt-financed acquisitions, BCC has relied solely on organic growth. The company seeks to double its employment and turnover by 2014.

"We are currently recruiting more than a dozen consultants and Polish experts will continue to represent majority of our staff in 2014. Our goal is to reinvest 50% of our profits every year. The recent open-

ing of the German subsidiary was fully financed from our own coffers. Should the economic situation improve, we may choose to seek outside financing. This would most likely mean returning to our IPO plans, which we abandoned due to crisis."

**BCC to double turnover by 2014**

BCC sales revenues in PLNm



Source: Top200 Computerworld, BCC

BCC is headquartered on the premises of Nickel Technology Park Poznan (NTPP) in Złotniki near Poznan which is also home to the company's data center. Additionally, the company has offices in Warsaw, Cracow and Bydgoszcz.

**We have talked to:**

Bartłomiej Buszczak [bcc@bccgroup.eu](mailto:bcc@bccgroup.eu)

Tel: +48 61 827 70 00 (switchboard)