

Merger of the two largest Dynamics NAV providers in Europe

The KUMAVISION AG is expanding its cooperation with the Italian EOS Solutions Group. As part of this expansion, the ERP and CRM specialist from Markdorf is purchasing a 25 percent share of its partner who is based in Bozen. Together, the companies will become the world's top-selling integration partner for the Microsoft Dynamics NAV business software. The two companies have already been cooperating on the sales level for more than 15 years. This will now be transitioned into a strategic investment of KUMAVISION AG into the No. 1 in Italy.

“Through our cooperation over time, we know that the companies will harmonize well and strengthen each other through this strategic investment”, says KUMAVISION CEO Kay von Wilcken. Both companies are very powerful Microsoft partners: The EOS Solutions Group is the largest provider of Microsoft Dynamics NAV in Italy for the last five years in a row, whereas KUMAVISION has been one of the top 3 in the German-speaking countries for many years, and is currently the most performant Microsoft implementation partner in Germany in terms of license sales. KUMAVISION and EOS Solutions together have a combined turnover of 90 million euros. The two companies support over 1,600 customers with more than 50,000 users. A total of 25 locations in Germany, Italy, Austria and Switzerland enable very fast response times, as well as a close proximity to customers and regional markets. The performance capabilities of the two partners is also reflected in the project business: In 2017, the 630 employees were able to implement nearly 100 ERP projects.

The ERP environment is changing

The reason for the expanded cooperation are the changes in the ERP environment. Local installations on enterprise servers are losing their significance, while cloud solutions, services, apps and functional add-ons are becoming increasingly important. “Against this backdrop, our orientation must become more international, and with this investment we are taking a first step in this direction”, said von Wilcken, who will also have a seat on the EOS Board of Directors in the future. KUMAVISION generally aims to further expand its strategic shareholdings in other companies.

Both companies are growing

The existing ERP industry solutions as well as all service areas from the portfolio of both companies will be continued unchanged, and the regional markets as well as customers will continue to be intensively supported by the contacts customers are familiar with. KUMAVISION and EOS expect the merger to further accelerate the growth course on both sides. “Both companies are growing continuously. We are therefore planning to expand our workforce further in order to respond to the increased demand”, emphasized Günther Lobis, CEO of EOS A.G.-S.p.A.

Customers will benefit on many levels

Behind the scenes, however, the companies will exchange and complement each other on a technological and professional level. This will significantly drive the development of solutions, products and services, which will ultimately benefit the customers. The focus is on the intensive cooperation in the areas of research & development. “Microsoft offers a range of digitization solutions that we will jointly adapt and further develop for the European market in order to support

and accompany our customers with tailor-made solutions during the digital transformation process”, says von Wilcken. This also includes the development of apps that simplify and accelerate the deployment of new solutions and services, thereby helping companies to become more agile. In the Services area, the existing range of services will be supplemented and further expanded. They are designed to relieve the IT burden on the part of customers, and support them in the development of new business models: “Thereby, we are not only thinking about the classic ERP environment, but also about offerings in the field of digitization and industry 4.0, which reflect the entire product lifecycle of our customers, and thus open up new potentials for an added value and customer loyalty.”

Customers will also benefit from an expansion of the know-how pool, while development and consulting specialists will be deployed across the companies. The two companies will continue to join forces in cross-border projects. KUMAVISION is responding to the increasing importance of the internationalization of medium-sized enterprise customers.

The companies

KUMAVISION AG is a specialist for ERP and CRM software based on Microsoft Dynamics NAV or Microsoft Dynamics CRM for companies in the industry, trade and services sectors. The company, which is based in Markdorf on Lake Constance, is one of the leading Microsoft partners in Germany in this field. For more than 20 years, the company has been planning and implementing industry-specific software solutions for small and medium-sized businesses as well as international corporations. KUMAVISION AG employs more than 370 employees at 16 locations in Germany, Austria and Switzerland.

The EOS Solutions Group, which was founded in South Tyrol in 2000, today employs a total of more than 260 people at its headquarters in Bolzano, and the branches in Milan, Padua, Udine, Verona, Bologna, Perugia, Cuneo and Innsbruck. EOS has been a Gold Certified Partner of Microsoft since its inception. Through the degree of professionalism, the enormous competence of the individual EOS teams and the large number of software implementations already carried out, the group quickly became the most important Microsoft partner in the Italian market for the Microsoft Dynamics business software.

Further press releases are available at:

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