

Press Release

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Partner management at Scopeland Technology reaches a new level

Partners appreciate the reliable collaboration and the extensive support from the manufacturer in setting up Low-Code teams and the license business

Scopeland Technology, manufacturer of the SCOPELAND Low-Code platform, continues to expand its partner operations that were intensified in 2019. Under the leadership of Udo Rietenbach, more than 40 new partners are already working on the collaboration, such as sollistico GmbH and KeyX GmbH. For 2020, the focus will be on jointly building low-code teams for customers and on intensifying the licensing business.

“I am delighted to be able to effectively advance the digital transformation with end customers together with our partners by using the SCOPELAND Low-Code platform. Our partners’ approaches are completely different. The classic way is to implement software projects at companies. This year, however, the focus is on other aspects: Together with Scopeland Technology, the partners can now support their customers in setting up complete low-code teams as well as generating their business by selling SCOPELAND licenses,” said Udo Rietenbach, Head of Key Account and Partner Management at Scopeland Technology.

As a partner, Teltow-based sollistico GmbH relies on collaboration with Scopeland Technology. The consulting company supports companies in integrating ERP systems, web applications, and a system for test-proof data archiving. Low code technology has recently been added, explains Managing Director Tony Dittmann: “Low-Code software is an extremely interesting technical and economical answer to the question of standardizing software. Since this basic idea exactly corresponds to our company’s philosophy, the Low-Code development platform from Scopeland Technology is a perfect fit for our portfolio.”

KeyX GmbH from Leipzig is also one of the exciting partners of Scopeland Technology. With the objective of digitalization, external applications are integrated and adapted in the system landscape of companies. The goal is to introduce faster and high-quality processes and applications, and according to Anton Molitor, Chief Sales Officer at KeyX, now with SCOPELAND as well, because this is where the required standard comes into play. “With little or no programming knowledge, 98% of the application can be configured and does not have to be programmed. This shortens project times by up to 2/3 and significantly increases quality,” explains Anton Molitor. “Wherever customers are reaching their capacity limits, both their own as well as those of external service providers, SCOPELAND can be used.”

Division manager Udo Rietenbach looks positively ahead into the future: “It’s great that the partners quickly recognized the advantages of Low-Code technology. Our partner program will

provide them with intensive support by using the competitive advantages and being successful on the market with SCOPELAND.”

About Scopeland Technology

The Berlin-based company Scopeland Technology is one of the pioneers of Low-Code technology and in Germany still one of the most important players in the rapidly growing Low-Code market. Scopeland Technology has already implemented more than 500 larger projects with its platform itself. Customers are mainly federal and state authorities, research institutes, health care institutions and large industrial companies. Scopeland Technology is currently expanding its partner network in order to broaden its business base. One of the objectives is to increasingly shift the project business to partner companies in order to be able to concentrate more on the actual product development.

Low-Code platforms enable the development of tailor-made IT solutions without or almost without programming. This revolutionary new approach enables efficiency increases by a factor of 10 compared to traditional manual software development. Accordingly, US analysts such as Gartner and IDC predict that Low-Code technology will completely replace large parts of previous software development. Low-Code is regarded as one of the key elements of digital transformation. If it happens as predicted, this will be the biggest paradigm shift in software development in a long time. Leading providers of Low-Code platforms from the USA are already estimated to be worth billions of US Dollars today, and hundreds of new manufacturers are currently entering the market. In the US, every fourth company already uses Low-Code products on a large scale, with only Germany lagging somewhat behind.

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