



CONNECTIVE

PRESS RELEASE

Connective opens New York offices and announces BelCham Partnership

Antwerp, New York, Amsterdam, Paris, Barcelona – 18th of February 2020 - **Connective, a key player in digital transaction management solutions, has officially opened offices in New York City. BelCham – the Belgian-American Chamber of Commerce – is Connective’s first partner and latest reference in the USA.**

Connective is an expert in digital signatures, digital identification services and automated document generation. As part of its global expansion strategy Connective has been investing intensely to ensure their flagship digital signatures platform is fully compliant with applicable US legislation (UETA and eSign Act, see also [DLA Piper’s Legal Opinion](#) on Connective eSignatures).

With that addition, Connective eSignatures has evolved to a truly global solution that includes signing methods that range from one-size-fits-all solutions to local electronic identity cards and digital identity schemes. This allows US-based companies to service all their offices or subsidiaries around the world making use of both generic signature methods as well as locally available means of identification, while being compliant with EU- (eIDAS regulation), Swiss (ZertES) and US legislation.

Several of Connective’s multinational customers have been asking for quite some time now about opening US offices to support and service their subsidiaries in North America. So, with offices in Belgium, The Netherlands, France and Spain, the need for a more local presence of Connective in North America was an opportunity too great to ignore.

Nicolas Metivier, CEO at Connective, explains: “The decision to open these offices is the result of the demand of the US market for a local, reliable and recognized partner to help digitize business transactions. The need for an effective, user friendly and

proven solution which is easy to roll-out is huge. Whether that is for digital identification, automated document generation or legally binding digital signatures.”

BelCham, Connective’s first partner in the USA

Good news comes in pairs and so Connective is proud to announce BelCham – the Belgian-American Chamber of Commerce, and the largest foreign business chamber for Belgium – as its first partner and newest reference in the USA.

Charly Deighton, Sales Director at Connective explains: “BelCham has been consulting us for some time now on how to address the North-American market and helped us opening a New York office. When we explained the added value of Connective eSignatures compared to other local SaaS offerings, they saw the strategic value for their organization. Their decision to move forward with Connective eSignatures as their digital signing solution is testament to that. We’re looking forward to convincing others to join them in that decision. “

Valerie Van den Keybus, co-CEO at BelCham, adds: “With Connective eSignatures we can completely white-label the signing process for our members as well as choose the optimal signing method for each type of agreement. This allows us to embed digital signatures as part of a larger flow, resulting in a consistent and pleasant end-to-end customer (member) journey.”

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About Connective

Connective, founded in 2014, has rapidly become a reference in the field of Digital Transaction Management (combining: digital identity, smart document generation and digital signatures). The ScaleUp offers solutions to digitize document-driven processes and easily sign documents digitally. Companies such as BNP Paribas, ING Bank, AG Insurance, Belgian Mobile ID (Itsme®), Nuon, Talentsoft, Toyota, Engie, Ramsay, Grant Thornton, DELA, Pirelli, Bank Delen and many others firmly believe in the solution offered by Connective. The company counts more than 50 employees and has its HQ in Antwerp (BE) and subsidiaries in Amsterdam (NL), Paris (FR), Barcelona (ES) and New York (USA). More information on www.connective.eu