



PRESS RELEASE

7Bulls.com and Connective conclude partnership to accelerate growth of digital signatures in Central and Eastern Europe

Antwerp, February 07, 2019 - Digital signatures expert Connective will be partnering up with software house 7Bulls.com as of 2019. The strategic partnership is twofold: it includes both the distribution as the further innovation and development of Connective's electronic signatures solution with Central and Eastern Europe as target.

Distribution to Eastern Europe

According to their partnership agreement 7Bulls.com is entitled to use and distribute Connective's digital signatures (eSignatures) solution on the Central and Eastern European market. The company currently has two offices in Poland, in Warsaw and Torun. Their main clients are financial institutions, as well as fintech and insurance companies. To better serve the needs of these industries they were actively seeking for a suitable electronic signatures solution which they found in Connective's eSignatures solution. 7Bulls.com will embed Connective eSignatures in her software solutions.

Development of digital signatures

As 7Bulls.com is an experienced and knowledgeable software development center, they will further enhance Connective's digital signatures solution to integrate new features especially for the Central and Eastern Europe Market. By integrating the solution in their own software, they will familiarize themselves with it and be the perfect party to develop and adapt it to the local markets and needs of Central and Eastern Europe. In the first years they will mainly focus financial organisations. At a later stage 7Bulls.com is aiming at expanding their activities to other promising verticals, like telco, retail.... As for Connective, this partnership with 7Bulls.com will provide them with some fresh thinking and ideas straight of the Central and East European market. This way, they can act proactively and stay ahead in the market of digital signatures, allowing them to become a mere product innovator. A win-win for all parties.

Ambitions

This partnership is a logical step in the ambitions of both parties.

In the last 2 years, Connective invested a lot in South European expansion, opening an office in France and concluding several deals such as Pirelli in Italy. In Q2 2019 another office will be opened in Spain. After this fruitful growth in Southern Europe, Connective thought it was the ideal moment to enter the Eastern European market.

As for 7Bulls.com they were very happy to have found a reliable partner and digital signatures solution to further service their financial clients. Konrad Wawruch, board member of 7Bulls.com and responsible for business development, explains: *“7Bulls.com wants to focus on innovative projects, both domestically and abroad. For a long time, manual work was cheaper in Poland which impeded the need for innovation. As this is slowly changing, this is the right time for us to bring smart digital solutions to our clients.”*

Trust

Both parties know what to expect from each other, as Nicolas Metivier, CEO of Connective and Konrad Wawruch worked together before in another successful project. Nicolas Metivier says: *“This partnership is built on trust, which is crucial in a successful relationship.”*

About Connective

Connective NV, founded in 2014, has rapidly become a reference in the field of Digital Transaction Management. The scaleup offers solutions to digitize document-driven processes and easily sign documents digitally. Companies such as BNP Paribas, ING Bank, AG Insurance, Delta Lloyd Life, Crelan, Nuon, Bank J. Van Breda & C°, Talentsoft, Van Lanschot Bankiers, Record Bank, Keytrade Bank, DELA, Bovémij, Bank Delen and many others firmly believe in the solution offered by Connective. The company counts 50 employees and has its main office in Antwerp and a branch in Amsterdam (NL) and Paris (FR). More information on www.connective.eu

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About 7bulls.com

7bulls.com, founded in 2002, is a private Polish software development company with implementations used in 33 countries. 7bulls.com has provided key solutions for Conforama France, Toyota Motor Poland, Credit Suisse, Royal Bank of Scotland, Standard Bank, ING Bank,

Nordea, FIS, Mood, armasuisse W+T, Seachange, Orange, Mirakl, First Data, CCS, Link4 and others. With offices in Warsaw & Torun (PL), and 150 staff members, the company, was officially recognized by French and Polish Governments as a Research and Development Center. Hence, 7bull.com is engaged in official tax benefits programs that promote high technology growth. More information on www.7bull.com

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