

Solucom and Stance sign an agreement with a view to becoming an indispensable player in the transformation of businesses

The consulting firm Solucom announces that it has signed a memorandum of agreement with a view to a merger with Stance, a consulting firm which advises on organisation and management.

Stance, a young firm with a successful development history

Created in 2005 and now having around thirty consultants, Stance assists businesses with their transformation projects, from the upstream reviews through to the direction of the program and the management of change.

Stance deals essentially with very large businesses, with a multi-sector approach. Combining a fine understanding of the business challenges with a leading-edge expertise in transversal functions, Stance has great practical experience of the transformation of businesses.

Following a completely successful initial development stage, Stance now has a solid well-established position. In 2011, the company achieved consolidated sales revenues of more than €6 million. During the last three financial years, Stance has achieved double-digit annual growth in sales and an operating margin of more than 15%.

A significant market position vis-à-vis major transformation programs

The memorandum of agreement provides for the acquisition by Solucom of 100% of the capital of Stance and of its subsidiary Hekla, which specialises in project management assistance. The transaction will be financed essentially in cash, with the addition of some Solucom shares. The signature of the definitive agreement should take place in the coming weeks.

"The great similarity of our business culture with that of Solucom, in particular the same obsession with client satisfaction, was a determining factor in this merger plan", indicate Dan Ohayon, Reza Karimi and Frédéric Kroenlein, the partners in Stance. "This merger will enable Stance to address the strategic challenges with which we are confronted for our future development. The commercial presence of Solucom and the scale of its range of competencies will allow us to strengthen our positions with our clients, to access assignments of much greater size and also to develop our presence with new accounts. A range of possibilities which opens up new prospects for career development for our consultants".

"This new merger project forms a direct part of our Solucom 2015 strategic plan, which is aimed at making the firm into the business transformation champion", comments Pascal Imbert, CEO of Solucom. "Stance will bring to Solucom its know-how in organisational consulting services, and its recognised competence in the management of transformations. Stance will thereby enable Solucom pass a milestone in its capacity to manage major programs for its clients".

About Solucom

Solucom is a management and IT consulting firm.

Solucom's customers are among the top 200 large companies and public bodies. For them, Solucom is capable of mobilizing and combining the skills of over 1,000 staff members.

Our mission statement? To place innovation at the heart of business lines, target and steer transformations that are sources of added value, and turn the information system into an actual asset designed to serve corporate strategies.

Solucom is listed on NYSE Euronext Paris.

Solucom has been granted the innovative company award from OSEO Innovation. Solucom is based in Bordeaux, Lyon, Nantes, Marseille and Paris.



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