



## PRESS RELEASE

### **Linke grows by over 19% in 2020**

- **Despite the complex economic context that emerged as a result of the pandemic, the Spanish company ended last year with a revenue of 11 million euros, representing a growth of 19.5%.**
- **The revenue from international markets already represents 25% of its turnover, and all its business lines have grown.**
- **The firm, which has celebrated its 10th anniversary on 2020, has strengthened its relationship with its main partners SAP and AWS, and its work has gained market recognition.**
- **Linke has set its goal to continue growing in double digits in 2021.**

**Barcelona, 14th of January 2021.** Linke, the Spanish company specialized in SAP technology consulting services in the cloud, ended 2020 with a revenue of 11 million euros, an increase of 19.5% year over year compared to the 9.2 million euros in 2019.

In an important year for the company celebrating its first decade in the market, it has maintained solid performance both locally and internationally, an area in which its strategy is paying off. 2020 revenue outside Spain represented 25% of its turnover compared to 20% in the previous year, in which it opened offices in France and Sweden.

The evolution of its business diversification strategy has also been positive. In this sense, the technology services firm has registered growth in all of its business lines. On one hand, its cloud solutions implementation and migration unit - its core business - has registered a growth of 20%. On the other hand, it has launched its consulting practice, which has accounted 7% of the total income in its first year of activity.



Two other lines in which Linke has been developing for about two years have also experienced significant growth. They are the division of their own solutions, which has registered an increase of 285%, and the development of solutions in the cloud, such as virtual assistants or call centers, that registered a 25%, representing 3% and 6% of the total revenue, respectively in 2020.

“At the beginning of the year, our roadmap had very clear objectives that were to continue growing at a double-digit level, consolidate our internationalization process in the markets in which we had decided to start activities in previous years and to be able to diversify our business around cloud. We can say, very proudly, that we have been able to maintain all the objectives that we had set, since our main business focus promotes the digitization processes through the cloud and we have focused on helping companies accelerate them”, explains Chabier Sanvicente, CEO of the company.

At the end of 2020, Linke had more than 100 clients in 17 countries.

### **2021 expectations**

As per 2021 forecast, the cloud service provider expects to maintain its double-digit growth ratio, relying on international growth, and the consolidation of its own product division, without losing focus on the rest of business lines, where they also foresee increases. "We are aware that we are still going to have to live with the pandemic in 2021, but we are going to work to achieve a turnover of 13 million euros," says Sanvicente.

### **Solid alliances**

Throughout 2020, Linke has strengthened its relationships with its two main partners, SAP and Amazon Web Services (AWS), the two environments in which it is a referent in the market. In just nine months, Linke has become a SAP Gold Partner, the highest category of the company's Partner Edge program, confirming the service levels that its consultants perform when implementing SAP practices.



With regards to AWS, the Spanish company has become an AWS Well-Architected Partner, a competency that adds to those it already had and that endorses its ability and experience to evaluate the architectures of companies that have their workloads and applications in the cloud and helps them get the most out of their cloud investments, based on the best practices and guidelines of the public cloud platform.

### **Market recognition**

On its tenth anniversary, the path and quality of its work has been endorsed throughout the year by two important recognitions.

Pentecost has positioned Linke as one of the eight most relevant providers in cloud services in Spain, highlighting its specialization in SAP on AWS. In the report "Cloud Universe", the analysis firm underlines that "Linke plays with the large providers, by having its own differential tools, methodologies and assets to provide its projects with solidity, speed and functionality". In addition, it generates satisfaction in the companies that use its services, which Pentecost describes as "very high".

Also, AWS has recognized the company's ability to successfully carry out business management system migrations to its cloud platform. Linke was named 'APN Migration Partner of the Year', for its ability to lead large number of ERP system migrations to AWS, taking advantage of its migration acceleration program, that allows evaluation, preparation and migration of large on-premises installations to cloud. "Customer satisfaction has been very high and has allowed reduction in all projects at a high cost," AWS assessed.

### **About Linke**

Founded in 2010 by a group of technical professionals, Linke is an expert company migrating SAP environments to Amazon Web Services (AWS) platform, specializations in which it helps its clients, mainly in Spain, Europe and the Middle East, to achieve the advantages of cloud computing in a real, effective and simple way.

The company has carried out 66 migrations from SAP systems to AWS and currently manages more than 350 SAP instances on the Amazon Web Services public cloud platform. Its specialization in both markets is shown by the fact that the company has 70 certifications from AWS and SAP and AWS certifications.



The company has opened a business unit specialised in artificial intelligence and the development of conversational interfaces for companies that want to take advantage of this technology to add unique value to their relationships with customers, employees, suppliers and partners.

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