

Healy Hudson GmbH, Mainz-Kastel

Community Concept Enables Concentration on Core Business

As a software and service provider covering all areas of electronic procurement, and as one of the leading e-procurement suppliers in Europe, Healy Hudson GmbH has developed software to process tenders and awards in EU procedure and to optimise procurement processes. The company is expecting strong growth in the e-awards sector over the next few years due to new regulations across Europe – there are around 30,000 potential customers in the target market. However, so that they can also continue to concentrate on their core business, setting up their own hardware structure with the associated administration was out of the question for Healy Hudson. Therefore, Healy Hudson sought a partnership in which the solution is hosted and supported by a third party and which is successfully positioned in the market with targeted cooperation in marketing and distribution. Healy Hudson turned to IBM business partner FRITZ & MACZIOL, as the provider was already known from the joint project Unsere Verwaltung and the expertise demonstrated there. Christian Konhäuser, Managing Director at Healy Hudson, emphasised the added value and the unique nature of this partnership: “Three key players in their individual market sectors have come together here to bundle their extended core skills to the advantage of the customer. This is a first for Germany to date.” With the proposal of **cooperation with IBM via Saas (Software as a Service)**, FRITZ & MACZIOL offered a joint concept that met all of Healy Hudson’s requirements. Afterwards, IBM supports Healy Hudson in distributing its software solution through the SaaS model. This means that IBM takes on the server hosting including the middleware in its own computer centres. The necessary infrastructure is derived from the volume growth. With e-business hosting IBM offers a standardised platform for operation in the SaaS business model and mainly meets customer requirements from the medium-sized sector, such as the highest security standards and flexible on-demand growth for example. These services enable Healy Hudson GmbH to offer secure, available operation of applications for its target customers. In addition to the standard services from the agreement, Healy Hudson is receiving further support and a top-class IT service with Managed Service, which takes into account the demands of the planned growth and the target market.

Information

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