

Press information

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usedSoft increases sales to public authorities

Andreas E. Thyen holds now the newly created position of Sales Director for government authorities / reorganization of the Sales Department due to considerable increase of demands from public authorities

usedSoft, the leading supplier of used software in Europe, has reorganized its Sales Department for customers originating from public authorities. In doing so, the company reacts to the considerably increased demands from public authorities: Only in 2008, usedSoft succeeded in gaining 62 new customers in the market segment of government authorities including several Federal Authorities such as the German Federal Social Court, different state authorities and governmental departments as well as local authorities such as the Municipality of Bamberg and Fürth or the Districts of Viersen and Ennepe-Ruhr. In this context, Andreas E. Thyen will hold the newly created position of Sales Director for government authorities in the German-speaking area .

Thyen who has been working for the Sales Department of usedSoft for two years now, has gathered experiences in the IT-branch for many years, whereby his main interest has always been focused on customers originating from the public sector. His main interest within the scope of his responsibilities will be focused on a further expansion of the already existing sales team which will be then concentrate its activities on customers originating from public authorities exclusively.

“To save costs is the most important criteria for authorities due to the Public Procurement Law. In this regard, more and more public authorities discover the benefits of the second-hand market for them – particularly at the Federal State and Länder level”, emphasizes usedSoft’s Managing Director Peter Schneider.

Thyen started his career with Mommert + Partner Unternehmensberatung AG (today: SteriaMummert Consulting). As a consultant working for this company he was mainly responsible for public authorities. “The demands from public authorities generally differ from company demands. This means for example that there is a strong demand for predecessor versions as they are means-tested and less expensive”, adds Thyen. “Next to the challenging tasks I am particularly looking forward to actively support more authorities – and, as a consequence, tax payers – to save costs in future.”

Information about usedSoft

usedSoft was set up in 2003, and it is the leading European supplier of used software originating from all application fields. Buyers of usedSoft licences are companies as well as software dealers. Customers of usedSoft are, among others, companies such as Edeka, KarstadtQuelle, Kaufland, Neckermann, Rewe, the Law Office Holme Roberts & Owen, as well as a leading soccer club belonging to the German Soccer League and a number of different Savings Banks. German authorities are more and more using used software as well: Next to the Bavarian State Capital of Munich, the German Federal Social Court in Kassel, the Municipal Administration of Bad Salzflun and the Data Central Office of Baden-Württemberg, there were more than 100 additional local authorities benefiting from usedSoft licences. The cost-saving benefit when buying used licenses ranges between 20 and 50 percent.

www.usedsoft.com

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