



A E X U S

Established in 2000, Aexus is a 60+ people tech & software sales and marketing organization, covering the European market from offices and hubs in Arnhem, Amsterdam, Eindhoven, Düsseldorf, Prague, London, Barcelona and Fairfax, VA.

As the leading European sales and business development company, Aexus is entirely focused on the marketing and sales of innovative IT solutions and services. Acting as a dedicated end to end sales and business development partner, we have a proven track record in supporting scale-ups from all over the world with their expansion or initial foothold in the Benelux, UK, Nordics, DACH-region, C-/E-Europe, S-Europe and the United States. Setting up distribution channels, initiating new sales cycles, accelerating sales processes and creating inbound marketing materials are our core activities.

MORE EFFECTIVE

Aexus is run by professionals, who have extensive experience in the European and American markets and a strong network of contacts at various enterprises. Also, we know the corporate culture and background of many of these organizations and speak the relevant languages.

FASTER

Hiring or allocating new staff, training them and waiting for them to obtain the appropriate contacts and become acquainted with the market “specifics” will be a lengthy process. Aexus is ready to start business development activities for tech and software companies in Europe and the United States immediately. Furthermore, we have direct access to the right contacts.

LOWER COSTS

Hiring dedicated staff to take care of your local business is costly, whereas the return on investment is still unknown. Aexus charges a fixed fee + commission for its services. The retainer is low – it merely serves to cover Aexus for skilling up and research requirements. The benefit for Aexus is only realized when the specific goals have been achieved and business has been won. In any case, your costs in both relative and absolute terms will always be many times lower than if you allocated / hired your own staff or opened your own offices in the relevant markets.

LOWER RISK

Aexus is working with its partners in the most flexible manner possible. By working with Aexus, you are able to “test” the market in the specified areas and wait with big, direct investments (e.g. opening your own office, extending your direct sales force) until your business is mature enough, thereby minimizing your exposure to risk.

KEY VERTICALS

- › Telecom and Utilities
- › Banking, Insurance and Finance
- › Publishing & Media
- › Retail and e-Commerce
- › Health Care
- › Manufacturing
- › Logistics
- › Government & Education

KEY GEOGRAPHIES

- › Benelux (Belgium, Netherlands, Luxembourg)
- › DACH region (Germany, Austria, Switzerland)
- › Southern-Europe (Spain, Portugal, Italy)
- › Eastern-Europe (Czech Republic, Slovakia, Slovenia, Poland, Hungary)
- › Nordics (Norway, Sweden, Denmark, Finland)
- › United Kingdom & Ireland
- › United States of America

CONTACT US

OUR HEADQUARTERS

Vlamoven 37a
6826 TM Arnhem
The Netherlands
+31 (0)26 442 44 23

AMSTERDAM OFFICE

Tupolevlaan 65-75
1119 PA Schiphol-Rijk
The Netherlands
+31 (0)6 122 048 41

EINDHOVEN OFFICE

Kastanjelaan 400 (Microlab)
5616 LZ Eindhoven
The Netherlands
+31 (0)6 302 267 57

DÜSSELDORF OFFICE

Erkrather Straße 401
40231 Düsseldorf
Germany
+49 (0)151 67 6666 97

BARCELONA OFFICE

Calle Girona 60
08009 Barcelona
Spain
+34 (0)934 960 404

PRAGUE OFFICE

Rašínovo nábřeží 14
128 00, Praha 2
Czech Republic
+42 (0)770 60 69 70

UK OFFICE

Alexandra House, Church Pas-
sage
Banbury, OX16 5JZ
United Kingdom
+44 (0)203 7 461 461

US OFFICE

Metro Offices, 4000 Legato Rd
11th Fl. Suite 1100
22033 Fairfax VA
United States
+1 703 896 75 88

AEXUS.COM