

Profile number

66255

Solution for protecting digital documents

Located in

Germany

Personal data

Sector

IT service

Type of company

IT services

Legal entity:

Limited Company

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

Confidential

Asking price

To be agreed

Earnings before taxes

Confidential

Other

Business concept:

Trustcorp's ValeSign solution addresses all business activities based on the exchange of documents in a trusted environment (e.g., accounting records, contracts, etc.), i.e., digital/electronic signatures and the transaction management of confidential documents.

Unique selling proposition / Technology / Patents & IP:

Unique selling point:

ValeSign is a unique problem solution on the market that offers the idea of an “original document” in the digital economy as well as a “strong commitment through signature” in the processing of digital transactions.

Technology:

The ValeSign solution includes a trinary platform that incorporates legally valid signed correspondence and utilizes three web services: 1. "Escrow Service": data protection, 2. "Service Provider": document signature operator, and 3. "Quality Control".

Patents & IP: ValeSign is protected by 11 types of patents, which were derived from a portfolio of 180 patents.

Revenue model:

The general/typical revenue model consists of a recurring part (annual license fee to use ValeSign, which is repaid through customer retention) and a variable part based on usage (volume-dependent fees).

Customers and partners:

Client: SAP (Trustcorp provides the signature and proof for all temporary contracts).

Partner: InTech in Luxembourg, a subsidiary of Lux Post, is the technical partner.

Product and customer benefit:

Product: Middleware consisting of the ValeSign platform and its associated APIs. It seamlessly integrates with the customer's IT infrastructure.

Customer benefit: Processes all digital transactions within a trusted community network, offers a unique way to process multilateral documentary transactions, to ensure the authenticity of digital documents and to guarantee commitment through signature, guarantees full compliance – from design – to eIDAS and GDPR regulations.

Market entry – sales and marketing:

Apart from our current client, SAP, for whom Trustcorp is providing a solution for electronic signatures on temporary employment contracts, we have a new strategy through the introduction of measures to demonstrate effectiveness. Currently participating clients include: Banking/Insurance (Crédit Agricole, BNP Paribas, BPCE Group, AG2R La Mondiale, CEP, AXA Bank), Finance (Finaveo, SAGE, Orpea, Amundi), Auditing (PwC), and Cloud/ERP (SAP, Microsoft, SAS, Oracle).

Competitors:

ValeSign's main competitors in the field of digital signatures and document workflow management are DocuSign and Adobe. However, they only offer a portion of what ValeSign provides. No other company offers as many features as ValeSign.

Market - Volume and Forecast:

Microsoft has 12 million enterprise customers worldwide. We anticipate a market volume of 0.5% for 2018 (access to 60,000 Microsoft customers), 0.8% for 2019 (access to 96,000 Microsoft customers), and 1.40% for 2020 (168,000 Microsoft customers). Therefore, we forecast a profit of €120 million for Microsoft customers in 2018, over €210 million for 2019, and almost €400 million for 2020. Market penetration and growth trends are expected to be similar for all customers.

Status, achievements, additional information:

Microsoft: A contact point for integrating ValeSign within Microsoft Azure is to be developed.

SAP: Negotiations are underway regarding a point of contact to integrate a ValeSign solution. Trustcorp holds the signature certificate for all SAP employment contracts. This generates recurring revenue with an early version of ValeSign (pre-enforcement of eIDAS and GDPR).

Alibaba Cloud: A contact point for integrating ValeSign within an Alibaba Cloud solution is to be developed.

Management & Team – Experience / Background

Dr. Eric Blot-Lefèvre, CEO: PhD in Cybersecurity

Daniel Oudrar, COO: Holds a PhD in Business Management from IFCC (HEC Group).

Dr. Stéphane Amarger, CMO: PhD in Artificial Intelligence

Yves-Bernard Sandrad, CTO: Engineering diploma from the Ecole Centrale in Paris