

A banner image with a dark blue background. On the left, there is a stylized orange checkmark icon. To its right, the text 'CONNECTING technology companies with international networks' is written in white and orange. The background shows a blurred image of a person in a suit and a network diagram.

 **CONNECTING**
technology companies
with international networks

BVS Consulting and ChannelCreator Ink Strategic Partnership

New Alliance to Drive Business Growth for Software and Cloud Services Providers
in EMEA and the Americas

MIAMI, FL, SEPTEMBER 30, 2014 – BVS Consulting, a boutique consultancy for technology companies looking to accelerate growth with partnerships in international telecommunication networks, hosting services, data center managed services, and application and content delivery services, and ChannelCreator LLP, a European sales accelerator and channel development specialist driving rapid revenue growth for Software and SaaS businesses, today announced their new partnership to assist software and cloud services companies in building channels to market in EMEA and the Americas, respectively. Based on a proven track record in establishing high-value partnerships and deals in the telecommunications and carrier sector, the companies will provide fast-growth technology organizations with unprecedented access to senior decision-makers across the carrier ecosystem.

The cloud services market is estimated to be worth \$95.7 billion by 2015, growing at a compound annual growth rate of 28%. The partnership is intended to provide fast-growth technology companies in this very competitive market with unprecedented access to senior decision-makers across the carrier ecosystem, thereby accelerating revenue growth.

Matt Ball, Founding Partner of ChannelCreator LLP, explains, "ChannelCreator is a network-based business, and as such we are always looking for ways to find new customers to serve here in EMEA, and to enable our customers to grow in new markets. Our partnership with BVS Consulting enables us to get closer to potential clients in the Americas and rapidly deploy propositions to carriers in these markets where this is required by our software clients in EMEA."

Benjamin Von Seeger, President and CEO of BVS Consulting, states, "The partnership with ChannelCreator combines extensive business development expertise with true market know-how, established industry contacts and technical prowess to help software and cloud providers expand their businesses in both the Americas and EMEA. Our customers benefit from an experienced team and customized solutions, enabling them to succeed in today's highly competitive cloud market."

For more information about BVS Consulting, visit <http://bvsconsulting.com> or email info@bvsconsulting.com.



About BVS Consulting

BVS Consulting is a boutique consultancy for technology companies looking to accelerate growth with partnerships in international networks, hosting services, and data centers managed services, application and content delivery services. Our team has developed and managed productive relationships with the largest national and international telecommunication (Tier-1) carriers, content providers and other major corporations from Latin America, Europe, Asia and U.S.A. To learn more about BVS Consulting, please visit <http://bvsconsulting.com>.

About ChannelCreator – The Channel and Enterprise Sales Specialists

Since 2007 ChannelCreator has helped 35 software companies from the US, Canada and across Europe to establish themselves in new European markets, sustainably and profitably. So whether your ideal partner is a Vodafone, an Ogilvy, a Sapient Nitro or an SAP, ChannelCreator has the expertise, the contacts and the individuals to deliver your proposition, your service and your revenue targets via the right channels to ensure a long, sustainable and profitable future in Europe. To learn more visit www.channelcreator.com.

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