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Connective qualified as an Advanced Level ScaleUp¹ by the Capgemini ScaleUp Qualification Program

Innovative program seeks to assess scaleups to collaborate on business transformation with industry-leading clients

Antwerp – March 28, 2019 – Connective, a pioneer in digital transaction management, is now one of the first ScaleUps in the Capgemini ScaleUp Qualification Program. Connective was assessed as an Advanced Level ScaleUp, which is the highest rating in the program. To achieve the Advanced Level, a ScaleUp would be assessed across all aspects of the program’s rating matrix.

The ScaleUp Qualification Program was launched by Capgemini in late 2018 to provide further insight on ScaleUps and facilitate collaboration between corporate firms and ScaleUps. In the program, ScaleUps participate in a four-step process which assess them through four pillars – people, finance, business and technology.

Nicolas Metivier, CEO at Connective, said: *“What I really liked the most about Capgemini’s ScaleUp Qualification Program’s is the 360° view it takes. It’s four pillars analysis was broader than our business model and gave us deeper insight to our own capabilities. They put an equal focus on my team and the growth potential of our innovative products. And to me, a team that can deliver is probably the most important criterium to make a ScaleUp succeed!”*

“Connective earned a very high rating based on the criteria assessed by the program, meaning that on each of the four pillars of people, finance, business and technology, they were ranked ‘relatively high’ or ‘high’,” said Elias Ghanem, Chief New Technologies Officer and Vice President of FinTech, Europe at Capgemini. *“Effective collaboration between innovative scaleups and incumbents is key to driving ‘applied innovation’ in financial services. Outcomes like Connectives’ advanced qualification in Capgemini’s program is a first step in bringing industry trendsetters together with traditional players.”*

Fostering collaboration around the world

One aspect of the ScaleUp Qualification program that makes it unique is its ability to bring ScaleUps and incumbents together across borders. For example, a French bank can be put in contact with a ScaleUp in Singapore while a Singaporean insurance company can find a ScaleUp in New York.

¹ A ScaleUp is a mature StartUp, which has raised at least €1M, has a full time employed management team and has sustainable business traction. An Advanced Level ScaleUp is a ScaleUp that has been qualified as such as defined by the program rating matrix.

“Connective is a Pan-European company with locations throughout Europe. During the qualification program, we have been able to meet experts of Capgemini in the different countries. These face-to-face meetings were very important to be able to really know our business. The depth of the process and the variety of experts met are the real assets of this qualification process,” Metivier adds.

To become a Capgemini Qualified ScaleUp, a firm goes through a rigorous four step qualification process which determines its level of maturity and fitness for collaboration. This four-step process encompasses web scraping, self-declaration, in-depth interview by Capgemini Subject Matter Experts and client feedback. During these steps, the ScaleUp is evaluated across four pillars – people, finance, business and technology – to measure its maturity towards effective collaboration with large corporates. Based on the in-depth assessment, the ScaleUp receives one of the following qualification levels: Promising, Emerging, Intermediate or Advanced ScaleUp.

Once qualified by Capgemini, the ScaleUp receives a badge and a recognition document to help them raise their credibility and visibility towards the corporate world.

About Connective

Connective, founded in 2014, has rapidly become a reference in the field of Digital Transaction Management (combining: digital identity, smart document generation and digital signatures). The ScaleUp offers solutions to digitize document-driven processes and easily sign documents digitally. Companies such as BNP Paribas, ING Bank, AG Insurance, Belgian Mobile ID (Itsme®), Nuon, Talentsoft, Toyota, Engie, Ramsay, Grant Thornton, DELA, Pirelli, Bank Delen and many others firmly believe in the solution offered by Connective. The company counts 45 employees and contractors and has its main office in Antwerp and a branch in Amsterdam (NL) and Paris (FR). More information on www.connective.eu

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