



## **The group around IT company Christiaens continues to grow thanks to joining forces with Esign and becomes Dynamate!**

Full of enthusiasm and pride, the group around IT company Christiaens announces that it is joining forces with Ghent-based Esign, which, as an official Shopify Plus partner, is the specialist in Shopify (Plus), online and mobile software solutions, performance marketing and marketplace sales. This new milestone for the group is also combined with the launch of a shared identity and a complete rebranding. From today, the group is positioning itself as a single brand called Dynamate.

This initiative highlights Dynamate's ambition to be a leading provider of total solutions for the digitisation needs of small, medium and large businesses. This joining of forces will allow Dynamate to further expand its offering of ERP software based on Microsoft Dynamics 365 Business Central, modern workplace and IT infrastructure solutions including cloud, managed services and cybersecurity with Esign's services.

For many years, Esign has been a specialist in building e-commerce platforms (Shopify & Shopify Plus), marketplaces (Amazon,...), content management systems, web and mobile applications and digital marketing solutions. Moreover, Dynamate and Esign have been working together for many years to link Dynamate's business software with the solutions Esign develops for common customers. As a result of Esign joining the group, Dynamate is one of the few players in the market to be able to offer its customers a complete digital unburdening. Esign's current partners Anton Luyten and Matthias Stevens will retain day-to-day management of Esign and become co-shareholders of Dynamate.

Ghent, 16 April 2024

The investment company Sofindex entered into a partnership with the Christiaens family in June 2020 and stepped into the capital of the company Christiaens NV, specialist in Microsoft Dynamics 365 Business Central business software, with the intention of further accelerating the company's already strong organic growth. Thus, further efforts would be made to expand Christiaens' existing team and competences, but strategic partnerships were also among the growth areas. As a provider of business software, office software and IT infrastructure management services (cloud and managed services) for small and medium-sized companies, Christiaens wants to offer a total solution for all its customers' IT needs.



In December 2021, a first joining of forces was realised with **Harmonize IT, a specialist in business software aimed at the chemical sector**. In September 2023, the group around Christiaens was further strengthened with the investment in **denk IT, a specialist in customised optimal IT solutions and support for SMEs and larger enterprises, focusing on IT infrastructure, security, VoIP, managed services, and Microsoft 365 integrations and development**. In both cases, the active directors and shareholders of these companies remained and still remain active in the day-to-day management and present in the shareholding of the group.

Today, 16 April 2024, the group around Christiaens, Harmonize IT and Think IT announced a new joining of forces, by incorporating Esign into the group that will henceforth be called Dynamate.

Dynamate, the group above Christiaens, Harmonize IT, denk IT and Esign, will realise more than 35 million euros in revenue on a pro-forma combined basis with over 150 employees in 2023. From its four locations in Passendale (Christiaens), Ghent (Harmonize IT), Roeselare (denk IT) and Ghent (Esign), Dynamate serves more than 1,000 customers. **Dynamate is the ideal partner for unburdening companies in their digital transformation and the change it brings**. This ranges from software for Enterprise Resource Planning (ERP), CRM and Business Intelligence (BI), over products and services for its customers' IT infrastructure (such as cloud solutions, security and managed services), to B2B and B2C e-commerce platforms and marketplaces, content management systems, web and mobile applications, and digital marketing solutions, all integrated with each other.

As with Harmonize IT and Think IT, Esign's partners will remain on board as shareholders as well as being ultimately responsible for the day-to-day operational management of their companies. The companies will work more closely together to provide their customers with even better support in offering total solutions and offer their employees even more opportunities for further development.

#### **About Christiaens ([www.christiaens.net](http://www.christiaens.net))**

Christiaens has more than 40 years of experience with implementations of Microsoft Dynamics 365 Business Central and self-developed apps - including 'BoCount' Dynamics - at more than 600 customers, in a wide range of sectors, and has built up a very strong position in Flanders. Besides financial and ERP solutions, Christiaens also provides IT infrastructure solutions, with hardware, system software, backup, cloud, virtualisation, network management, IT security and related managed services.



#### **About Harmonize IT ([www.harmonize-it.be](http://www.harmonize-it.be))**

Harmonize IT is the reference for ERP in the chemicals sector. Chemical distribution and production companies use the internally developed ChemDis app, in combination with Microsoft Dynamics 365 Business Central, to improve their financial and logistics processes. Today, ChemDis provides ease-of-use to 60 customers and more than 2,000 users on a daily basis. Harmonize IT excels in the know-how needed to successfully carry out ERP implementations in the chemicals sector. Thanks to this sector-specific strategy, the functional and technical consultants can excel in knowledge in this field. The base of operations is Ghent, and the focus is the Belgian market, although Harmonize IT has experience with international implementations in more than 20 countries.

#### **About Think IT ([www.denk-it.be](http://www.denk-it.be))**

denk IT was founded in 2006 by Dieter Haspeslagh and Kenny Casier. denk IT is a service-oriented IT company with an emphasis on personal service thanks to open communication. The company specialises in IT infrastructure and cloud computing in all its aspects and thinking along with its customers is in its DNA. Its aim is to unburden its clients so that they can work efficiently, both now and in the future. Therefore, denk IT ensures that its solutions are future-oriented and carefully follows new trends and technologies.

#### **About Esign ([www.esign.eu](http://www.esign.eu))**

Esign was founded in 2002 by Matthias Stevens, who was later joined by Anton Luyten. Esign builds digital e-commerce solutions, web and mobile applications, and offers solutions for result-oriented digital marketing and sales through online marketplaces. Besides the pronounced technical and digital knowledge of its people, Esign also offers a team of creative design specialists under the same roof. Esign therefore prides itself on combining digital expertise with creativity and passion for innovation to create customised solutions for its clients.

#### **About Sofindev ([www.sofindev.com](http://www.sofindev.com))**

Sofindev is a leading independent private equity firm specialising in buyout and growth capital for small and medium-sized companies in the Benelux region. Sofindev was founded in 1991 by two leading family-controlled listed groups. Since then, the Sofindev team has evolved towards full independence and has surrounded itself with a wider range of respected family and (international) institutional investors. These investors include entrepreneurs and owners of family businesses in which Sofindev has invested in the past.

Since 2015, more than €500 million of capital has been raised to invest in Belgian and Dutch SMEs, which in turn have realised dozens of acquisitions, at home and abroad. Currently, the Sofindev team manages the Sofindev IV fund (°2015) with a committed capital of €107 million, the Sofindev V fund launched in 2020, with total commitments of €170 million and the €250 million fund launched in early 2023, Sofindev VI. The Sofindev



funds invest in the capital of successful SMEs in the Benelux, in partnership with the entrepreneurs and management teams of these companies, to support their continued growth.

**Marc, Alexander and Olivier Christiaens (Christiaens):**

*"Christiaens in combination with Harmonize IT was already one of the leading players in the Belgian market for Microsoft Dynamics. With the arrival of Think IT, the offer and knowledge for infrastructure with managed services, Modern Workplace and certainly security was greatly expanded. Expanding the group with Esign is the next step in offering total solutions to our customers and fits within a broader consolidation of our market in which we want to be a leading player. With Sofindev's experience, we are well armed to further grow and develop Dynamate by offering our customers an even better and more complete offering."*

**Anton Luyten and Matthias Stevens (Esign):**

*"Esign has worked with Christiaens for many years in building digital ecosystems of enterprise software and various applications for e-commerce, content management and digital marketing. By joining forces, we can offer our customers even better total solutions. We were approached by several parties because of our unique positioning, know-how and exceptionally talented team, but our experience with the already existing cooperation with Christiaens, Dynamate's project and ambition, and Sofindev's support in this were the decisive reasons for us to want to be part of this story. Thanks to the strategic partnership of the companies that make up Dynamate, we can make the most of the synergies within the group and offer our customers an even more complete service. Finally, Dynamate's new ecosystem offers a lot of growth opportunities for our employees."*

**Jan Camerlynck and Sven Vandewiele (Sofindev):**

*"We are extremely proud of the track record we have achieved since our entry into Christiaens in 2020. We expect Dynamate to achieve a consolidated turnover of around 40 million euros in 2024, which represents a tripling compared to 2019, the year before Sofindev's entry. Even more important than this strong growth is the group's strategic development through the systematic expansion of its offerings, through which the group continues to make further and further strides in the total unburdening of its corporate customers: SMEs and large enterprises. Thanks to the common focus on these customers, but each with their own specialisation, a complementary group is created that can offer high-quality and complete services: from business applications such as Microsoft Dynamics 365 Business Central (ERP) and Microsoft 365 (Modern Workplace), over IT infrastructure (cloud, on premise, and hybrid solutions, WiFi, networks, etc.) and security (cyber security) and service & maintenance (managed services) to e-commerce, marketplaces, web and mobile applications and digital marketing. The partnership between Christiaens, Harmonize IT, Think IT and Esign, now rebranded Dynamate, fits perfectly with Sofindev's strategy to support the growth of leading businesses and build companies that are incontournable in their industry."*