

QPR SOFTWARE

QPR1V: (Nasdaq Helsinki)



QPR SOFTWARE IN BRIEF

- Solution provider specialized in process mining, strategy execution, performance and process management, and enterprise architecture.
- Own R&D focuses on meeting the challenges customer organizations face in leading and developing their operations in digitalizing world.
- Several patents in the United States.
- Customers in over 50 countries.
- Established in 1991, headquartered in HELSINKI, FINLAND.
- QPR Values: Long-term Success Together; Reliability; and Respect.



OUR OFFERING



SHIFT IN CUSTOMER NEEDS FROM OPTIMIZING COSTS TO BUSINESS GROWTH

- Customers have an increasing need to combine business design to reality.
- Customer needs are shifting from cost savings to growth, new services and digitalization.
- QPR supports customers in planning and monitoring the change.
 - The key is to understand customer needs - the changes are planned by using process analysis, modeling and measuring tools.

VISION 2025

QPR is an international software company providing its customers automated process and EA analytics & modeling software. In Finland we also have a strong synergistic consulting business.

GROWTH IN INTERNATIONAL SOFTWARE SALES

Product development is especially focused on process mining and analytics.

We continue to speed up our product development by increasing resources in controlled manner.

We pay great attention to excellent user experience in product development.

We continue to increase our marketing and sales resources. Our goal is to grow especially international software sales. We aim to gain a significant share of the rapidly growing process mining and analytics market.

New customers and cash flow from modeling business in Finland and software sales in Middle East.

PROGRESS IN IMPLEMENTING OUR STRATEGY 2017

- > We focused on strengthening our products' competitiveness and launched a common user interface for all our products.
- > Number of SaaS deliveries continued to grow.
- > We increased the size of our customer accounts. More and more customers are buying both modeling as well as analysis software and services.
- > During 2018 we have announced, among others, the following new customer deals:
 - Process Mining Software to Fennovoima
 - Large Central Government Organization From Abu Dhabi Chooses QPR
 - Process Mining Software to Piraeus Bank
 - Process Mining Software to a global medical device company's European Business unit
 - Saudi Railway Company chooses QPR Software
 - Provision of consulting services to the Finnish Tax Administration in Enterprise Architecture

OUR CUSTOMERS



Dare to improve.

