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partners, serves England, Ireland, and Scotland. To meet the increasing demand for its cloud-based planning solutions in Europe, the company has appointed Fred Olsson as ...

May. 24, 2017



Cloud vendor Adaptive Insights continues its growth and expansion across the Northern Europe with in-country support, partners, and new customers. The company recently announced 2016 revenues of \$80 million and today announced that over 20% of its sales are from international markets outside of the United States.

“We see tremendous growth opportunities in Europe, particularly the Nordics and Baltics, as enterprises increasingly recognize the need for a cloud-based planning platform,” said Tom Bogan, CEO of Adaptive Insights. “The ability to provide support for our channel with a dedicated team in-country, as well as the addition of leading partners in their practice areas, puts us in a strong position to meet the growing demand for the Adaptive Suite, as we continue to expand internationally.”

## Strong Channel, In-Country Support Drives Growth

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to our offerings enables us to target finance teams with an integrated planning and integrated analytics solution—the only integrated cloud solution today. This ensures our customers will receive the leading solution combined with our expertise to achieve their business goals.”

Evolvit joins an already established partner network that includes eCraft (Finland), Efima (Finland), Staria (Finland), Inspari (Denmark), and Miagen (Ireland, Norway). Together, these resources provide deeper sales and support for prospects and customers across the Nordics.

### New Customers Embrace Active Planning in the Cloud

Mirroring its strong growth in the United States, Adaptive Insights continues to expand its customer list in Europe with organizations of all sizes and across all industries. New customers include Cargotec, Espoon Asunnot, Keuruun Sähkö, Juuranto Group, Lahden Talot, Solteq, Tieto, and Yap Solutions.

“Working with eCraft to streamline our finance function, we determined that Adaptive Insights offered the most comprehensive cloud solution for planning, budgeting, and forecasting,” said Päivi Keränen, CFO, of Yap Solutions, an IT services company. “This has empowered our team to evolve from static, Excel spreadsheets to an active planning process with the Adaptive Suite. We now have a complete view of our performance to plan and the ability to easily and quickly re-forecast, enabling us to better manage our business.”

Another customer, Juuranto Group, a modern, service-oriented group of Finnish companies, selected Adaptive Insights to move to a cloud-based solution that enables their users to access the Adaptive Suite anytime, anywhere for a continuous planning approach. “With Adaptive Suite, our planning process is more efficient and more flexible, and, as important, we now trust the figures it generates 100%,” said Lotta

Mäkelä, CFO, Juuranto Group. “We can then analyze the data and create future

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the accessibility and efficiency of modern budgeting and forecasting to the fullest.”

Click [here](#) to locate an Adaptive Insights’ partner in Europe.

Accounting

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