



## Why did To-Increase choose coMakeIT ?

Availability

Partnership

Independence

Strategy

### To-Increase: building bridges worldwide with Industry Solutions

**To-Increase, the ISV that has become a global leader in generic integration and industry-specific solutions, chooses a sourcing strategy for their product development and support that does not limit them to the Netherlands. The organisation's primary process, software development, is the driving force behind its success. As part of that process, To-Increase has been making successful use of offshore resources in India. Its satisfaction with this strategy is underlined by a recent decision to further expand its capacity.**

Access to the  
international  
labour market

Cornelis Bosch, CEO of To-Increase: “If you want to be a winner on a global scale, you can't limit yourself to the local labour market. The solutions we develop are world-class. That is only possible if you have the best people for the job, which means eventually having to look beyond the Netherlands.”

High level of  
independence and  
responsibility

“Our primary process is developing and supporting software; our business is truly product-oriented. That's what drives us. If we see that something works, that's all we need to know. Our products are always at the core of our customers' processes and they depend on them. We achieve this through our global network of partners, based on Microsoft Dynamics. The Microsoft Partner Network is the most professional of its kind around. As it's our aim to perform at that level, we expect no less from our offshore partner,” explains COO Daan Vink. “coMakeIT has proven itself able to meet our high demands time and again in recent years. That's all the reason we need to further expand our capacity.”

Achieving success in  
Microsoft's Partner  
Network

Partnership approach  
that evolves to match  
customer demands

India was a  
strategic choice

As the team in India has built up its knowledge of To-Increase's products over the years, it has developed into a far more independent working unit. In fact, the team is now so experienced that it can develop entire products on its own, including independently monitoring project status and progress. In addition, the team is available for on-site support for partners, thereby forming an essential link in the chain of To-Increase's 24/7 global support network, which must comply with the high requirements that Microsoft imposes on its partners. It is an indispensable element of To-Increase's business process.

Bosch: "Creating software products is an industry unlike any other, in which To-Increase is a first-class player. We deliver our products worldwide and play a key role in the Microsoft Dynamics field, and coMakeIT understands precisely what that involves. They really are a co-maker, a partner that thinks and evolves along with us, integrating themselves seamlessly into our primary process."

To-Increase recently elected to expand its capacity for Microsoft Dynamics NAV in India. Daan Vink: "When it became apparent that we needed to grow, it was the Dutch development team themselves who came to us asking if we could do this in India. This was an important starting point, and shows that the concept has become established. It meant that our developers were already motivated to work within this model. The execution was flawless, not least due to the smooth project co-ordination. The results it has delivered were so promising that soon even our partners became enthusiastic about the Indian team."

Cornelis Bosch: "coMakeIT's Offshore Development Centre is a concept that has supported us time after time over the past few years. It is very clear that the Indian team is continually gaining maturity and that the tasks they can handle independently are becoming ever more complex. coMakeIT has always played a very proactive role in suggesting processes that offer an optimum level of support, and allow us to make the very best use of the team's potential. This model delivers enormous added value for us, and we are very satisfied with it."