

## Founder of Clear2Pay gets behind new company

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Jürgen Ingels, co-founder and financial director of payment technology company Clear2Pay, incorporated the holding company Enqio together with Alain Vandeborne, founder of Ikan Consulting. Ingels' knowledge, experience, network and financial impulse will assist in expanding Enqio internationally. His share in the new firm will have no effect on his commitment at Clear2Pay.

The recently founded Enqio Holding's first step was the purchase of Ikan Consulting and its rebaptism as Enqio. The company has the ambition to evolve into a worldwide leader in software, consultancy and solutions for data analysis. Enqio's activities will be focused on telecom companies, public authorities and banks. Ikan Consulting had already been active in the European telecom sector with France Telecom, its Belgian subsidiary Mobistar, Telenet, P&T Luxembourg and the Portuguese mobile telephone operator Optimus among its clientele. Within the public sector, Enqio will be working, among others, for NATO, the European Commission and various Belgian government institutions. In the fourth term of this year, Enqio is planning the launch of a software product for so-called equity analysis. On the basis of all manner of data, the software package analyses the evolution of a company's intrinsic value.

### More turnover and profit

According to Enqio's founders, companies and organizations are often swamped by an excess of data; the amount of data is destined to grow even further in the future and, for the most part, to be archived in databases which are not linked to one another. However, these companies do not have the right tools to analyse, interpret or exploit that data to the full.

"Companies can distinguish themselves on the basis of what they do with their data," says Alain Vandeborne, acting director of Enqio. "We provide them with both the tools and insights with which to take concrete action leading to sustainable increases in turnover and profit. A lot has been written over the past few years about data analysis and the creation of meaningful management information. However, that has been largely contradicted by the reality of the situation. There is so much more to be gained within each and every firm and we do our best to tap into that."

According to its founders, management decisions made on the basis of analyses and insights generated by Enqio create sustainable increases in turnover and profit. Enqio's software and services also help meet the growing demands of internal and external reporting.

### Experience in international growth

Jürgen Ingels has plenty of experience with helping young and promising firms to grow internationally. In 2001, he co-founded Clear2Pay which has since developed into an international company with 450 employees and 15 offices. He was director of Belgian measurement technology company Metris and before that an investment manager at Dexia Ventures. He is currently financial director at Clear2Pay and director of wireless network specialist Citymesh. Ingels believes in a mix of internal growth, strategic take-overs, targeted partnerships and attracting venture capital. The investor and entrepreneur sees considerable growth potential in Enqio.

"In difficult economic times, many companies take a backseat. With Enqio, we are doing the complete opposite," says Ingels, non-executive director of Enqio. "We have a talented, experienced and driven team of data analysts, business consultants, statisticians,

mathematicians, economists, sociologists, computer scientists and marketing experts. With Enqio we aim to steer value-added projects from the beginning, replacing outdated methods by a smarter and more pragmatic approach. Our software and services will help customers achieve a better insight into their available data, so they can once again see the forest despite the trees."

Enqio has been proposed for certification under the ISO9001:2008 standard and will receive its certificate in July. The globally accepted standard is a recognition of the level of customer satisfaction, quality and continuous improvement which Enqio aims to achieve. According to Vandenborne, ISO 9001 certification is rare in his sector of the market.

**About Enqio** - "Expect more"

Enqio helps get more value out of an organization. Employing software developed for in-depth analyses, the company distils useful insights from large amounts of company data. These insights allow management to calculate risks in a timely fashion and make informed, corporate decisions. Enqio therefore ensures a sustainable increase in turnover and profit. Enqio is an international company focused primarily on the telecom, financial and public sectors. Its clients include ArcelorMittal, ASR Insurance, the Belgian Post, Dexia, Electrabel/GDF Suez, ING, KBC, Luxembourg Stock Exchange, Mensura, Mercator Insurance, Microsoft, Mobistar, Nuon, Orange/France Telecom, P&T Luxembourg, Rogers Wireless, Telenet, Test-Aankoop, Toyota, Turkcell and UCB.

More info on [www.enqio.eu](http://www.enqio.eu)

Enqio

Alain Vandenborne and Jürgen Ingels  
Schaliënhoevedreef 20 A, B-2800 Mechelen

**T:** +32 (0)15 44 80 20

**E:** [alain.vandenborne@enqio.eu](mailto:alain.vandenborne@enqio.eu)

**E:** [jurgen.ingels@enqio.eu](mailto:jurgen.ingels@enqio.eu)

**Contact for journalists:**

Quadrant Communications

Bart Inslegers

Marie Popelinkaai 3 bus 1, B-9050 Gent (Ledeberg)

**T:** +32 (0)9 210 5358

**M:** +32 (0)472 480 186

**E:** [bart@quadrantcommunications.be](mailto:bart@quadrantcommunications.be)