

Other Fast50 participants full of ambition

Air Consult Engineering SA

www.airconsult.be



What are the future aspirations of your company?

Air Consult Engineering is taking advantage of internally developed skills and approaches to project engineering, to support the growth of the company. A combination of centralised services and local partnerships/ subsidiaries is allowing the business to expand geographically.

What are the main challenges for the future? How do you deal with them?

Air Consult Engineering is now focused on controlled growth, providing its personnel with new challenges and exciting career paths. A stable team is key to the consolidation of knowledge and experiences, which in turn is vital for delivering the highest possible quality in all aspects of its projects.

Appsolution S.A.

www.appsolution.be



What are the needs that your company responds to?

Appsolution provides companies with the mobile solutions they need to reach today's consumers. Every project is unique, for both us and our clients, covering different platforms, operating systems and customer bases. Our expertise and market knowledge enable us to respond to the huge demands for convenience and effectiveness.

What is your advice to starting entrepreneurs?

Do not be afraid to take risks! This is entrepreneurship: you need to get out there and take your chances! Starting a business is not an easy thing to do but it is also a beautiful adventure. If you ask successful entrepreneurs if they have had setbacks on their journey, they usually have, but they survived them and came back into the game.

Biorem Engineering BVBA

www.bioremengineering.com



What are the needs that your company responds to?

Today's cleaning and disinfection products don't provide prolonged surface protection. OxiCARE™ provides a range of products that leave a film of invisible, very fine particles on surfaces, that continue to release active oxygen into the environment. Cleaning and disinfection are major concerns right now, as we are facing a growing number of resistant bacteria as well as an increasing level of foodborne pathogens. Our company tackles these issues by providing an innovative and green products.

What are the future aspirations of your company?

The market for disinfectants and antimicrobials is growing 6% to 7% a year. Biorem Engineering wants to become a leading player in this billion euro market, through its revolutionary technology. At a later stage the technology will provide a broader platform for a range of products covering water care, textile care, pest control etc.

BTR

www.btr-services.be



What are the needs that your company responds to?

BTR Services is a Belgian ICT company specialising in the continually evolving world of banking and insurance, a world where change is going faster than ever, and where financial institutions are becoming willing to adapt to the modern environment. The conservative attitude of institutions is transforming into a more open view of technological and business strategies. Consolidations and relocations have forced banks and insurance companies to make progress on the road to change.

Cheops Technology

www.cheops.be



What are the needs which your company responds to?

Our managed service delivery creates a healthy IT environment, lowering the risk of loss of productivity and increasing the level of business continuity and security. Support costs are reduced through consolidation and standardisation leading to greater efficiency. Our customers can concentrate fully on their core business because we take away their concerns about their IT infrastructure.

What are the future aspirations of your company?

Our aspiration is to become the sole supplier of computing power and IT infrastructure for our customers, both on-site and mobile, and through the provision of secure offsite data centres. Our customers will be able to rely on our comprehensive service to relieve them of all their concerns about IT performance.

Citius Engineering

www.citius-engineering.com



What are the needs that your company responds to?

Citius Engineering helps its customers to develop competitive production facilities by creating state-of-the-art machines in all the main sectors of industry. Citius will continue to extend its support services in the fields of mechanical and electrical engineering and mechatronics.

What are the future aspirations of your company? Citius is currently involved in various research and development projects that seek to develop niche competences in advanced robotics and machines that will provide new automatised solutions to the market.

What is your advice to starting entrepreneurs? Our advice to new entrepreneurs is this: be positive and be optimistic. The future will happen; you need to be ready to jump into it.

CORETEC ENGINEERING SA

www.coretec.be



What do you think about the Fast50 project?

We believe that Deloitte's Fast50 programme is a good initiative but it is more relevant to some sectors than others. Coretec operates in a classical sector – for example, we don't develop internet or mobile applications – making it difficult to compare our company's development with those in very different sectors. However, as with any award, being recognised in the Fast50 programme does help provide motivation.

What is your advice to starting entrepreneurs?

My advice for entrepreneurs? Think long and hard before you start – and then don't think twice once you've started: just go for it!

D-Sight

www.d-sight.com



What are the needs that your company responds to?

Organisations make many decisions every day. Some of them are based on automated and established decision rules. However, others are complex, requiring ad hoc analysis and collaboration. Effective and fact-based decision making is a key factor to the success of all organisations. Our solutions allow organisations to follow a standard data-driven methodology, and, through collaboration, reach consensus decisions.

What are the future aspirations of your company?

We believe businesses must contribute to a positive society. By using technologies such as ours, better decisions will be made that will positively influence the social environment. Our goal is to provide the best collaborative decision making solutions and to become the leader in this market.

DAPESCO

www.dapesco.com



What are the needs that your company responds to?

Many companies and public organisations know that something has to be done to improve the way energy is used. But what, how and when remain real concerns when the methodology and targets are not clear. Dapesco provides the experience, tools and skills necessary to identify the path towards a greener economy, while achieving substantial savings for its customers.

What are the future aspirations of your company?

Having achieved growth of 30% in 2012, Dapesco will continue this challenging rate of expansion to double the size of the company in the coming 3 years. Our direct presence in five leading European countries will be one of the key factors contributing to our success.

Efficacy SA

www.efficacy.com



What are the needs that your company responds to?

In addition to the features available in most CRM solutions, Efficacy CRM can be extended to meet the needs of its SME clients who are active in the B2B market, supporting the whole of their business activity. As well as marketing, sales, service and office integration, Efficacy offers extended functionality to manage contracts and documents, including sales and purchase invoices.

What is your advice to starting entrepreneurs?

New entrepreneurs should consider their clients, and not just banks and business angels, as a potential source of funding. They need to be very flexible and adapt themselves quickly to their client's needs without neglecting their initial strategy and development. They should have a small financial reserve of their own so that they can stay focused on their business.

Engagor

www.engagor.com



What are the needs that your company responds to?

Brands want to know what people are saying about them online, on social media, news sites, forums and the like, but it is impossible for them to follow up on everything. Engagor takes over this task and also allows brands to manage all their social profiles from within the same tool, create reports on whatever they want and automate most of their social media tasks.

What are the future aspirations of your company?

We help companies get the most out of social media in an efficient and time-effective manner. Our goal is to be the single tool used by social media teams. We listen to our users and adapt Engagor to meet their needs. For that reason we are working hard to integrate Engagor with existing CRM systems.

icoMetrix

www.icometrix.com



What are the needs that your company responds to?

Every day radiologists scan many patients around the world, generating an enormous quantity of medical images. icoMetrix translates these images into numbers that help doctors and researchers improve patient care. For example, we quantify the volume of the hippocampus to estimate the progression of Alzheimer patients or quantify the interaction between a bone implant and its surroundings to objectively compare implant quality in a pre-clinical study.

What are the main challenges for the future? How do you deal with them?

icoMetrix has been an international company from day one. We hire the best people to ensure we remain at the forefront of research and the market and we adjust what we offer to meet the changing needs of our customers.

IT ANYWHERE

www.it-anywhere.com



What are the needs that your company responds to?

We help customers to find a reliable, effective and dynamic IT partner who is able to set up and manage their infrastructure, acting as a single point of contact for all their IT problems.

What are the future aspirations of your company?

In the future, we want to continue offering excellence and commitment to our customers, becoming a cutting-edge company that is able to optimise the main technologies offered by the market. Our knowledge is your asset!

My-Websitebuilder

www.my-websitebuilder.com



What is your advice to starting entrepreneurs?

Believe in yourself and your product. Try to prove yourself every day. Dare to be critical about yourself. Don't forget what you have learned from setbacks. Running your own business means facing challenges, to be overcome with well-reasoned answers. When things are going well, don't sit back and take it easy. Follow these principles and you can go a long way successfully.

What do you think about the Fast50 initiative?

I think the Deloitte Fast50 initiative is a wonderful opportunity for you and your company!

Net IT

www.net-it.be



What are the needs which your company responds to?

We deliver software solutions for companies, local government and other organisations who need to structure, centralise and manage their business data effectively. It's our mission to turn organisational challenges into competitive advantages.

What are the main challenges for the future? How do you deal with them?

We work hard to convince companies that a crisis is the perfect time to invest and rethink their business. It's our mission to optimise our clients' organisational structures and processes in order to help them work better, more effectively and more consistently.

What is your advice to starting entrepreneurs?

Stay flexible, creative and agile enough to reinvent your business. Regularly look at your enterprise from a fresh angle to evaluate and adjust your working processes.

ONTOFORCE

www.ontoforce.com



What are the future aspirations of your company?

We want to keep growing and building a healthy business worldwide to deliver a ground-breaking application that will make drug discovery far more effective. Because so many people need personalised medicines today – not tomorrow.

What is your advice to starting entrepreneurs?

Always keep your belief in your team and yourself to make your dreams come true!

Openminds

www.openminds.be



What are the needs that your company responds to?

Companies, online shops, online agencies, medium to large SMEs who are looking for fully managed hosting solutions. Our added value is the support; we combine a personal approach with the required knowledge. Being a B2B company, we understand perfectly how important it is to keep each site or project online and performing.

What are the future aspirations of your company?

To maintain continued organic growth and become "the obvious choice" for fully managed Linux hosting.

Test & Measurement Solutions

www.tm-solutions.eu



What are the needs that your company responds to?

When human precision is not enough, we create technological solutions that are! Quality standards for products and production processes are so rigorous today that human precision is no longer sufficient to meet expectations. Test & Measurement Solutions creates stable and reliable technological tools and solutions that play a part in meeting the requirements of today's quality standards.

What are the main challenges for the future? How do you deal with them?

A challenge we face now and in the future is how to manage the skills and know-how inside and outside our international organisation. Test & Measurement solutions has a large team of ambitious and skilled engineers who possess extensive knowledge and expertise. Through good processes, training and the right supporting tools we manage this knowledge on a daily basis.

TOBIUS

www.tobius.be



What are the needs that your company responds to?

TOBIUS' services and solutions are aimed at helping clients address challenges such as the search for talent to resolve variable resourcing needs, the staffing of key initiatives with specialised and focused project teams, the strategic alignment of initiatives, the efficiency of project delivery and governance of their project portfolio.

What are the main challenges for the future? How do you deal with them?

Our main challenge is the continual search for talented ICT consultants and the cost-effective development of their skills through the setting up of competence centres and training programmes. In addition, the increase in economic strength outside of Belgium might drive us to develop a business abroad in the near future.

TRI-VIZOR
www.trivizor.com



What are the needs that your company responds to?

25% of all trucks on the road are empty and globally the utilisation of logistics networks is barely 50%. This is grossly unsustainable from both an economic and environmental perspective. As a neutral referee and orchestrator, TRI-VIZOR offers unique solutions, services and technologies to create and manage collaborative logistics communities and sustainable supply chains based on bundled freight flows.

What are the future aspirations of your company?

The mission of TRI-VIZOR is to unleash a chain reaction in the efficiency, effectiveness and sustainability of transport and logistics. We want to demonstrate that logistics network orchestration is a scalable and future-proof business model, by building a profitable blue ocean market with win-win benefits for shippers, logistics service providers, infrastructure operators and consumers.

UnifiedPost
www.unifiedpost.com



What are the needs that your company responds to?

E-invoicing is becoming the new normal, but companies are still struggling with its implementation due to a multitude of different requirements from their different suppliers, customers and internal organisation. UnifiedPost resolves that complexity by offering a multi-channel, multi-format exchange platform that can easily be connected to the company's systems.

What are the future aspirations of your company?

Our aspiration is to combine being a service provider of pre-configured cloud solutions and at the same time be a provider of a development platform for tailor-made cloud solutions, in the areas of document processing and payment integration.