

#CMSD2016



# Welcome

## catWorkX Midsummer Day 2016

Oliver Groht, CO-FOUNDER & CEO

Hamburg, 17-06-2016



**Customers**

**Attendees**



A HUGE thank you  
for being here



# catWorkX Midsummer Day 2016

Enhancing the Atlassian Ecosystem

## Workshops

12 Workshops  
More than 100 attendees

Biggest Workshop this year:  
ALM works with 27 Attendees

## Vendor Exhibition

19 international add-on vendors  
Atlassian booth  
~200 Customers, speakers, visitors



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## Networking

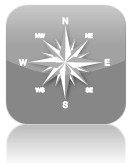
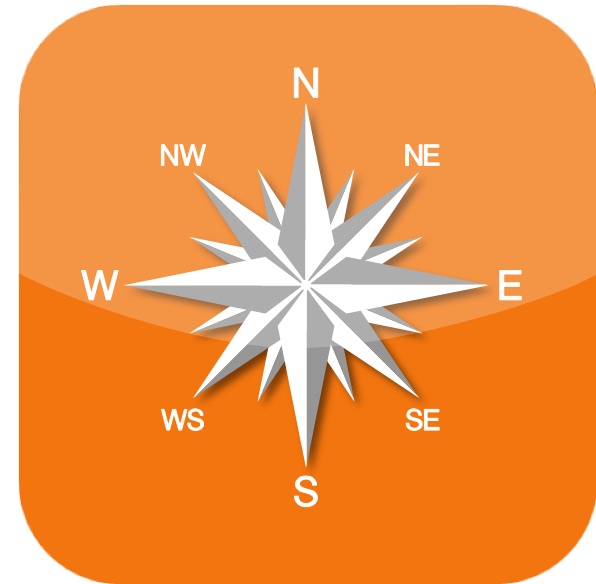
Twitter: #CMSD2016  
catWorkX / Atlassian Lounge  
Evening Event with Drinks & BBQ

## Talks

Atlassian Keynote  
Atlassian for the Enterprise  
Customer Talks

# About catWorkX

- **Founded in 1999**
- **3 Co-Founders**
- **In love with JIRA since Version 1.0**
- **Creator of the first German translation for JIRA**
- **10 years in the market with Atlassian tools**
- **Since 2014 100% focused on Atlassian business**
- **Platinum Expert**
- **Enterprise Expert**



# catWorkX – business mission

„Building bridges“ – connecting people and systems

- **providing** ITSM, PMO & ALM **solutions** based on Atlassian products
- **levering** Atlassian tool chain **efficiency** with add-on development
- **lowering** Atlassian system **maintenance costs** with catWorkX maintenance tools
- **boosting** Atlassian system **performance** for large scale enterprise systems
- **provisioning** and **harmonising** purchases of Atlassian licences
- as an **authorized training partner** we provide the **best training experience** in the name of Atlassian



# catWorkX – core services

Your solution provider for Atlassian based tools

## Atlassian Consulting

### Atlassian Platinum & Enterprise Expert



System design, conception and implementation of **ITSM, PMO, ALM & SYS** solutions based on Atlassian tools

Technical consulting for **performance tuning, high availability** systems as well as **migration** projects

Best – Practise & Walkthrough **workshops** as well as individual on-site **coaching**

## Atlassian OSS

### Operations & Support Services



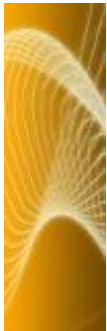
**Installation** of Atlassian products like Data Center at your dedicated environment or hosted solutions

Planned **maintenance** and **update** services for your Atlassian system environment

System **monitoring** and **benchmarking** of your Atlassian system environment

## Atlassian Development

### Integrations, Tools & Plugins



Add-on development with focus on **system integration** solutions like SAP, OTRS, LanDesk and many more

In-App tool chain **process automation** for project portfolio, release & version management and translations

**Atlassian Marketplace** solutions for integration of JIRA and MS Outlook, Confluence revision management

# catWorkX – core services

Your solution provider for Atlassian based tools

## Atlassian Trainings

Atlassian Authorized Training Partner



Authorized to teach all courses of the **Atlassian University** with **original** Atlassian course materials

Taught by an **Atlassian Authorized Instructor** in **German** or **English** language

**Open classroom** trainings in our office or **in-house** training at the customer's site

## License Services

### Atlassian & Partner Products



Test our **ultra fast** licence provisioning services for timely delivery of required licences

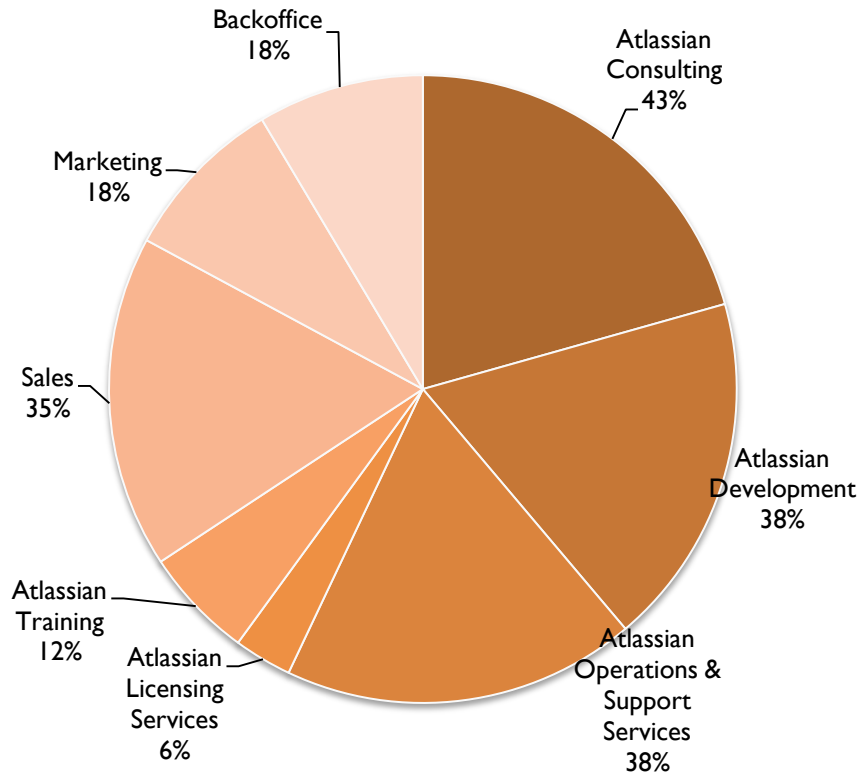
Benefit from invoicing **payment solutions** in order to avoid credit card payments for Atlassian license purchases

Harmonise your **licence** end of **support** due-dates with our licence services and never miss a **renewal** date

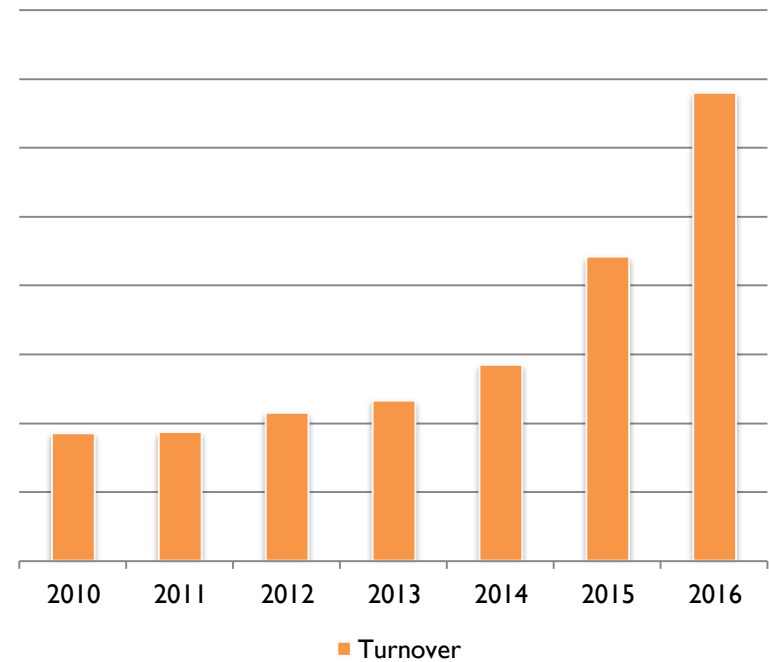
# catWorkX – Platinum expert power

We strive for market leadership in DACH for providing ITSM, PMO and ALM solutions with Atlassian tools

*staff allocation 2016*



*last 6 years turnover development*



65% technical orientated



# catWorkX – growth facts

## Overall Revenue-Rate

- FY 14/15: **52,88%**
- FY 15/16: **~55%**

## License Revenue

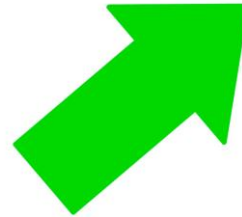
- Atlassian bookings FY 15/16: **62%**
- catWorkX overall: FY 15/16: **~140%**

## Employee Growth Rate

- FY 14/15: **16%**
- FY 15/16: **31%**

## Consulting Revenue

- FY 14/15: **5,89%**
- FY 15/16: **~16,35%**



# catWorkX – product solutions

available at the Atlassian Marketplace as well as more the 230 plugins for different client use cases



## Push and Pull Favorites

distribute and control filters and dashboards centrally



## Thunderbird Integration for JIRA

create and comment JIRA issues with Thunderbird



## Confluence Revision Plugin

helps you to keep confluence content updated

## Outlook Integration for JIRA

create and comment JIRA issues with MS Outlook

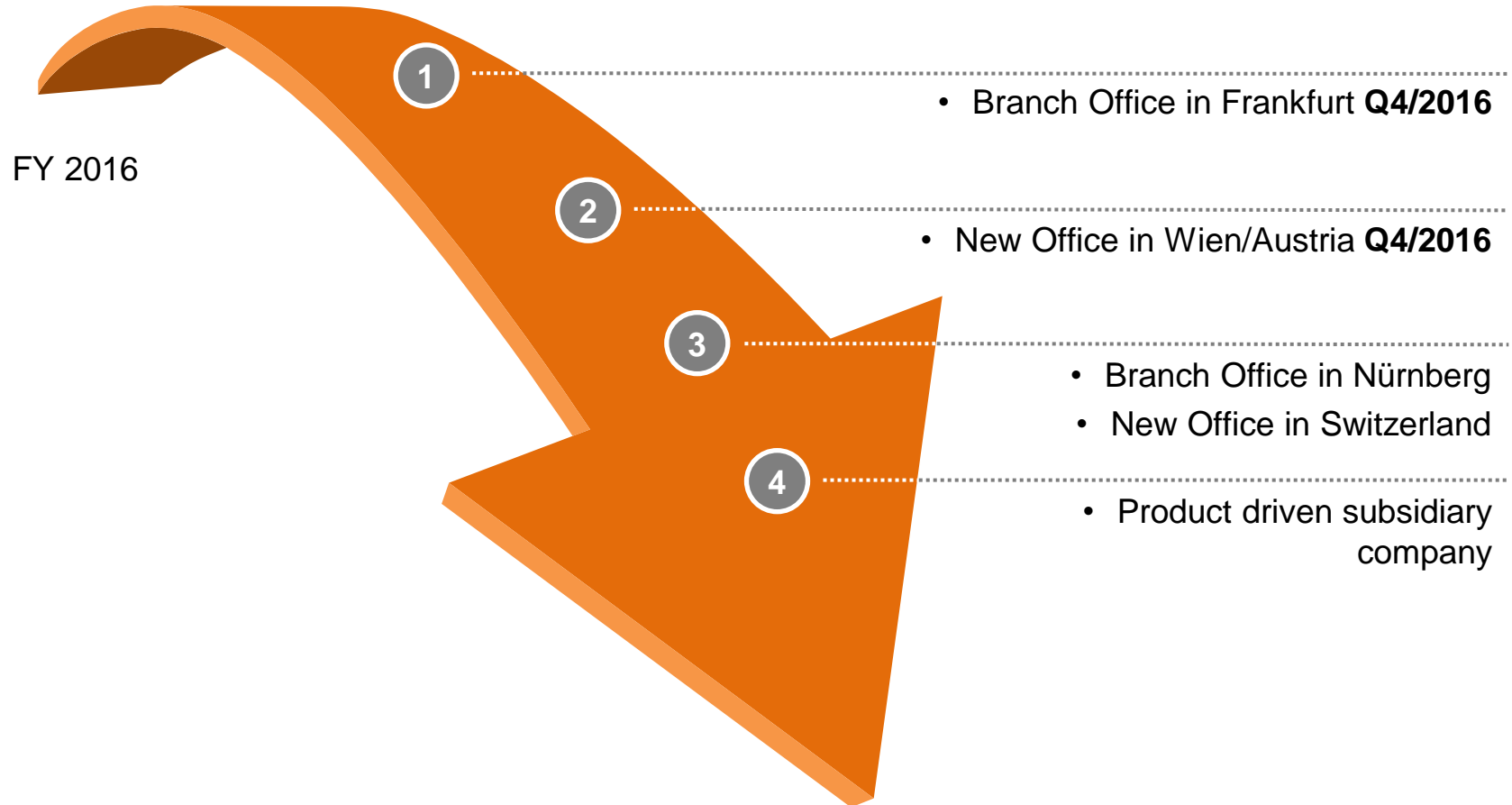


## OTRS for JIRA

share data between OTRS and JIRA with ease



# Future of catWorkX



We strive for Expert leadership in DACH

Happy Friday!!



Enjoy the catWorkX Midsummer Day 2016

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