



The Ansam Group and Swisscom join forces to bring business customers in western Switzerland into the digital age

As part of the expansion of its indirect sales model within the SME market, Swisscom has announced a strategic partnership with the newly formed Ansam Group to cover western Switzerland. The partnership will benefit SMEs with complex and individual IT requirements.

The Ansam Group and Swisscom will enter into a strategic partnership in western Switzerland. The partnership will address the needs of SMEs requiring complex IT integration projects and security solutions. This customer segment requires individual solutions and intensive support in order to take advantage of the opportunities offered by digitalization. The Ansam Group was founded at the end of January and consolidates highly specialised IT skills in western Switzerland. The group already includes renowned companies iXion and Filaos.

A strong partner network in the SME market

Swisscom already relies on a large partner ecosystem for telecoms and IT to serve the SME market. Swisscom has a standardised and scalable ICT portfolio, which its partners can configure individually for Swisscom customers on a modular basis. As part of the expansion of this model, Swisscom is now joining forces with Ansam to address a customer segment that Swisscom had previously served directly: “We have been looking for a solution to meet IT customer requirements in this segment for some time and are delighted to have found a competent partner in the Ansam Group,” explains Urs Lehner, Head of Enterprise Customers at Swisscom. Nicolas Fulpius, CEO of the Ansam Group and Co-Founder adds: “We are excited about the partnership. We are convinced that we bring significant added value for customers by stepping in when standardised solutions are no longer sufficient and responding very specifically and locally to the individual customer’s requirements.”

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swisscom

Press release

About the Ansam Group

The Ansam Group (Ansam Holding Ltd), which has been set up by a number of local Swiss companies, aims to become the leading ICT service provider in western Switzerland. By combining IT outsourcing services with telecommunications, infrastructure, business application and digitisation services, the Ansam Group is uniquely positioned to offer a modern and integrated local ICT portfolio. The Ansam Group, which is headquartered in Nyon (VD), employs more than 160 ICT professionals at its member companies iXion and Filaos Consulting.