

## Procurator chooses HiQ for systems integration

Procurator needed a stable and flexible integration solution to handle internal and external business transactions in its rapidly growing group. They decided on HiQ's integration platform Friends.

"Partnering with HiQ's local Friends integration team is a perfect solution for us," says Christoffer Ekelund, IT Director at Procurator.

Over the years HiQ has developed extensive expertise in integration and API management using HiQ's own cloud-based iPaaS platform Friends.

"Simplifying and streamlining things for our customers through smart technology is what drives us at HiQ and with this platform we can do just that. We are incredibly pleased that Procurator has chosen Friends and we can already see how our teams are working closely together on successful integration projects," says Anna Kleine, MD of HiQ Skåne.

Procurator is a company within Optigroup, which sees a general escalating need for integration between internal and external systems. Initially, Friends will be used to create opportunities for cross-sales between internal ERP systems such as Bison and SAP.

"HiQ's local presence with a dedicated integration team that can quickly ramp up resource-wise was crucial in our choice of supplier. Friends is a perfect solution for us, as we need a platform with a simple, scalable structure that can meet our needs now, and in the future," says Christoffer Ekelund, IT Director at Procurator.

Since Friends is a true hybrid platform, it also gives Procurator the opportunity to integrate all the scenarios for which there is a need in the business.

"An integration platform can more easily bridge commercial and technical barriers by managing all integration between new ERP systems and other existing systems faster. And at a lower cost," says Peter Sognefur, Sales Manager at HiQ Skåne.

"We always start from the customer's unique situation and requirements. Scalability on our Friends platform – which integrates both cloud and complex on-premise environments and can be run on all platforms – and our local teams allow us to adapt our offering and solutions based on each case."

Friends is a hybrid cloud-based integration platform that is currently listed in the Gartner Global iPaaS report as a 'fast-growing iPaaS provider in EMEA'. With 450+ customers globally, including ABB, Eltel and ISS.

**For more information about FRIENDS, see:**

[www.friends.com](http://www.friends.com)

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