



## Ciklum Sales Office Expands Operations In Russia

**KYIV, March 1, 2012** – *Ciklum, a Danish innovative IT company specialized in nearshore software development in Ukraine and Belarus, has taken over Nexus Incubation in Russia to facilitate the growth of Ciklum Sales Office activities in the Commonwealth of Independent States (CIS) region.*

With the two digit growth rates in many areas from retail to IT and software, the Russian market in general and the CIS markets in particular are rapidly becoming more and more attractive. Ciklum Sales Office helps Western European companies with the full-cycle sales process and sees an increasing interest from Western European companies willing to take advantage of the business opportunities in Russia and CIS.

In order to facilitate the growth of Ciklum Sales Office in Russia, Ciklum has acquired Nexus Incubation in Moscow owned by Nexus International Inc. as of March 1<sup>st</sup>, 2012.

Nexus Incubation was founded by Lau Geckler and Adrian Stewart to help and assist Western European companies do business in Russia. Lau Geckler is a native Dane who has been living in Moscow for the past 9 years. He will continue as General Manager and Partner for Ciklum Sales Office in Russia.

By the end of 2012 Ciklum Sales Office is expected to facilitate a team of about 100 people to focus specifically on selling Western European clients' software products all over the CIS region and helping them reach cumulative monthly revenues close to \$1.5 million.

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### ABOUT CIKLUM

[Ciklum](#) is a Danish innovative IT outsourcing company specializing in nearshore software development in Eastern Europe, in Ukraine and Belarus. Ciklum's unique business model merges the human element with IT to not only help companies to grow, but provide ongoing resources that sustain growth with the flexibility to scale up or down as markets shift.

Established in 2002, Ciklum employs more than 1,800 IT specialists with more than 160 global clients' own software development teams. Ciklum has six development offices in Ukraine, one in Belarus, and two in Pakistan, as well as representative offices in Denmark, Sweden, United Kingdom, Switzerland, Germany and the Netherlands. Ciklum is rated Best Larger IT Employer 2010 & 2011 in Ukraine by DOU, the Ukrainian Community of Software Developers.



[Ciklum Sales Office](#) specializes in designing, operating and leading diverse marketing and sales programs aimed at assisting Western European companies to successfully market their software products in the CIS region. Ciklum Sales Office offers full-cycle sales support services including sales and marketing process structuring and management on behalf of clients, lead generation and qualification, sales presentation, negotiation and deal closure and other services.

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