

# Swedish Software Developer Expands Product Portfolio with Regional Grant



“This grant means we’ll be able to complete the project much faster than we would have done otherwise. Our new business integration server will improve our service offering—something that would have been more difficult without EUGA’s help.”

**Fredrik Svard**, CEO, FS Systems

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### Situation

FS System develops software solutions for companies in the retail and wholesale markets. Its solutions help customers manage their procurement and logistics processes more efficiently. FS System’s Product Guide and Procurement Optimisation software offers an alternative to expensive consultancy services. The company offers these products under a software-as-a-service model and updates their functionality continually. To complete the product family, the IT team at FS System wanted to develop a business integration server that would connect its other solutions.

### Solution

In early 2007, FS System received a newsletter from its Microsoft Partner Account Manager detailing how the European Union Grants Advisor (EUGA) helps organisations find funding for development projects. The company contacted a local EUGA consultant, who helped it apply for a product development grant from the Nutek funding body. Regional grant administrators visited the company and—impressed by its products—decided to award FS System €32,500 (U.S.\$43,670).

### Benefits

- Grant covers 50 per cent of total project costs.
- External experts provide consulting.
- Product’s time-to-market reduced.
- Company turnover predicted to double over next three years.
- Team enhanced by further recruitment.