

Marc De Groote is the new Commercial Director of NRB

Herstal, the 14th of March 2018

Marc De Groote is the new Chief Commercial Officer (CCO) of the Belgian ICT services provider NRB. He succeeds Jean-François Michotte in this role, who will now focus on the role of Chief Operating Officer (COO).

De Groote will manage the commercial teams at NRB. The latter are organised in 'vertical' teams, each focusing on a specific target sector of NRB, such as the Public & Social sector, Financial services, Energy & Utilities and Industry.

After graduating as a Civil Engineer at the VUB, De Groote first worked for CSC before spending over twenty years at Callataÿ & Wouters, with the last five as CEO. He was then employed as Executive Vice President at Sopra Banking Software and CEO of EcoNation. De Groote then joined Cegeka, where he became Country Director for Belgium since the beginning of 2016.

Marc De Groote has also been heavily involved in Agoria since 2013, first in its ICT committee and since May 2016 as the president of Agoria.

Jean-François Michotte, who became Sales Director at NRB at the beginning of 2017, started combining this role with the position of COO last October, will now focus solely on the latter.

De Groote and Michotte will both report to CEO Pascal Laffineur.

Marc de Groote: "NRB is a major Belgian ICT-service provider with a very strong footprint, predominantly in Wallonia today. Still, the group has a very strong will and potential to further grow on the entire Belgian market, and beyond. The company holds all the cards to make it: the portfolio of solutions – amongst others thanks its strategic partnership with IBM – with a unique hybrid cloud service offering, next to its own state of the art datacentre infrastructure, and specialised development and consulting teams. I believe in its' potential and I am more than happy to help realise it."

Note to the editors: you can download photos of Marc De Groote and Jean-François Michotte via [this link](#).

About the NRB Group

With a consolidated turnover of € 317 million and over 2,000 employees, the NRB Group ranks in the top three of the Belgian ICT industry.

NRB helps its customers to fully benefit from ICT assets in order to optimise and accelerate their processes, innovate and allow their business to grow and evolve with a view to keeping up with the new digital reality.

Within this context, NRB provides a complete range of ICT services based on four key areas: consultancy, software, infrastructure & cloud services, and managed staffing.

The consultancy services include the work performed by ICT and business consultants who assist clients in their (digital) transformation. In addition, a team of ICT and cybersecurity specialists helps them develop and implement the appropriate policies (for GDPR, security and other standards) as well as ICT solutions aimed at ensuring the integrity of their organisation, systems and data.

The software services include the development of customised solutions by teams in Belgium and at a nearshore centre in Athens. The development teams have mastered a wide range of technologies for

the creation of mobile and web applications as well as customised solutions for distributed or mainframe environments. In addition to customised services, NRB also provides packages (ERP, BI, SCADA...) from major software companies (SAP, Microsoft, IBM, Cisco, Software AG...) tailored to the specific needs of clients and their projects. Moreover, specialists ensure the implementation, integration and maintenance of the software solutions supplied.

NRB's infrastructure and managed operations services encompass housing and hosting of mainframe, AS400 and distributed systems. To provide these services, NRB makes use of its own data centres located on two geo-resilient sites in Belgium; this infrastructure is compatible with the Uptime Institute's Tier 3+ requirements.

It enables NRB to deliver integrated hybrid cloud services tailored to its customers' needs. To fulfil these needs, NRB can make optimum use of three ICT environments: the customer's on-premise infrastructure, the NRB private cloud and the public cloud, which NRB can connect, integrate and manage as required.

Finally, NRB provides managed staffing services aimed at offering the best profiles at the best possible price taking into account the customer's requirements.

NRB focuses on Belgium's largest sectors: the public and social sector, the energy and utility industry, the financial services sector and the industrial sector, while Trasy International, which is also part of the NRB Group, is aimed at European and international public and corporate organisations.

The NRB Group's other subsidiaries offer specialised sector-specific solutions supported by the Group's scale, ICT infrastructure and other assets. Xperthis provides specialised ICT solutions for the health care sector. Cevi and Logins in Flanders and Civadis in Brussels and Wallonia are specialised in ICT products and services for local authorities.

More information is available at www.nrb.be

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