

SolarWinds Partners With QBS to Enable Businesses to Address IT Challenges of Today

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Paris, FRANCE – May 18, 2021 – [SolarWinds](#), a leading provider of powerful and affordable IT management software, has teamed up with distribution leaders at QBS Software to deliver its IT operation management solutions to partners and customers.

Ludovic Neveu, group vice president of EMEA sales at SolarWinds, said the US-founded firm has been developing and expanding its France business—building out direct, public sector, and channel sales teams.

“France continues to be a focus market for SolarWinds in 2021 and we’re thrilled to partner with QBS who will heighten brand awareness and promote our vast product portfolio within the region, something we cannot do alone,” Neveu added. “Fostering relationships and enabling Partners assists us in delivering powerful and affordable solutions to our customers regardless of the size or complexity of their IT infrastructure. The IT landscape has witnessed incredible changes this past year, with further disruption expected. Our work with partners like QBS Software will enable us to help organizations adapt to industry changes.”

Dave Stevinson, chief executive of QBS, describes the deal, in which resellers have access to the entire SolarWinds product portfolio aimed at helping IT professionals solve IT challenges, as the result of an already-fruitful collaboration:

"It made perfect sense, as we have been doing a great job with some of the SolarWinds portfolio," Stevinson said. "SolarWinds offers a complete solution in IT [infrastructure management](#) software – one that is both affordable and powerful. This is a critically important publisher for QBS Software, and we will invest heavily in putting the right team in place to empower our reseller partners."