



## **QBS Software and Loop1 Announce Strategic Partnership in EMEA**

### **Providing the Partner Community with Additional Revenue Potential Via a Comprehensive Portfolio of SolarWinds Products, Services & Training**

**London, UK – September 7, 2021** – [QBS Software](#), a leading independent software distributor in Europe, has today announced a strategic partnership with [Loop1](#), a leading global IT Operations Management (ITOM) company specialising in the provision of training, professional, and managed services for SolarWinds clients worldwide, to help the partner channel maximise its SolarWinds business opportunity across EMEA.

*“The forming of this partnership means we can offer end to end support across the entire SolarWinds sales cycle from pre-sales project scoping to professional services and health checks, to full managed services, IT operations readiness and post-sales training”* – stated **Dave Stevinson, Group CEO at QBS Software**.

*“If you are selling SolarWinds or would like to develop your channel business further, then QBS together with Loop1 can supplement your in-house skills and assist you with education, enablement, pre-sales and pricing to increase your revenues and complement the key vendors you are already selling.”*

To help position the business opportunity that this new partnership provides, QBS Software invites resellers to attend an upcoming [QBS, Loop1 and SolarWinds webinar](#). Learn how adding SolarWinds services capability alongside your resale model will increase your ability to upsell and cross sell new licences to your customer base year on year as well as help you break into net new customer logos complementing your go to market strategy with other vendors.

*“We are delighted to further strengthen our SolarWinds partner status in the EMEA region by working with QBS Software to provide our comprehensive portfolio of SolarWinds training and professional services for resale through the reseller channel,* commented **Bill Fitzpatrick, Chairman and CEO at Loop1**.

*“As a long-standing, trusted global SolarWinds partner, we have delivered more than 4,500 services engagements over the last ten years. We understand the value professional services can drive in developing long-lasting customer relationships to maximize revenue opportunities and customer lifetime value.”*

#### **ABOUT QBS SOFTWARE**

Established in 1987, QBS Software provides a platform for software companies and channel partners to increase efficiency and achieve growth. With a focus on innovative software – covering the

enterprise, cloud, and consumer markets – QBS Software combines experience, specialist skills, local presence and trusted relationships.

QBS Software is headquartered in London with 8 regional offices across Europe.

Learn more here <https://www.qbssoftware.com/>.

Follow us on [LinkedIn](#).

## ABOUT LOOP1

Loop1 is a leading global IT Operations Management (ITOM) company specialising in the SolarWinds ITOM product offering. We help our clients to '*Know What's Next*' through our unique ITOM maturity methodology **L1M3 (Loop1 Monitoring Maturity Model 'LIME')**, which delivers a simplified roadmap and scorecard to enable organisations to measure and improve the value of their overall IT operations.

Headquartered in Austin, TX, United States, with offices in the United Kingdom, Ireland, Germany, Singapore, and Sri Lanka, the group has more than 100 employees across 4 continents, clients in more than 60 countries and 25+ SolarWinds SCP engineers, holding 130+ certifications.

Learn more at [loop1.com](http://loop1.com)

Follow us on [LinkedIn](#).