

## APPROACH acquires Software Development company TInSys

Cybersecurity specialist and secure development company APPROACH capitalises on successful FinTech solutions and projects for large accounts to grow both organically and by acquisition.

APPROACH is to take over TInSys (Total Integration Systems), a Belgian medium sized software development company, specialising in mobile apps and the Internet of Things (IoT). It is the second acquisition for the growing scale-up APPROACH over the last three years.

*“APPROACH and TInSys know each other very well. We have been joining forces regularly in Digital Banking, Payments and Digital Identity projects for more than ten years now”* said David Vanderoost, CEO of APPROACH. *“Successful cooperation in delivering and securing the key components of ‘Itsme’, the new Belgian reference for mobile identity and digital privacy (Belgian Mobile ID), made it obvious for both companies to create a Belgian player that can span the entire value proposition in cybersecurity and secure development. With TInSys, APPROACH can now provide its customers with more comprehensive support for their digital transformation, compliance and innovation programmes.”*

*“TInSys brings more than 15 years of experience in software development, with distinctive competencies in innovative technologies used in mobile apps, Digital Identity, IoT and Smart Cities”* said Eric Bariaux, Founder and Director of TInSys. *“We have built our own lab to design and test creative mobile apps in home automation and Smart Cities. With APPROACH we are now able to expand our research activities and accelerate our market footprint.”*

TInSys is also a key contributor in the OpenRemote project, the open source middleware for the Internet of Things, with innovative solutions in Smart Cities, home automation, building management and healthcare.

*“The additional capital we injected in APPROACH last year has enabled us to seize strategic acquisition opportunities that come across our growing path”,* said Michel Akkermans, Chairman of APPROACH. *“The integration of TInSys is an important step in the life of our company, and is bound to drive even more value for our customers and especially FinTech, Banking, IoT and Smart Cities players. All of whom need to enhance the level of protection of their assets and data without delay in a world of fast growing threats and increasing regulatory pressure.”*

### Growing Scale-up

TInSys staff will join APPROACH in July this year, while Eric Bariaux will remain active as Secure Delivery Director. After the merger, APPROACH will generate an annual turnover of €6.5 million. In 2016 APPROACH generated a turnover of €5.5 million with a workforce of about 50+ people.

### About APPROACH

Founded in 2001, APPROACH is a Belgian cybersecurity specialist and secure development company. APPROACH provides solutions that cover the full value chain of cybersecurity, from governance down to deep technical design, architecture and implementation. APPROACH service offerings span the whole lifecycle of information security and risk management, from assessment and advice, through training and coaching, to implementation and operations.

### Contact

David Vanderoost – CEO – [david.vanderoost@approach.be](mailto:david.vanderoost@approach.be) +32 472 600 331