



Investment management software company FA Solutions meets new partner in South East Asia



FA Solutions is a Finnish company that runs an investment management and reporting software platform, specifically designed for banks, asset managers and fund companies.

In June 2018, the company was among those selected by EU Gateway | Business Avenues for the **Information & Communication Technologies business mission in South East Asia**.

With the help of the programme, [FA Solutions](#) [1] representatives got to **check the market directly** through numerous **meetings with experts** and to **meet representatives from local companies**.

Throughout the mission week, the company looked to **strengthen its standing in Singapore and Thailand, acquire new customers and partners** and to further **expand in the region**.



The potential for us in this market is huge. (...) We've met a lot of experts in the market, so getting knowledge about the market, understanding important details about it and how it operates - that's the biggest benefit for us on this mission. - Hannes Helenius, Chairman of the Board, Partner, FA Solutions (Finland)

Shortly after the mission, FA Solutions announced a [partnership with Codemate](#) [2], an international software development company from Finland that has had a decade-long strong presence in South East Asia.

The two companies target similar customer segments and realised that together, they can work on developing better-customised solutions for the South East Asian financial markets.

While FA Solutions is in charge of championing customer relationships and project deployment success, Codemate covers the overall development and support share.

FA Solutions made many new connections in the region, all thanks to backing from the EU Gateway | Business Avenues team that helped with matchmaking.

The key thing with the EU Gateway | Business Avenues programme has been that people work together here: the team has worked with us to help us get contacts and understand the market better. In that sense, it has been totally different compared to going to an exhibition on our own. - Hannes Helenius, Chairman of the Board, Partner, FA Solutions (Finland)

Through the programme, the Finnish solutions achieved faster results than it would have on its own.

Besides the new partner, FA Solutions representatives received other requests for information and requests for proposals from potential clients and partners in the region.

There are exciting prospects to come in the future for the Finnish company and many avenues to pursue in South East Asia, thanks to the EU-funded programme.

FA Solutions is closer than ever to reaching its business expansion goals in Asia, and your company can be too.

There will be a new mission in ICT open to European companies: check the business mission calendar [here](#) [3].



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Links

[1] <http://www.fasolutions.com/>

[2] <https://fasolutions.com/2018/11/fa-solutions-partners-with-codemate-to-serve-south-east-asia/>

[3] <https://www.eu-gateway.eu/business-missions/missions-calendar>