

# QBS Software: Specialists in Long Tail Software As-A-Service

Established in 1987 QBS Technology Group operates the dominant platform with the widest range of T2/T3/T4 enterprise software in Europe. We **enable enterprises to simplify the procurement** of their complete "Software Estate" through their reseller(s) of choice **in a unified manner** for quotation, purchase, and renewal.

QBS Software is the only channel organisation specifically designed to meet the needs of the long tail spend market, supporting all major European resellers, VARs and GSIs to accelerate their growth. QBS aims to onboard publishers, negotiate, and align terms to reseller and end user needs in days rather than months, leaving all stakeholders free to focus on growing their business instead of getting stuck in admin.

37+

Years in Business

250+

Employees

10

Locations

12,000

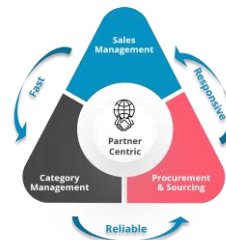
Publishers

6,000+

Partners

350 Mio. €

Turnover



Contact our Product Managers for expert advice on any of our managed publishers

## Karl Huber

- AnyDesk
- BitTitan
- DocuSign
- RealVNC
- ShareGate

+49 89 2314142 56

[karl.huber@qbssoftware.de](mailto:karl.huber@qbssoftware.de)

## Greg Clarke

- Azul Systems
- Cerberus
- Foxit
- Miro
- TeamViewer

+44 (0) 2087337183

[greg.clarke@qbssoftware.com](mailto:greg.clarke@qbssoftware.com)

## Pascal Carmohn

- Altova
- iSpring
- JetBrains
- Progress
- LiveAction

+49 89 2314142 11

[pascal.carmohn@qbssoftware.de](mailto:pascal.carmohn@qbssoftware.de)

## Christian Röttig

- Articulate
- CoSoSys
- Nitro
- 1Password
- Threema

+49 89 2314142 69

[christian.roettig@qbssoftware.de](mailto:christian.roettig@qbssoftware.de)

## Our other popular brands

- Allround Automation
- Atlassian
- Aspose
- Axure
- Azul
- Balsamiq
- Bitvise
- Bluebeam
- Browserstack
- Cerberus
- CloudM
- CodeTwo
- DbVisualizer
- Devart
- Devolutions
- GoAnimate
- Intel
- IDM
- Jam Software
- JFrog
- Navicat
- Office Timeline
- OpenText
- Patch My PC
- PDFForge
- PDQ Deploy
- Perforce
- SAPIEN
- Scooter Software
- Serif
- Sonarsource
- SPARX
- Splashtop
- Techsmith
- Think Cell
- TRACKER
- UL Interntional
- Whole Tomato
- XMind
- Yoffix

## Why Choose QBS?

### Sourcing of any available solution

Know exactly what you need and want to order quickly? Our Sales Team will source **any available** solution for you.

### Long Tail Software Specialists

With over **37+ years of experience** and a **wealth of software and SaaS knowledge** held by its **team of licensing specialists**, QBS Software uses its **platform, talented people** and **established processes** to **guarantee success** for every tier in the channel.

### Unlimited Product Sourcing

QBS Software represent **12,000 publishers** and growing. Whether you have a complex software order **requiring specialist licensing knowledge**, or you know exactly what you need and **want to order quickly**, our team can help.



WHERE GREAT  
PEOPLE WORK  
TOGETHER

Contact your dedicated account manager at QBS or:

- Email Team QBS at: [sales@qbssoftware.de](mailto:sales@qbssoftware.de)
- Call us at: +49 (0) 89 231 4142 0