Strong growth prospects for BlueMind, publisher of the namesake European, sovereign and open-source mail solution

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After two years of strong growth – 40% for 2018 alone –, the development and completion of a new major version and with a favourable context for sovereign software, BlueMind, publisher of the namesake open-source collaborative solution, announces record growth expectations.

Large-scale projects for major companies

These good results can partly be explained by new contracts with major clients such as Laforêt group, who has migrated its entire 5,000-strong franchisee network. AMF and Airbus D&S have also decided to use the BlueMind solution on some sites or sensitive projects, in particular for reliability and security reasons.
But BlueMind also has over 500 other clients such as Airbus, INSERM, Thalès Services, the French Ministry of Interior and many local administrations which help establish it as a key player and face the future with confidence.

BlueMind 4: A very promising alternative to Exchange

Launched a few months ago, BlueMind 4 is the result of 15 years' R&D which has borne fruit with the development, in exclusivity, of a bona fide alternative to the industry's dominant player: Microsoft Exchange.

This means that this new version is capable of providing Microsoft Outlook's users with the same features as Exchange, in particular in terms of user-friendliness and collaborative aspects.

By arising as the only natively Outlook-compatible email solution – therefore without any perceptible changes for users while enabling them to enjoy collaborative features with other clients such as Thunderbird, web-based or mobile apps – the BlueMind solution has responded to a long-awaited market need: ***an alternative, European, open-source email solution, less costly, more user-centred (and therefore better accepted by them).***

A strong, growing partner network

BlueMind's network of partners is growing with the rise of partner companies such as Worteks, Factor-FX, Helpline and Teicée – who all attended the BlueMind Summit, France's major open-source email industry event, or Computic in Belgium.

On the news side, in the last few months, BlueMind has recruited seven new French partners to expand its indirect network – Eoris, Djase'o, Alloa Informatique, InfoTelecom, Helium Technologies, Aprias and Atemis.

"BlueMind continues to focus on its core business – software publishing", says Pierre Baudracco, "a strong, diversified partner network enables us to support our clients with a wide array of deployment and hosting projects".

Tireless personal investment

After standing as President of the Paris Open Source Summit Programme in 2017 and 2018, Pierre Baudracco is now – as of last October – co-Chairman of CNLL (National Free Software Council), which brings together almost 300 free software companies. This is an opportunity for BlueMind to promote its commitment to innovation and competitiveness in this business segment in France and Europe.

Future prospects

BlueMind expects to sustain this growth through a four-point roadmap:

- ***Innovation***, including constant enhancements to the solution, version 4's launch which has overcome the market's main barrier to entry and the launch of the new fully UX-based webmail app in the second semester,
- ***The Open-source Ecosystem***, i.e. momentous involvement in the French and European ecosystems, in particular through the CNLL's actions – with Pierre Baudracco as co-Chairman
- ***Partners***, with the consolidation and widening of our partner network throughout Europe,
- ***Hiring***, to reinforce our team with new expertise and skills.

All this comes with a favourable backdrop in which both public and private decision-makers have realised the importance of preserving an independent digital economy and local competences and players and therefore are looking for sovereign solutions like BlueMind.

About BlueMind

BlueMind is the open-source alternative to collaborative email solutions Microsoft Exchange, O365, Domino or Gmail. Only BlueMind supports Outlook with no visible change for users. It provides a complete new-generation mail, calendar, contacts and collaboration suite including offline mode, full mobility, fast and user-friendly web UIs, Thunderbird and Mac client support as well as a global API for web service functionalities.

Pierre Baudracco, CEO of BlueMind, was President of the Paris Open Source Summit Programme in 2017 and 2018 and has been co-Chairman of CNLL, the Free Software National Council since October 2019.