Managing Director Klaus Lambertz (front, center) can count on his team. The software company's turnover has been rising continuously since 2014.

Verifysoft provides Security and Safety for Software Worldwide

The Offenburg-based company Verifysoft Technology operates worldwide with its safety-relevant software "Testwell CTC++". With a small team, it even serves Airbus and NASA.

A company sign, a letterbox at the entrance to the Offenburg Technology Park, second floor: the company Verifysoft Technology does not need to make a grand entrance to impress on the global market. It offers a product that has become indispensable in everyday life: a test tool that can detect the last safety and security loopholes in software of all kinds - whether in a coffee machine, an X-ray machine or a passenger plane. The software is a so-called "Code Coverage Analyzer", its name: "Testwell CTC++".

Applicable almost everywhere

The software was developed by the company Testwell in Finland. Business economist Klaus Lambertz recognized its high market value. In 2003, he founded the company Verifysoft Technology together with his wife Patricia Gallien and three other partners in order to establish the software as a distributor on the European market - with success.

"According to our customers, Testwell CTC++ is one of the best code coverage analyzers in the world," says Klaus Lambertz. The tool is particularly suitable for embedded areas, i.e. where software acts as a piece of the puzzle in larger processes and is built into devices.

"Our tool is primarily used in safety-critical software projects," explains the Managing Director. "In other words, where people could come to harm if the software doesn't work accurately: in the aviation, automotive, medical technology, rail and energy sectors." All German car manufacturers, four of the five largest automotive suppliers and two of the three largest aircraft manufacturers in the world use the tool.

The Testwell CTC++ software, for example, ensures that aircraft controls function correctly. It ensures that the brake booster kicks in when the foot touches the pedal; and also, that the X-rays have the desired dose. Whether the customer is NASA or a company next door that manufactures electric toothbrushes is irrelevant to Verifysoft Technology. "All customers are the same to us," emphasizes Klaus Lambertz. The 750 customers from 43 countries around the world include small companies as well as large corporations.

Second product

In 2006, the Offenburg-based company expanded its portfolio and became a distributor of a static code analysis tool from the USA. The managing director compares it to a spell checker. While the Testwell CTC++ software detects test gaps in software, the code analysis tool detects errors. The tools complement each other. Verifysoft set a milestone in 2013 with the purchase of the property rights for the tools from the Finnish company Testwell. "Since then, their further development has been carried out exclusively by us in Offenburg," says Klaus Lambertz.

For its part, Verifysoft Technology now counts on distributors who sell licenses on other continents. "As the complexity of software is constantly increasing and new software is being added, we are in a huge growth market," says Lambertz. The tool is also experiencing rising demand due to the use of artificial intelligence (AI) and the increasing networking of smart devices. "We are very positive about the future," says the Managing Director confidently.

The company does not want to be alone with its positive experiences. Since 2008, it has offered more than 100 training courses on software testing in collaboration with Professor Dr. Daniel Fischer from Offenburg University of Applied Sciences and other experts, such as graduate engineer Martin Heininger from Heicon. An enrichment for the Verifysoft team too. "One thing is very important to us," emphasizes Klaus Lambertz: "Staying in control of our own company." In other words: no sale to investors or other companies. "Despite our success, we remain what we are: an independent, powerful and autonomous company."

Key information
Verifysoft Technology GmbH

Establishment: 2003
Founders: Klaus Lambertz, Patricia Gallien
Management: Klaus Lambertz
Business areas: Software for testing software (Code Coverage, Static Code Analysis)
Location: Offenburg/Gemany
Staff: 18
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" Software is mainly a Service"

The Offenburg-based company Verifysoft Technology became a global market leader with a single test tool. Nevertheless, Managing Director Klaus Lambertz has not lost his grip on reality. The reason: people are more important to him than profits.

You don't need shiny company nameplates to be a global player. Verifysoft Technology is a global player with a few bright minds and a product that is relevant to the market. Managing Director Klaus Lambertz and Julia Drengwitz, Sales Manager for German-speaking countries, explain what makes the company special.

Mr. Lambertz, what motivated you as a non-IT person to found Verifysoft Technology 20 years ago?

Klaus Lambertz: When the opportunity arose to enter the market as a distributor of the Testwell CTC++ product, I was working in export for a printing company. Even then, I was convinced that the software would be successful. It is as ingenious as it is simple. And it appealed to me to be able to operate worldwide. We deal with customers from a wide variety of countries and cultures every day - in thousands of different areas and from the smallest companies to global corporations. This makes the work incredibly varied and exciting.

How do you rate Offenburg as a location?

Lambertz: As our customers are spread across more than 43 countries and five continents, the location is of secondary importance to us. But Offenburg is still convenient for us. In purely geographical terms, as the majority of our German customers are based in southern Germany. Offenburg also has a university that is a hotbed of talent in the IT sector. Some of our employees started with us as working students.

IT experts are in demand. Are you also experiencing a shortage of skilled people?

Julia Drengwitz: We are well positioned. Certainly also because of the family atmosphere. We support each other and have a lot of creative freedom. Everyone is involved in the development processes. The fact that we often meet up outside of work shows how well our team harmonizes. We regularly take part in running events or city cycling and meet up for barbecues.

Lambertz: I worked for years in companies where employees were bullied. I don't want to experience that again. It is important to me that we can deal with each other openly and trustingly. I measure success not only by profit, but also by how satisfied my employees and, of course, our customers are.

Since 2014, Verifysoft's turnover has grown by an average of more than 30 percent. This is also an economic success.

Lambertz: We are in a huge growth market. 20 years ago, Testwell CTC++ software was mainly used in safety-critical areas in the aviation, automotive, medical technology, rail transport, energy, and medical sectors. With increasing digitalization, however, reliable software is also becoming increasingly important in everyday life - whether in cell phones or household appliances. In the beginning, however, the software was anything but a sure-fire success. For the first three years, we invested a lot of work and equity. I am happy that we managed this without investors and that we stayed independent over all the years.

Isn't it difficult to compete with the IT giants as a small, owner-managed company?

Drengwitz: On the contrary, we have a huge advantage. Software is first and foremost a service. Our customers can reach us without being put on hold and are looked after personally. Customers know their contacts; we know their wishes. This allows us to act quickly and in a solution-oriented manner. We also have distributors in China, India, Korea, Japan, and the USA who are familiar with the customs of these countries and can be reached during local working hours. All of this is appreciated by our customers.

How important is the TÜV certification?

Lambertz: It is important to be taken seriously in the Asian region. And it is also an advantage in the safety sector.

This text is a translation of articles which appeared on 8 November 2023 in the local newspaper "Mittelbadische Presse" and in baden online:

https://www.bo.de/service/mit-sicherheit-weltweit-unterwegs

https://www.bo.de/service/software-ist-vorwiegend-dienstleistung

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