

EXPERT TALK.

Meet our Nectees



Ruben Levy Benseft

Country Manager Spain



Matthias Lukiewicz

Country Manager Poland

Why is Nect interesting for the Spanish market?

Ruben: Nect is unique in Spain because of its non-human assisted process, and the great user experience it offers to everyone going through the identity verification flow. In addition to product and experience, the Nect path is also very attractive, an award-winning company, fast growing start-up and a cracking team building the digital identity of the future.

How will you convince Spain of the Nect technology?

Ruben: It convinces by itself. The technology used to orchestrate such identity verification process is remarkable and so far, there are no competitors that have reached the Nect level locally. Customers say it every time at the end of the demo, our product and technology are much more advance than what they have been offered so far.

To make it a success we must get the market to talk about Nect, we must be seen and heard, and we will do so with a large well-known reference customer to vouch for the quality of the service and all the benefits it has brought to their digital onboarding operations.

Why did you decide to join Nect?

Ruben: There are two reasons that eased my decision to join Nect: First and foremost it's because of its enthusiastic founding team – I met Benny back in June 2019 in Vilnius, we connected pretty fast, similar background, vision of insurance sector, and fueled with energy to make it more digital and innovative. Then I met Carlo, and I knew it was a perfect match, his inner peace together with his body language convinced me that he was the right Sales leader to pair with Benny. I knew it will be great to work with these two.

But there has been something that stuck with me ever since Benny presented Robo-Ident to me. "Tomato". I was amazed to see what they had done. They made a great experience out of a control activity, that stick in your mind, which I have never seen before, and simplifying everyone's lives.

Matthias, what is special about Nect for you?

Matthias: Nect brings people and technical innovation together. That's what excites me the most! *You feel like a full team member from day one and you get to*

help shape the digital identity of tomorrow. That's simply amazing!

Why do you think Nect will be successful in the Polish market?

Matthias: Poland is unique in terms of consumers' ability to accept digital solutions. Customers in Poland have high expectations on the one hand and want a fast, secure and convenient service on the other hand. In the tech sector, these are very demanding customers, so the products and services have to be of the highest standard. This is also what we offer at Nect, which is confirmed by our customers in Germany.

What are your plans to inspire Polish people about Nect?

Matthias: Through our presence at conferences and on the web, we are increasingly perceived in Poland as the provider of AI-supported ident procedures. With our first business partner, we are already raising our profile. #Teamnect is also growing in Poland.

Since the first of December 2021 there are already two of us and we want to expand the team at river Vistula. I hope we can present our first customer in the next weeks! I am sure that with the support of my colleagues in Poland and all the Nectees, we will succeed pretty soon.