

## PRESS RELEASE

### Prevere acquires Eosa to become the key player of outsourcing and discretionary management for insurance firms

On September 29<sup>th</sup> 2021 Optimind Group acquired Eosa, a company specialized in discretionary management for insurers. Eosa is to merge with Prevere, Optimind Group's company specialized in brokerage & Business Process Outsourcing. Thus, creating the key player of outsourcing and discretionary management for insurance firms in France.

Eosa, created in 2011, is a company specialized in discretionary management and offers outsourcing solutions for life & health insurance players. Through the integration of Eosa, Prevere forms a team of a hundred specialists in management of savings, pension and life and health insurance. This new support team is dedicated to support operations management teams of insurance companies, pension institutions, and health mutuals.

The offered services are organized around four departments: On Demand Services, BPO, Distribution, and Consulting.

Bruno Lebourdais, Eosa's current Managing Director, will become director in charge of On Demand Services and Consulting departments, alongside Pierre-Alain Boscher, managing director of the merged companies.

The four divisions will be progressively consolidated under a unique brand dedicated to solutions and services in the field of discretionary management of insurance contracts: Eosa.

*"For the following years, the operational and strategic implications of expert outsourcing for insurance players are huge. The merger with Eosa allows us, from today, to have the positioning of a key player offering durable, thoughtful, compliant, and qualitative solutions!"* declares Christophe Eberle, CEO & founder of Optimind.

*"I had the ambition to bring Eosa to a new stage of its development and this ambition has now been fulfilled by joining Optimind; a company that shares the same excellence and customer services values as Eosa. This merger provides us with opportunities-creating synergies and allows us to extend our offers and to consider higher scale projects with our clients."*, states Bruno Lebourdais, managing director of Eosa.

*"The merger with Eosa matches Prevere's 3 previous years of strong growth. It is a clear message sent to market players concerning Optimind's intentions in the development of its discretionary management business. The new constituted entity reaches the symbolic stage of a 100 people, which allows us to consolidate the existing business and to pursue an organic growth process in the best conditions."* declares Pierre-Alain Boscher, managing director of Prevere.

With this 5<sup>th</sup> acquisition after the ones of ESOFAC in January 2020, R&B Partners & 2J Associés in March 2021 and Agora Partners in September 2021, Optimind pursues its growth strategy initiated with the arrival of Ardian as a shareholder in 2019.

**[Click here to discover the official video of the acquisition](#)**

*Optimind's M&A advisor: Clément Barbot, Athema CFI – Optimind's legal advisor: Maître Jean-Charles Béroard, Le Desk  
Financial due diligence: Groupe Y Nexia - Eosa's legal advisor: Maître Richard Khoury, Pact Avocats*

#### WHO ARE WE?

**Optimind**, French independent leader of Risk Management consulting with a turnover of 50 million euros and gathering more than 350 employees around 5 practices: Actuarial & Financial Services, Financial & Accounting Services, Corporate Risk Services, Risk Management, Business Transformation.

The discretionary management and BPO services are handled by Eosa, an Optimind company, dedicated to these business lines. Optimind supports insurance companies, banks and corporation around the definition of their strategy, especially in the area of Risk Management and transformation. The offer of services covers the whole spectrum of Optimind's clients value chain: Strategy, Finance, Risk, Compliance, Market, Human Resources, Digital Transformation, Data, BPO.

**Prevere**, Optimind Group's brokerage and BPO company is specialized in discretionary management for insurance companies and pension institutions. Prevere supports collective contracts underwriters and more globally all organizations representing a community of parties in the definition and the application of insurance and/or financial solutions.

**Eosa**, is a company specialized in discretionary management and offers outsourcing solutions for life & health insurance players (insurance companies, pension institutions, health mutuals and brokers).

#### PRESS CONTACT

**Marine de Pallières**

Communication &  
Public Relations Manager

[marine.depallieres@optimind.com](mailto:marine.depallieres@optimind.com)  
P/ 01 48 01 91 66 – M/ 06 07 03 57 91

[optimind.com](http://optimind.com) – [eosa.fr](http://eosa.fr)