

IBA Group

Addressing business challenges with IT solutions and accelerating enterprise digital transformation.

We deal with customers from different industries, so we understand the needs of each company.





Table of Contents

- [_1 Our Company](#)
- [_2 Our Customers](#)
- [_3 What We Do: Services and Products](#)
- [_4 Our Partners](#)
- [_5 Our Awards](#)



Our Company Today



- _1 30 years in IT business
- _2 2,000+ IT professionals
- _3 2,000+ projects completed
- _4 Partner of leading vendors
- _5 Developer of proprietary solutions and products

Adequate Balance of Experience, Maturity and Innovation



34% of employees joined the company **in the last three years**. Many of them are university graduates who finished IBA Group courses.

29% of employees have been with IBA Group **for three to ten years**. They have sufficient experience and are open to changes.

32% of employees have been already employed with the company **for more than 10 years**. Most of them launched their careers at IBA Group.

30% of our employees are women of various age and various professions.



Development Centers



Czech Republic | Prague, Brno, Ostrava

Bulgaria | Burgas

Slovakia | Bratislava

Lithuania | Vilnius

Poland | Warsaw, Wroclaw

Georgia | Tbilisi

Kazakhstan | Astana

Serbia | Belgrade



For 30 years, distributed product development teams have been successfully working on international projects

2,000+ Projects Completed for Customers from 50+ Countries

Europe

Austria
England
Belgium
Bulgaria
Hungary
Germany
Greece
Georgia
Denmark
Ireland
Iceland
Spain
Italy

Latvia
Luxembourg
Netherlands
Poland
Portugal
Romania
Slovenia
Ukraine
Finland
France
Czech Republic
Sweden

Asia

Israel
India
Jordan
Kazakhstan
Kyrgyzstan
China
Kuwait
Saudi Arabia
Turkmenistan
Turkey
Uzbekistan

America

Canada
Mexico
USA

Africa and Oceania

New Zealand
South Africa
Nigeria
Zimbabwe

Information Security of Processes



IBA Group made arrangements for physical access control, logical access control, internal security control, data transfer protection and processing audit.

IBA Group and independent auditors conduct an annual security audit at all company facilities. The information security service of IBA Group continuously monitors the corporate enterprise network and checks the company's activities for compliance with regulations.



Quality & Compliance



ISO 9001:2015 for Design, Development, Delivery and Maintenance of Software and Automated Information Systems.



ISO/IEC 27001:2013 for Design, Development, Delivery and Maintenance of Software and Automated Information Systems.



Long-Established Customers



1993

IBM

2000

Standard Bank

2005

GOODYEAR

2007

Rockwell
Automation

2009

FUJITSU

2011

Hapag-Lloyd

2012

T-Mobile

2014

O₂



IBA
GROUP

Feedback from Our Customers



"I have appreciated the partnership that we have had with IBA which for me started about 15 years ago. Your team has proven to be skilled and dedicated to our mutual success. Thank you!"

John Worthmann

Business Area Manager, IBM USA



"I am very impressed with IBA's ability to provide very good candidates within a few business days. Overall a very good and professional working relationship."

Jochen Le Large

IT Director for the EMEA region, Rockwell Automation



"I want to extend my appreciation to the entire team for the tremendous efforts and focus on the critical areas of deliveries. The teamwork and the rallying around such essential business objectives was nothing less than impressive. Excellent job by all is very much appreciated."

Steve Fafard

Product Manager, Rocket Software



"Thanks to IBA Group for the good and trustful collaboration in the last years."

Bastian Doelle

IT Service Manager, Hapag-Lloyd





How We Work: Service Delivery Model and Methods

- **Offshore model:** the IBA Group team works in their offices, and the customer remotely manages the process.
- **Onsite model:** the IBA Group team travels to the customer and works in the customer's office.
- **Hybrid model:** several employees from the IBA Group team come to the customer's office, but the main part of the team works in the IBA Group offices.
- **Offshore model with a customer project manager:** the IBA Group team works in their offices together with a customer project manager who comes to the IBA Group office.

We Address Business Challenges for Customers in Various Industries



Business challenges addressed:

- Analytics (DWH, BI, CPM)
- Smart Enterprise (ERP)
- Information Security
- Marketing and Sales
- Asset Management (EAM)
- Procurement Management (SRM)
- Information Management (ECM, EIM)
- Master Data Management (MDM)
- Operations Management

Industries:

- Banking and Finance
- Information Technology
- Telecommunications
- Oil and Gas
- Power Generation
- Production
- Retail
- Transport and Logistics



IBA Group is authorized as a Reseller, Value Added Reseller, Service Provider, Support Provider, and Developer/ISV.

Where we can help

Analytics
Automation
Blockchain
Cloud
Internet of Things
IT Infrastructure
Mainframe
Mobile
Security
Supply Chain

IBM Technologies We Work with

WebSphere
InfoSphere
Watson
IBM Cloud
Red Hat
DB2
SPSS
Cognos
Hyperledger



IBM partner since

1993

900+

professionals working
on ongoing IBM projects

Mainframe



Full Cycle: system installation, configuration, and administration

Remote and 24/7: production support and disaster recovery

Optimization: system, database, and application performance

Multiplatform: development of enterprise solutions

Integration: data, ETL, and warehousing

Transformation: green screen applications to web GUI

Product Development: mainframe tooling area

Deployment: SOA, BPM, and Cloud

Migration: business applications and databases

z/OS

BS2000/OSD

z/VM

Linux Ha z Systems



Silver Partner

25+

university graduates join
our mainframe team every year

400+

mainframe professionals



We have more than 5,000 man-years of the overall experience in SAP solutions.

partners with SAP since

1996

450+

SAP certificates

300

SAP professionals

Areas We Can Assist in

Enterprise Digital Core SAP S/4HANA
Enterprise Performance
Customer Experience
Human Capital
Master Data

What We Can Do

SAP S/4HANA migration & assessment
SAP S/4HANA development (ABAP & Fiori)
Full cycle implementation & rollout
Shared SAP support
Solution integration



Essential



SAP S/4HANA Cloud,
private edition

Human Capital Management

SAP Business Technology
Platform

Business Intelligence



Focus Areas

Predictive & Prescriptive Analytics

Data Warehousing, Data Integration

Enterprise Performance Management

Vendors



WebFOCUS

Open Source



JS frameworks

What Our Solutions Can Do

Spot business trends & patterns.

Predict likelihood of events, develop forecast models.

Visualize analytical results, produce consolidated financial reports.

Plan and forecast performance, manage business processes by KPIs.

Detect fraud.

200+

certificates in major
BA, DWH, and EPM platforms

100+

completed projects

RPA — Robotic Process Automation



What we can do

- Consult and assess project feasibility
- Develop solution architecture
- Create robots and activate ML algorithms
- Integrate and deploy smart RPA platform
- Train and Support your team
- Help set up your own center of excellence

How we do it

- Select business process for automation
- Define user and business requirements
- Redesign and optimize business process
- Develop RPA workflows
- Hypercare for at least two weeks

Technologies used



83%

reduction in
manual effort

4–8

weeks to integrate
a robot into your system



We have developed our proprietary
EasyRPA platform

All figures are based on IBA Group's sample of 100 RPA projects, 2016–2022

Internet of Things

What We Can Do

Collect, transform, and load data from IoT devices.

Visualize sensors, devices, and industrial equipment.

Process and analyze data.

Simulate hardware devices and sensors.

Create tools for IoT developers.

Our Solutions



Digital Twins



10+

years in IoT-related areas

10+

major projects completed

Cloud

What We Can Do

Develop solutions.

Customize your software for cloud.

Deploy applications in cloud.

Migrate corporate systems to cloud.

Provide cloud-based backup.

Where Else We Can Help

SAP HANA Cloud Platform

Open Source Platforms



24/7
support



We developed our own cloud platform
ICDC Open Source Hybrid Cloud



DevOps



What We Can Do for You

Consulting

End-to-End Development

How We Do This

Assess current environment

Conduct onsite workshop

Do value stream mapping

Design pipeline toolkit

Develop MVP

Implement new features

Scale pipeline

Provide support 24/7



52%

more efficient
mainframe management

42%

faster application release

Source: *The Business Value of the Connected Mainframe for Digital Transformation*, IDC White Paper, December 2016

Custom Development



What We Offer

Development of enterprise applications

Mobile Application Development

Web development

How We Do This

Analyze application requirements

Design architecture

Develop an application

Perform necessary testing

Deploy in the customer's IT infrastructure

Provide support



3\$ of 4\$

spent on online purchases are spent on mobile devices.

Development of Proprietary Products



- _1 Products
- _2 Hardware & Software Solutions
- _3 Research & Development



Development of Proprietary Products



Goods Checker is an ecosystem powered by neural networks and computer vision for automating merchandising processes: generating planograms, routes for merchandisers, comparing the actual layout with planograms and obtaining analytics.

[Visit website for more details](#)

planogram compliance accuracy increased

from **60%** to **90%**

Source: customer case

tapXphone

tapXphone turns your NFC-enabled Smartphone into POS Terminal. Using a smartphone, companies accept payment for goods and services with proximity bank cards or other contactless payment devices: watches, bands and rings.

[Visit website for more details](#)

**Finalist of Transport
Ticketing Awards in 2022**



Development of Proprietary Products



ICDC Open Source Cloud Platform is a cloud platform that allows deploying a public or private cloud on customer equipment. The deployed platform allows the customer to automate the management of computing resources and requests for the use of cloud services.

Platform services: Compute, OpenShift, Storage, Disk, DevOps, Compliance, Artifactory, etc.

[Visit website for more details](#)

7040

vCPU



EasyRPA is an enterprise-wide platform for developing, maintaining and modifying robots. EasyRPA robots can support data extraction, data transfer and system integration, data conversion and verification, ERP and CRM access, data analysis and report generation.

EasyRPA does not have a visual editor with flowcharts, so there are no restrictions on the development and modification of robots.

[Visit website for more details](#)

up to **5** automated processes
without license fees

Development of Hardware and Software Solutions



IBA AVM

Automated Fleet Management System.

Designed for operational dispatching and control of passenger transport. The system also informs passengers about the estimated time of arrival of vehicles at stops.

6,200+

units of transport already
connected to the system

IBA AFC

Automated Fare Collection System.

Designed for fare collection, and control, sale and replenishment of electronic travel documents, sale of single-use tickets, as well as collection and analysis of statistical information on the operation of public transport.

1,000,000

transactions per day

We Invest in Research & Development

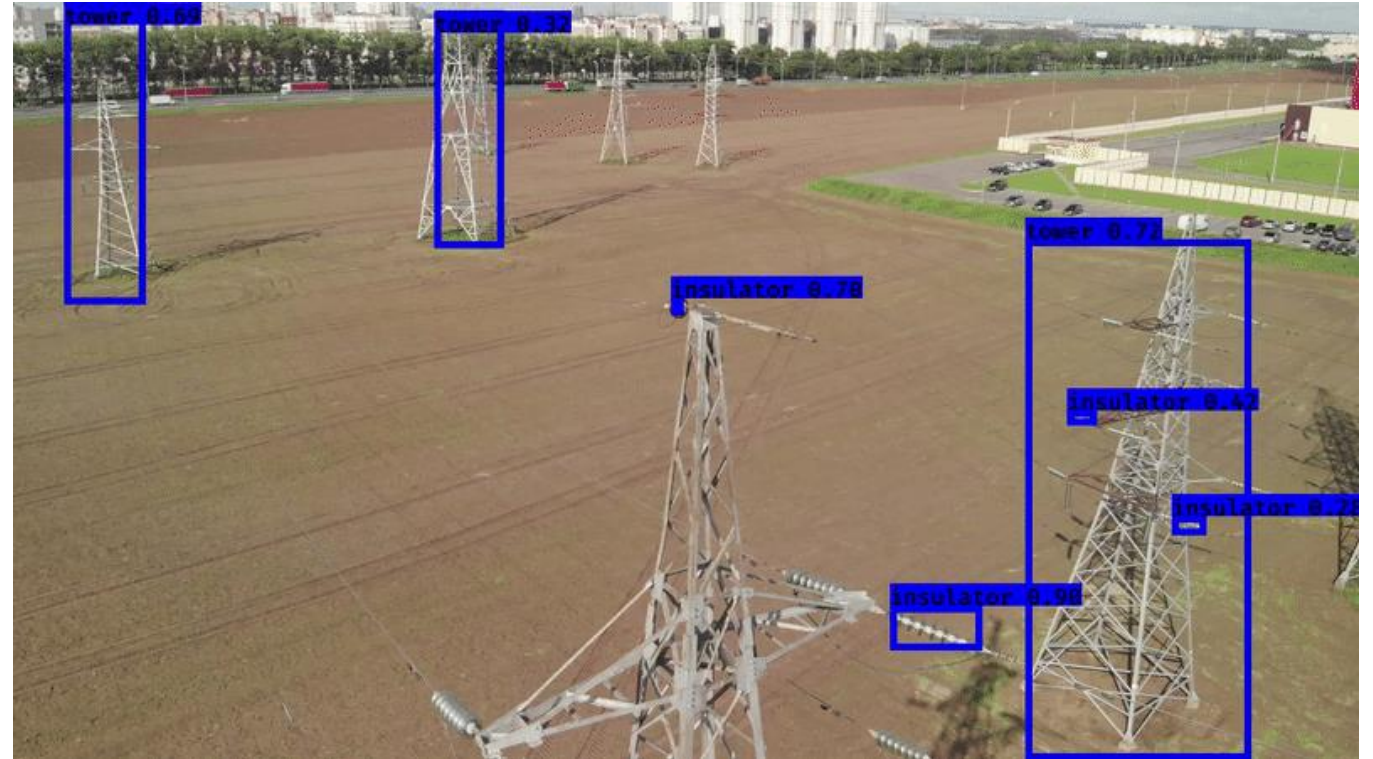


Computer vision helps to find defects in overhead power lines using computer vision and drones.

Digital twins for municipal and infrastructure facilities: railway terminal, port, container yard, buildings.

Chatbot for onboarding new employees.

Chatbot helps employees quickly accustom to a new workplace. The bot has a built-in AI module, so it will be able to tell about the company and answer typical questions from employees, even if they are asked in different wordings.



Computer vision identifies faults in power lines

Key Partners





Silver Partner



Gold Partner

Essential

SAP S/4HANA Cloud,
private edition

Human Capital Management

SAP Business Technology
Platform

Lenovo 360
Infrastructure Solutions
Partner

2023 Platinum

Lenovo 360
Intelligent Devices
Partner

2023 Authorized

Lenovo



Microsoft



Red Hat

Ready

Business Partner



Liferay



PARTNER



ORACLE

Partner



CAMUNDA

Gold Partner
CERTIFIED



HCL



AUTOMATION
ANYWHERE



WorkFusion



UiPath™ Partner
SILVER



Compuware.



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International Awards



THE BEST OF THE GLOBAL OUTSOURCING 100

The Global Outsourcing 100 annually publishes a ranking of the leaders in the IT industry. Top 100 in 2022, 2021, 2020, 2018–2013, 2011, 2010, 2008, 2006.



CEE BUSINESS SERVICES AWARDS

CEE Business Services Awards is an annual competition for companies that provide services in Central and Eastern Europe.



#1 IT EUROPA'S AWARD

European IT & Software Excellence Awards rewards best application solutions for business. Leader in various nominations in 2022, 2019, 2018, 2017, 2015, 2014, 2013.



Let's Discuss Your Challenges



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