

IBA Group

We develop and integrate custom software, implement vendor and proprietary solutions, and offer technical support, and consulting.



Agenda

- 1 Who We Are
- 2 Who We Work With
- 3 What We Do: Services and Products
- 4 Our Partners
- 5 Our Awards



De laatste weken van november had het MISC in Uithoorn twee niet-alledaagse bezoekers. Twee software-specialisten van het onderzoeksinstituut van BRPAC uit Minsk, projectleider Grigor Biznits en programmeur Alexander Lazaronok, werkten er aan de installatie van de applicaties die zij in opdracht van het MISC hadden ontwikkeld. Zowel voor de Wit-Russen als voor de bij het project betrokken IBM'ers was het een bijzondere ervaring.

Witrussische experts bij het MISC

Van de wereldgeschiedenis haakt door- gaans alleen de grote politieke lijn de krantekolommen. Wat de consequenties zijn op de meer alledaagse schaal, blijft gewoonlijk aan het oog onttrokken. Toch hangen in verhouding kleine gebeurtenissen, zoals de komst van de twee Wit-Russen naar Uithoorn, soms nauw samen met die grotere lijn van de geschiedenis. Toen het outdoorn van de



Minsk meets MISC in Uithoorn.

Koude Oorlog ruimte schiep voor han- delsbetrekkingen met de toenmalige Sovjet-Unie, zocht ook IBM naar afzet- mogelijkheden in deze potentieel omvangrijke markt. De organisatie die dit op zich nam, was IBM Trade Development Inc. die vanuit Wenen handel dreef met partners in het voer- malige Oostblok. Aan de handel met de Sovjet-Unie kwam abrupt een einde

toen dit land in de hoop van 1990 uit- eenviel en zich het Gemeenbest van Onafhankelijke Staten (GOS) vormde. IBM Trade Development zoekt nu naar wegen om de opgebouwde relaties te continueren. Zij hoopt hiermee onder meer een goede uitgangspunt op te bouwen in afwachting van het moment dat in het GOS een gunstiger economi- sche wind gaat waaien. Een van de opties was om gebruik te maken van het omvangrijke en hoogwaardige potentieel van software-specialisten dat het GOS rijk is. De betrokken instituten leveren produkten in de vorm van volgens speci- ficaties ontwikkelde software en ontvan- gen in ruil daarvoor harde valuta. De komst van de specialisten uit Minsk maakt deel uit van een pilot-project waarin deze opzet in de praktijk wordt geest. Dit pilot-project heeft de onuit- sprekbare naam 'Minsk meets MISC' meegekregen.

BRPAC

Via IBM Europe bereikte het MISC de vraag of zij niet een project hadden met een omvang van ongeveer een mensjaar dat door Russische specialisten kon wor- den uitgevoerd. Dat die vraag aan het MISC werd voorgelegd, is niet zo ver- wonderlijk. Bij het Marketing Information & Services Center in Uithoorn wordt voortdurend gewerkt aan optimalisering van de dienstverle- ning in de vorm van een groot scala informatiediensten waaronder het bekende HONE en DLAL IBM. Er bleek een project in de pen te zitten, dat des te meer geschikt was omdat de Russen met hun RIAD-computers uitgebreide erva- ring hadden met het VM/CMS-systeem waaronder ook de mainframes in Uithoorn draaien. Toevallig is dit uiteraard niet: de Russische RIAD-computers zijn klonen van IBM-mainframes. Er was een plan om de News-applicatie in HONE te ver-

IBM establishes IBA in 1993 in Belarus

IBA was founded in 1993 as a three-way partnership between IBM Corp. and the two leading Belarusian IT enterprises. In 1999, IBM withdrew as a part-owner of IBA, however, it remains a strategic business partner. IBA was intended to complement high skills of local professionals in software development with advanced technology and solutions provided by IBM.



IBA Headquarters in Minsk in 1993



Who We Are Now



- _1 25+ years of experience in IT
- _2 2800+ IT and business professionals
- _3 Offices in 13 countries, 11 Development Centers
- _4 Partnerships with leading IT providers
- _5 Proprietary products and solutions



Our Team



94%

university graduates
(MS & BS)

97%

professionals speak
at least one foreign language
(two FL — 20%)

Our employees come from different countries and have diverse backgrounds. We often have grey-haired gurus and young developers working on the same project.

We believe that only by combining innovation and experience we'll be able to fill the gap between the legacy of the past and innovations of the future.

Adequate Balance of Experience, Maturity, and Innovation



34% of employees came to the company within **the last three years**. Many of them are university graduates who finished IBA courses. They bring a fresh approach and innovation to every project.

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

32% of employees have worked in the company for **more than 10 years**. Most of them started their career at IBA.



Adequate Balance of Experience, Maturity, and Innovation



30% of our employees are women.

They are of different age and professions and they all share motivation and strive for perfection that is common to all IBAers.



5% of our workforce have more than 20 years of IT experience.

We are proud to work next to IT pioneers. They provide the stability and unique expertise that is hard to find elsewhere in the world.

Structure



We blend organizational patterns to better serve customers' needs



Facilities



IBA Group Campus at Belarus
High Tech Park in Minsk:

office buildings

data center

fitness center

Facilities



IBA Group Campus at Belarus High Tech Park:
office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel



Facilities



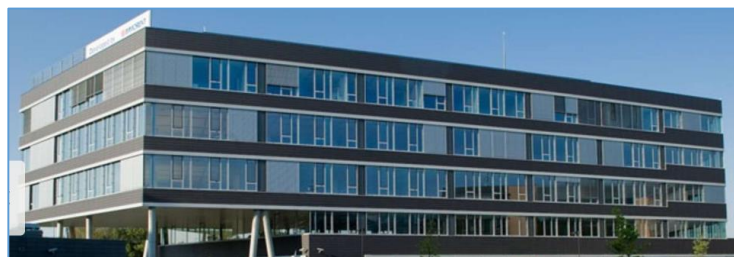
IBA Group Campus at Belarus High Tech Park:
office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel



Czech Republic — Prague, Brno, Ostrava



Facilities



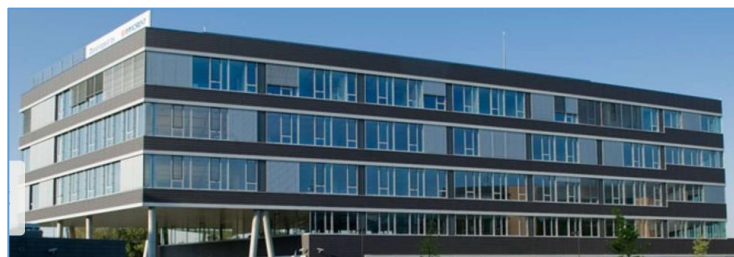
IBA Group Campus at Belarus High Tech Park:
office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel



Czech Republic — Prague, Brno, Ostrava



Slovakia — Bratislava



Bulgaria — Burgas



Kazakhstan — Nur-Sultan



Poland — Wroclaw



IBA
GROUP

Facilities



Open space



Conference hall

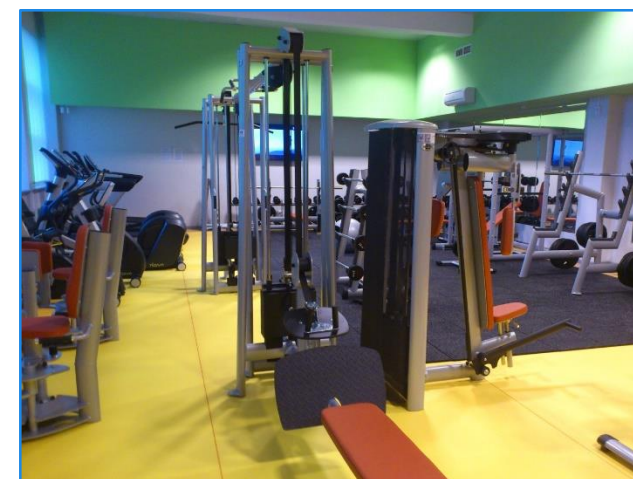
Facilities



Fitness center: Russian pyramid tournament



Fitness center: tennis tournament



Gym

Physical Security



IBA Group hosts development, testing, and production systems at IBA Data Center. It's a two-storey secured building with a total area of about 1,000 square meters. There are 64 server racks in the equipment room and 8 racks — in telecommunication rooms.



The heat generated by the data center equipment is used to heat IBA Group's Sports and Fitness Center

Physical Security

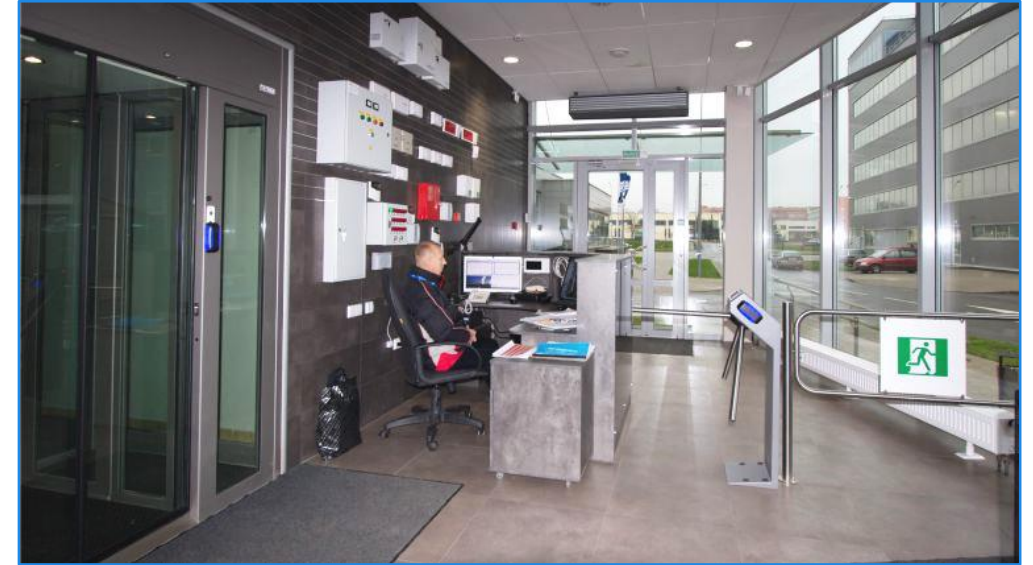
High availability: infrastructure is redundant.

Power safety: two independent power supply circuits.

Fire safety: fully automatized CO₂ control system to prevent short circuits and equipment damage.

Protected perimeter: full perimeter security with CCTV control, physical barriers, strong identity access control, and 24/7 guards monitoring.

IBA Group's buildings at Belarus High Tech Park meet IBM's physical security requirements



Cyber Security

Perimeter control with **Check Point NextGen** firewalls.

Intrusion detection and prevention Sanbox and Antibot protection.

Anti-spam and anti-malware protection.

Secured **VPNs** with customers, strong encryption and vulnerability control.

Security monitoring events by our **CyberSec team**.

Security incidents control and investigation.

Isolated disposable virtual subnetwork for every project. Designated cloud with IBA Data Center.

Compliance with **ISO 27001**.



Compliance with IBM ITCS104 and IBM ITCS300, which is identical to SOX



Quality & Compliance



CMMI® Level 4 Maturity.

DIN EN ISO 9001:2008 for research, design, development, production, integration, installation, customization, and maintenance of software and automated information systems.

ISO/IEC 27001:2013 for information security.

ISO/IEC 20000-1:2012 for support and development of software solutions.

ISO 14001:2004 for environmental management.

OHSAS 18001:2007 for occupation safety and health.

2010 EMV™, global standard for credit and debit cards based on chip card technology.



Who We Work With



IBM

 **Standard Bank**

GOODYEAR

 **Hapag-Lloyd**

FUJITSU



IBA
GROUP

Long-Established Customers



The IBM logo, consisting of the letters 'IBM' in a stylized, striped font.	1993
--	------

Long-Established Customers



IBM 1993

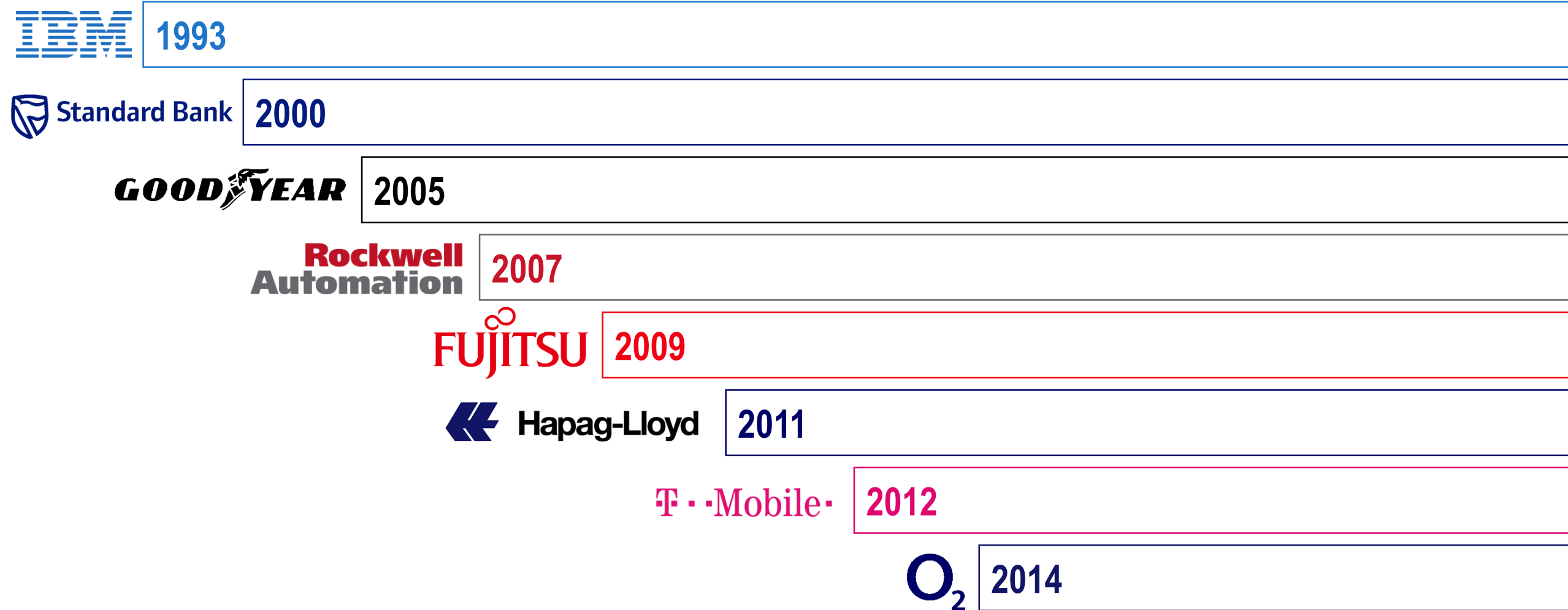
 **Standard Bank** 2000

GOODYEAR 2005

**Rockwell
Automation** 2007

FUJITSU 2009

Long-Established Customers



We Develop Software Onsite, Nearshore, and Offshore



Implemented 2 000+
projects in 5 continents
for customers from
40+ countries

Europe

Austria	Ireland
Belarus	Italy
Belgium	Latvia
Bulgaria	Luxemburg
Croatia	Netherlands
Czech Republic	Poland
Denmark	Portugal
Finland	Romania
France	Slovakia
Georgia	Slovenia
Germany	Spain
Great Britain	Sweden
Greece	Ukraine
Hungary	
Iceland	

Asia

Azerbaijan
China
India
Israel
Japan
Jordan
Kazakhstan
Kuwait
Kirgizia
Saudi Arabia
Turkey
Turkmenistan
UAE
Uzbekistan

America

Canada
Mexico
USA

Africa

Nigeria
Zimbabwe
Republic of South Africa

Australia & Oceania

Australia
New Zealand

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 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



What We Do



IBM & Mainframe

RPA / ML / AI

Business Intelligence

SAP

Cloud

Internet of Things





IBA is authorized as a Reseller, Value Added Reseller, Service Provider, Support Provider, Developer/ISV, and Accredited Business Partner

Where we can help

IBM Technologies We Work with

- Analytics

Automation

Blockchain

Cloud

Internet of Things

IT Infrastructure

Mainframe

Mobile

Security

Supply Chain
- WebSphere

InfoSphere

Watson

IBM Cloud

Red Hat

DB2

SPSS

Cognos

Hyperledger

Platinum
Business
Partner

Expert

Cloud Integration & Development

Specialist

Collaboration Solutions

Hybrid Data Management

Security Operations & Response

Authorized Channel Value Rewards

Advanced Analytics

Financial & Operational Performance Management

IBM XaaS - Entry

Authorized Systems and Storage

IBM Z

Power Systems

Storage

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 on z Systems



Platinum
Business
Partner



25+

university graduates join
our mainframe team every year

400+

mainframe professionals

IBA
GROUP

DevOps

What We Can Do for You

Consulting

End-to-End Development

How we do it

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





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

1996

partners with SAP

450+

SAP certificates

300

SAP professionals

Areas We Can Help

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



SAP® Recognized Expertise
Oil and Gas

SAP® Recognized Expertise
Travel and Transportation

SAP® Recognized Expertise
Utilities

SAP® Recognized Expertise
SAP HANA®

SAP® Recognized Expertise
SAP S/4HANA®

SAP® Recognized Expertise
Enterprise Planning

SAP® Recognized Expertise
Real Estate Management

SAP® Recognized Expertise
Data Management

SAP® Recognized Expertise
Telecommunications

RPA

120+

certified RPA and
ML specialists

4–8

weeks to integrate
a robot into your system

83%

reduction in
manual effort

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.

All figures are based on IBA Group's sample of 100 RPA projects, 2016–2020



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

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+

certified in major
BA, DWH, and EPM platforms

100+

completed projects

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.



10+

years in IoT-related areas

10+

major projects completed

Our Solutions



Digital Twins

r-Tube



IBA
GROUP

We Develop Our Own Solutions



_1 Products

_2 Hardware & Software Solutions

_3 Research & Development



Development of Proprietary Products



Goods Checker is an AI-ecosystem for automating merchandising processes: developing the display of goods and routes, analyzing SKUs on store shelves, comparing the actual display against planograms.

<https://goodschecker.com/>



>93%

recognition accuracy

tapXphone

tapXphone is an app that turns your NFC smartphone into a 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.

<http://tapxphone.com/>

VISA



G Pay

Apple Pay

SAMSUNG pay

Development of Proprietary Products



IBA Cloud Platform (ICDC) is a cloud-based software development solution with built-in version control, task management, code review, CI/CD tools.

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

<https://icdc.io/>

7040

vCPU



EasyRPA is an implementation-first Robotic Process Automation platform, designed for the development, deployment, running, and monitoring of modern software 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. There is no visual editor with flowcharts in EasyRPA, thus, there is no limitations in development and modification of software robots.

<https://easyrpa.eu/>

<5

automated processes
with no license fee

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.

6200+

units of transport in Belarus



The winner of European
IT & Software Excellence
Awards 2015

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



The finalist of 2015
European Outsourcing
Association Awards

IBA
GROUP

Development of Hardware and Software Solutions



t-rail is a monitoring system that provides 24/7 remote monitoring of the temperature of continuous welded rails and notifies users when critical conditions occur.



Temperature sensor



Base station



Weather station

r-tube is an IoT solution for continuous condition monitoring of the insulating layer of heat network pipelines. This will improve the structure of operation of heating networks.



Pipeline monitoring today

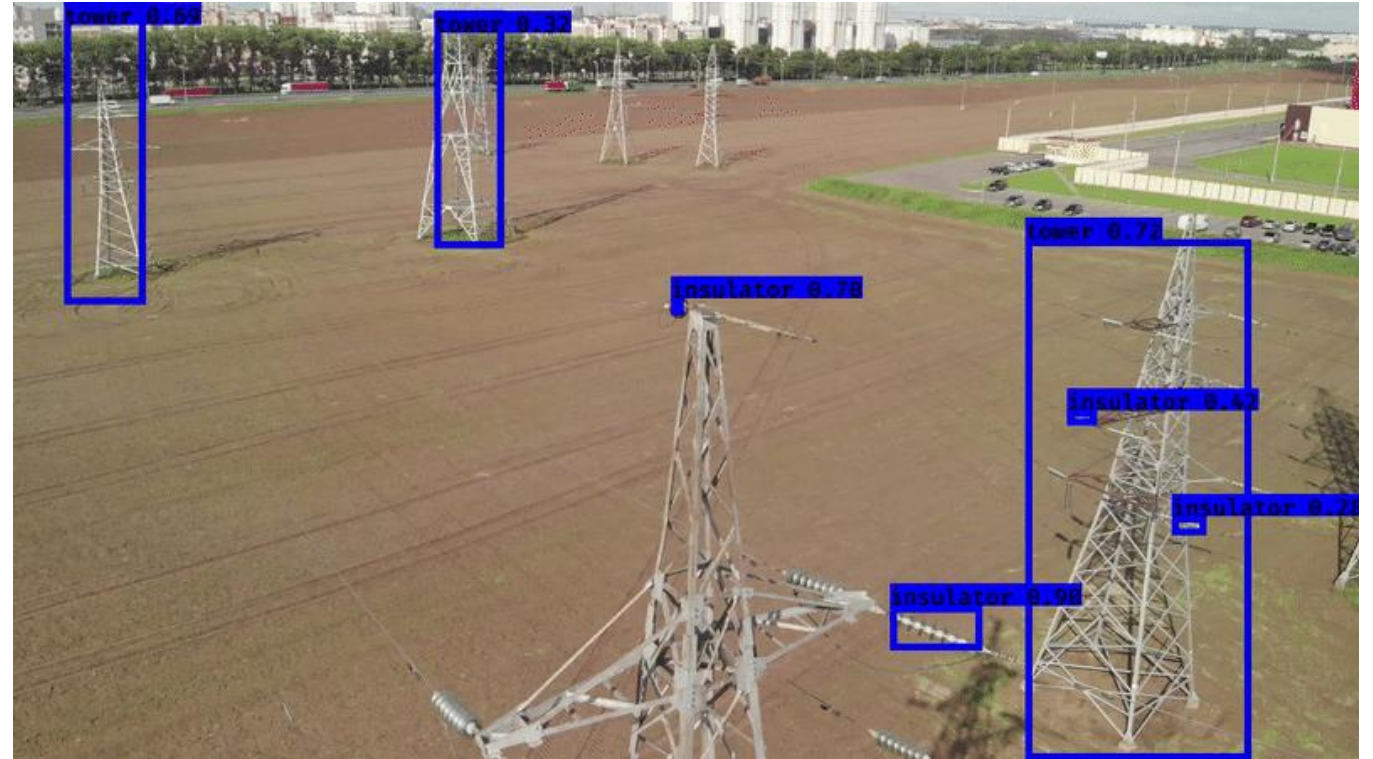
We invest in Research & Development



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

Machine learning to measure body temperature. The hardware and software system automatically determines the temperature of people, checks for masks, detects forgotten things.

Computer vision to identify cafe visitors and determine their emotions. The solution assists in speeding up the service and assessing its quality.



Vise computer vision identifies defects on power lines

We invest in Research & Development



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

Voice Assistant for car inspector

improves the quality of inspections, reduces their duration and improves the working conditions of a specialist at a maintenance depot. Now the car inspector "articulates" information which is converted into text and automatically entered into the "trouble report log".



Railway terminal digital twin

Key Partners



Platinum
Business
Partner



SAP® Qualified
Partner-Packaged Solution



Partner



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 2021, 2020, 2018–2013, 2011, 2010, 2008, 2006



SOFTWARE 500

Software 500 is the ranking of the world's software developers by Software Magazine, one of the most authoritative publications in the global IT industry. Top 500 in 2017–2010, 2008



EUROPEAN IT & SOFTWARE EXCELLENCE AWARDS

European IT & Software Excellence Awards reward excellence in software development among European IT and telecommunication solution providers. Top in 2021-2017, 2015-2014, 2012-2011.



#1 IT EUROPA'S AWARD

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



IBA
GROUP

Lets' talk



IBA Group
info@ibagroup.eu
+375 17 269 77 99
www.ibagroupit.com

