

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.





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Our Company Today



- _1 29 years in IT business
- _2 2700+ IT professionals
- _3 Offices in 14 countries, 12 development centers
- _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 in 8 Countries



Czech Republic
Prague



Bulgaria
Burgas



Slovakia
Bratislava



Lithuania
Vilnius



Poland
Wroclaw



Georgia
Tbilisi



Belarus
Minsk



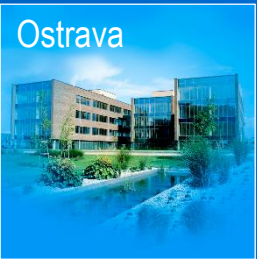
Kazakhstan
Nur-Sultan



Brno



Ostrava



Gomel



For 29 years, distributed product development teams have been successfully working on international projects



2,000+ Projects Completed for Customers from 40+ Countries

Europe

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

Latvia
Luxembourg
Netherlands
Poland
Portugal
Russia
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



DIN EN ISO 9001:2015 for research, design, development, production, integration, installation, customization, and maintenance of software and automated information systems.
ISO/IEC 27001:2016 for information security.



Long-Established Customers



1993

IBM

2000

Standard Bank

2005

GOODYEAR

2007

**Rockwell
Automation**

2009

FUJITSU

2011

Hapag-Lloyd

2012

T-Mobile

2014

O₂



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

IBM

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

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

Gold
Business
Partner



Authorized Systems and
Storage
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

Gold
Business
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 S/4HANA
- Enterprise Performance
- Customer Experience
- Human Capital
- Master Data

What We Can Do

- S/4HANA migration & assessment
- 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

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.



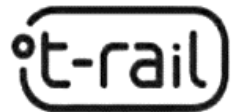
10+

years in IoT-related areas

10+

major projects completed

Our Solutions



Digital Twins

r-Tube

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%**

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



Source: customer case

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 In Belarus

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

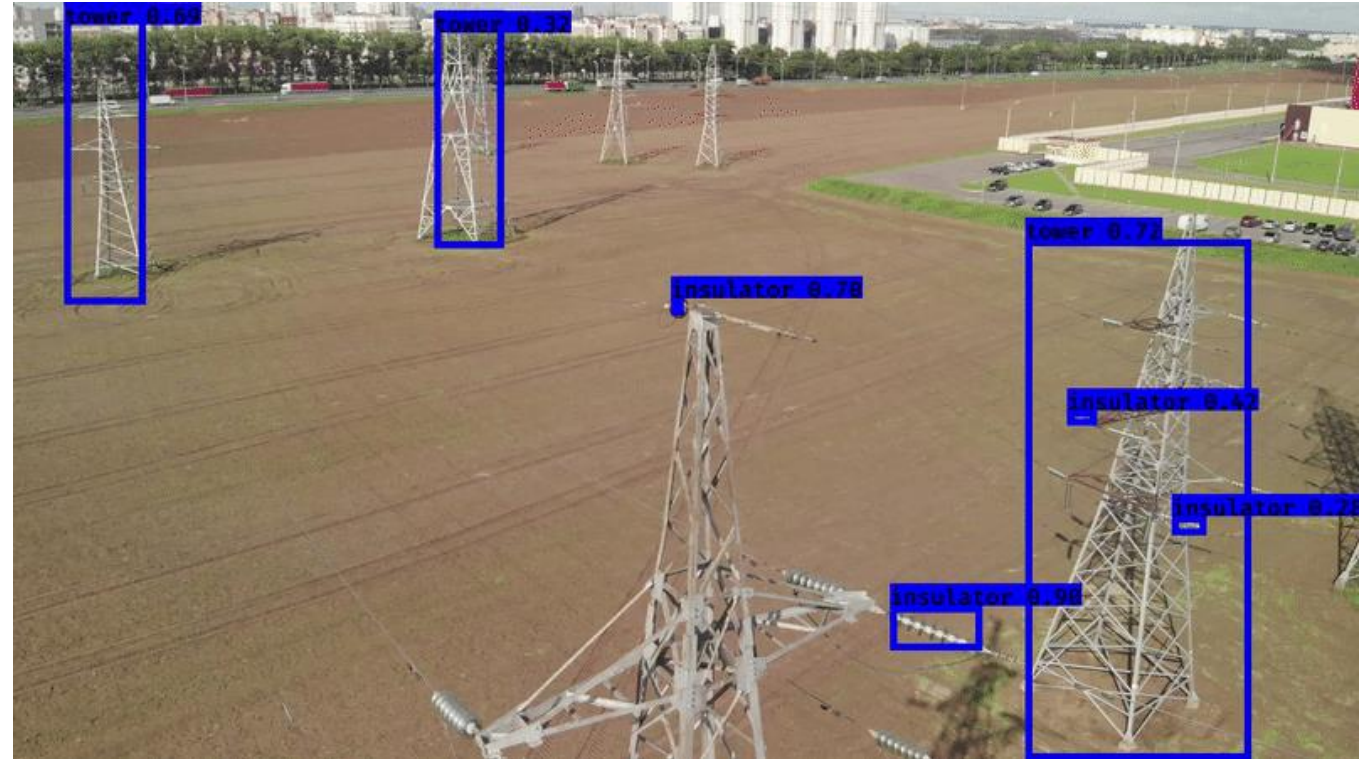


Computer vision helps to find defects in overhead power lines using computer vision and drones.

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



Gold
Business
Partner





**Gold
Partner**

TM



Microsoft
Gold Partner



Red Hat

Advanced

Business Partner
Solution provider

Container platform specialist



Compuware.



+ a b l e a u



**AUTOMATION[®]
ANYWHERE** +



WorkFusion



UiPath[™] Partner
SILVER

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.



GLOBAL SERVICES 100

Global services 100 is a ranking of service companies selected for their performance and leadership, customer quality and maturity, range and global presence of services. Top 100 in 2013–2010, 2007, 2006.



#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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