1. Company Overview

Regional Presence with Global Strength
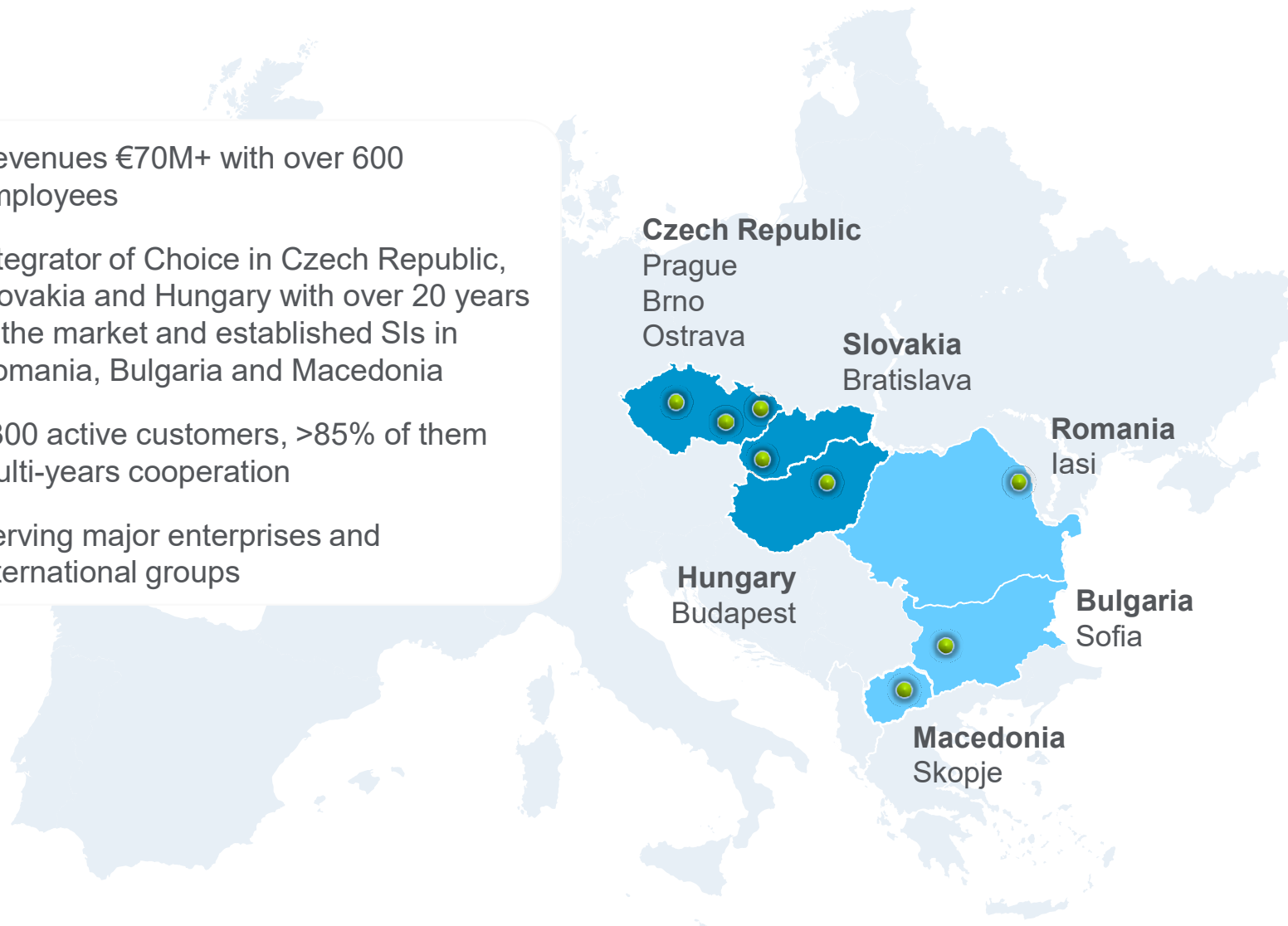
- Revenues €70M+ with over 600 employees

- Integrator of Choice in Czech Republic, Slovakia and Hungary with over 20 years in the market and established SIs in Romania, Bulgaria and Macedonia

- ~300 active customers, >85% of them multi-years cooperation

- Serving major enterprises and international groups

Czech Republic
Prague
Brno
Ostrava

Slovakia
Bratislava

Romania
Iasi

Hungary
Budapest

Bulgaria
Sofia

Macedonia
Skopje

Deep Domain Expertise Across Industry Verticals

Public Sector

Integration of advanced e-Government solutions, trusted partner with "gets things done" reputation.

- **Core national data registers**
  - Cadastre
  - Register of addresses and Real Estate
- **eHealth solutions**
  - National cloud-based solutions
  - Medical registers
  - Integrated portal interface and application layer
  - Integrated Hospital Information Systems
  - Security architecture integration
- **Data collection, reporting and metadata processing systems**
- **Portal solutions, graphical information systems**

Utilities&Manufacturing

20 years of experience, leading market position, innovative approach and recent technologies

Proven IT outsourcing partner.

Unique SAP ISU competence on the market

- ERP implementations and upgrades - SAP (including S4 HANA) and Oracle
- Nuclear power plant decommissioning system
- SMART solutions including:
  - Energy trading
  - Balance & billing systems
  - Energy production optimization
  - Remote Meter Systems - risk and load management for grid systems

Financial Services

Trusted partner of large financial institutions, history of long, successful relationships.

Consulting partner focusing on profit driven transformation and application of innovative technology

- Customer-centric core banking transformation
- Centralized pricing
- DWH, Business intelligence and big data capabilities
- Outsourcing for financial institutions
- Expertise in SAP architecture design, CRM, core banking systems
- Portal, care and digital commerce solutions
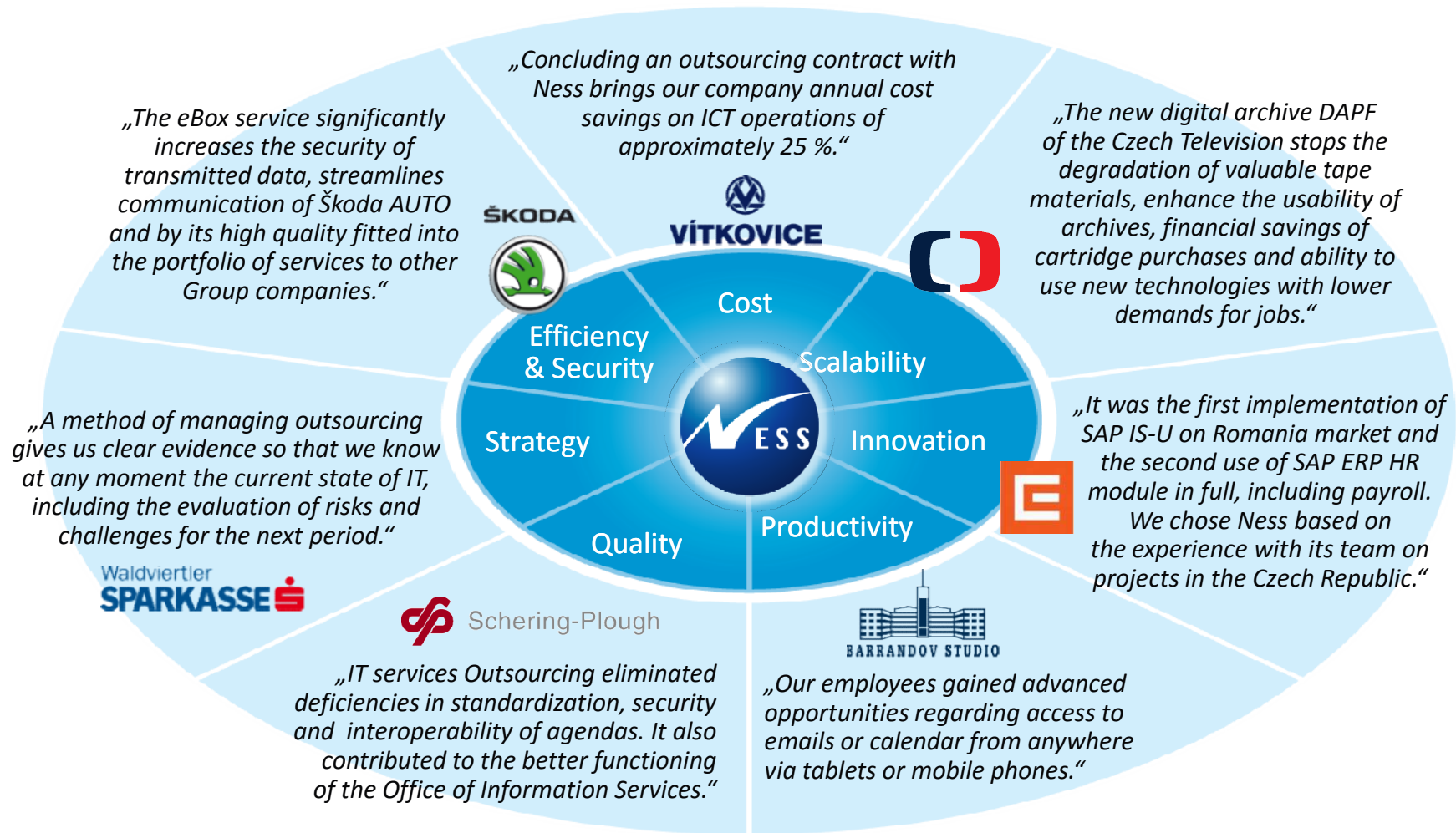
Telecommunication

More than 15 years experience.

Established position on the market, present at major telco operators.

End-to-end services including large integrations, custom development, maintenance and IT services outsourcing

- Areas of expertise –
  - Modernization of Billing systems
  - Innovative integrated product combining portals, ecommerce, care and CRM
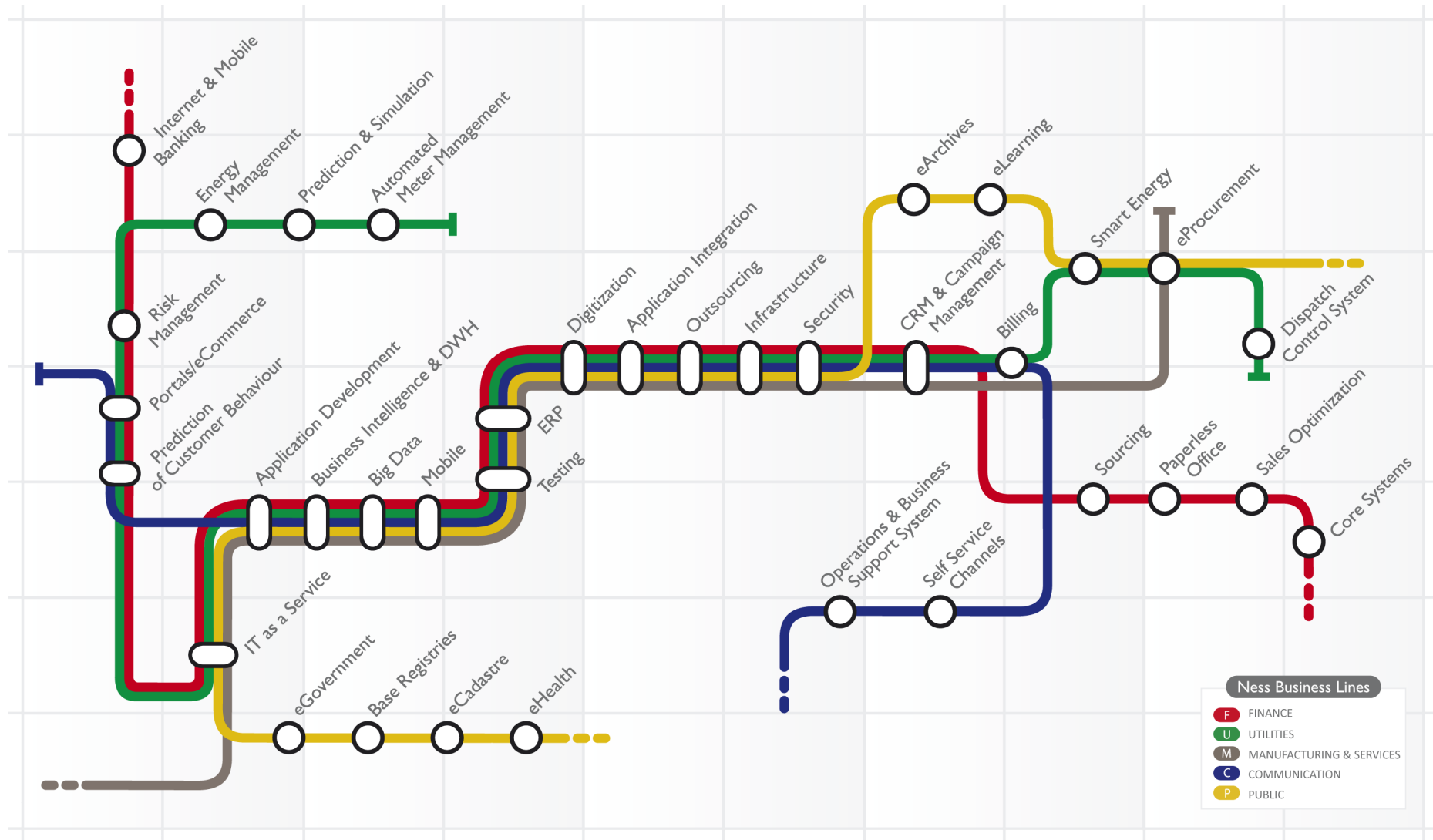 - ERP implementations

"The eBox service significantly increases the security of transmitted data, streamlines communication of Škoda AUTO and by its high quality fitted into the portfolio of services to other Group companies."

"Concluding an outsourcing contract with Ness brings our company annual cost savings on ICT operations of approximately 25 %."

"The new digital archive DAPF of the Czech Television stops the degradation of valuable tape materials, enhance the usability of archives, financial savings of cartridge purchases and ability to use new technologies with lower demands for jobs."

"A method of managing outsourcing gives us clear evidence so that we know at any moment the current state of IT, including the evaluation of risks and challenges for the next period."

"It was the first implementation of SAP IS-U on Romania market and the second use of SAP ERP HR module in full, including payroll. We chose Ness based on the experience with its team on projects in the Czech Republic."

"IT services Outsourcing eliminated deficiencies in standardization, security and interoperability of agendas. It also contributed to the better functioning of the Office of Information Services."

"Our employees gained advanced opportunities regarding access to emails or calendar from anywhere via tablets or mobile phones."

Cost
Efficiency & Security
Scalability
Strategy
Innovation
Quality
Productivity

BusiNess ROAD MAP for easier journey

Ness Business Lines

- **F** FINANCE
- **U** UTILITIES
- **M** MANUFACTURING & SERVICES
- **C** COMMUNICATION
- **P** PUBLIC

Utilities & Manufacturing – Main Competencies

Solutions for Coverage of Basic Company Processes

ERP implementation and support

Relevant for any company that requires
1. *Complex ERP solution covering all main company processes in one fully integrated system*
2. *Support/Outsourcing and development of existing ERP*

– Technologies: SAP, Oracle

– References: ČEZ, ČEPS, NKZI, Carrier, DAIKIN, …

Enterprise asset management

Relevant for any company looking for robust asset management solution meeting the following needs:
1. *Asset planning, acquisition and putting into operation*
2. *Operative and predictive maintenance of asset*
3. *Real estate lifecycle management*

– Technologies: SAP, Oracle, Maximo, Passport

– References: ČEZ, VEOLIA, GE Aviation, TATRA, …

Billing and customer care

Relevant for any utilities customer looking for advanced solution constantly building its competitive advantage through
1. *Dynamic billing (also in fully unbundled environment)*
2. *Multi-commodity approach to customers*
3. *Energy data management for the biggest customers*
4. *Electronic data Exchange on energy market*
5. *Efficient and flexible communication to customers*

– Technologies: SAP IS-U/CRM

– References: ČEZ, PRE, RWE, SSE, E.ON, …

Nuclear waste disposal

The unique solution covering all special processes relevant for companies focused on
1. *Radioactive waste disposal*
2. *Liquidation of nuclear power plants*

– Technologies: SAP + special add-ons

– References: JAVYS (SK)

Utilities – Main Competencies

Specialized Solutions for Utilities

- **SMART energy/grid**

  This unique stream focused mainly on distribution utilities companies covers at least the following areas:
  1. *Local management, balancing and optimizing of distribution grid*
  2. *Management of the region in „island" mode*
  3. *Collection and processing of measurements*
  4. *Simulations, predictions and analysis of behavior in distribution network*

  – Technologies: Powel, ZPA, Corinex, MicroftMind

  – References: ČEZ, E.ON

- **Energy optimization**

  Relevant for any company producing electricity and heat with ambition to
  1. *Maximize produced energy for given resources and/or*
  2. *Minimize necessary resources for given amount of produced energy required*

  – Technologies: ProCom

  – References: ČEZ, VEOLIA

- **Trading and risk management**

  This product portfolio relevant for electricity traders and distribution companies enables very efficient and automated communication between the supply and consumption entities and helps to:
  1. *Trade on energy markets in real time*
  2. *Increase revenues by appropriate risk evaluation*
  3. *Increase security of their business*

  – Technologies: Powel, BRADY PLC

  – References: VEOLIA, LUMIUS, TB, PlTep, PRE, …

- **Dispatching control system**

  The solution from SCADA world for distribution utilities companies with the following benefits:
  1. *Information about events from the whole distribution network is accessible at each locality at the same time*
  2. *Navigation of dispatchers to the specific place of alert*
  3. *Integration to systems like GIS, ERP, CRM, call-center, etc.*

  – Technologies: ELEKTROSYSTEM

  – References: ČEZ

Thank you for your attention