



SOITRON*GROUP

ANNUAL REPORT

2021



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01 WHO WE ARE





FACTS & FIGURES



98

TOTAL SALES REVENUE
OF SOITRON GROUP
(in million EUR)



743

NUMBER
OF EMPLOYEES



7

COUNTRIES: Slovakia, Czech
Republic, Romania, Turkey,
Bulgaria, United Kingdom,
Poland



1991

COMPANY
FOUNDATION



ABOUT US



We are a group of experienced IT professionals passionate about what we do.

Soitron Group, represented by nine well-established companies, has been providing its customers with professional IT products and services since 1991.

We work diligently and consistently for the benefit of our clients, growing together as we expand into international markets.

OUR EXPERTISE

- International system integration
- IT outsourcing
- Cybersecurity





SOITRON GROUP SUBSIDIARIES



SOITRON

Czechoslovakia (Czech Republic & Slovakia)

The two Soitron branches – Soitron, Slovakia and Soitron, Czech Republic merged together in 2018. In both markets the company now operates as Soitron, Czechoslovakia. Soitron, Czechoslovakia is a system integrator specializing in Robotisation and Process Automation, Internet of Things (IoT), IT Security, IT infrastructure, Communication and Cloud Solutions, IT Services and Outsourcing, Applications, IT Advisory and IT Digitalization. In 2021 Soitron generated a revenue of EUR 45 million and employed more than 280 people.

DATANET SYSTEMS

Romania

Datanet Systems is one of the leading system integrators of IP communication and data centre infrastructure as well as a Romanian market leader in routing and switching, Unified Communications, videoconferencing and IT security. Datanet Systems is the leading Cisco Gold partner in Romania. With over 70 employees, the company generated a revenue of EUR 26 million in 2021.

SEKOM

Turkey

Through a series of changes since its establishment in 1992, Sekom has evolved to become a Business Solution Integrator. With a clear vision to support customers in achieving their business goals through effective IT solutions, Sekom is dedicated to creating value for its customers by providing in-depth expertise, advanced services and software development. With its subsidiaries in Turkey, Sekom employed almost 120 people and generated a revenue of EUR 16.5 million in 2021.

2RING

Slovakia, USA

2Ring has specialized in flexible software solutions for Contact Centres and Unified Communications since 2001. Its EMEAR headquarters are situated in Bratislava, Slovakia. The North American office, serving customers from North and South America and the APAC region, is in Sacramento, California. It has 20 employees and generated a revenue of nearly EUR 4 million in 2021.

MILLENNIUM

Slovakia, Czech Republic

Millennium is an IT leader in Microsoft technology in the Czech Republic and Slovakia. It delivers and administers portal and CRM solutions, Business Intelligence. It has more than 20 employees and in 2021 it generated a revenue of EUR 1.6 million. The company was established in 1998.

SOITRON

Bulgaria

Soitron, Bulgaria supports projects and infrastructure of our clients in the EMEA region by delivering ITO/BPO outsourcing and managed services from Bulgaria as a nearshore location. Its managed delivery services create added value and promote innovation as compared to traditional outsourced IT operations. The company was established in 2013. Today it employs more than 200 people and last year it generated a revenue of EUR 5.4 million.



SOITRON GROUP SUBSIDIARIES

SOITRON

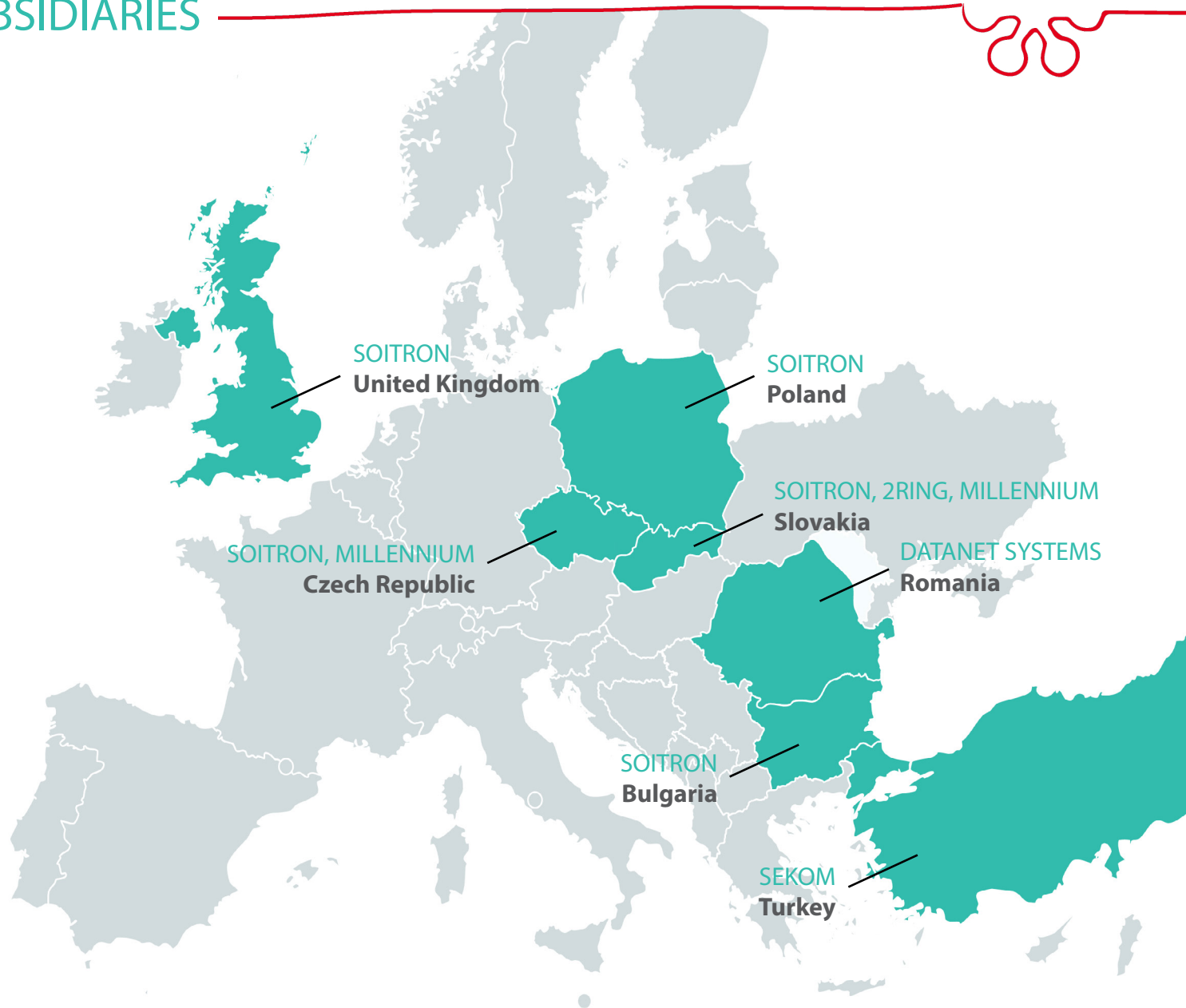
United Kingdom

Soitron, UK delivers nearshore IT managed services from centres throughout Europe supporting global clients. Its comprehensive range of services and solutions cover Managed Network Services, Platform Support Services, Managed Desktop Services, Project Management Services, Managed Service Desk, Managed BPO and Staff Augmentation. The company was established in 2014. In 2021 it generated a revenue of nearly EUR 0.8 million.

SOITRON

Poland

Soitron, Poland is an international IT service provider. It delivers IT outsourcing and managed services as Soitron's unique nearshore delivery model. Its wide range of IT solutions covers IT service management, staff augmentation, cloud solutions, voice biometrics, software process automation and mobile system technology. The company was established in 2017. In 2021 it generated a revenue of EUR 0.7 million.





KEY PEOPLE



ONDREJ SMOLÁR

- Chairman of the Board (Soitron Group)



MARIÁN SKÁKALA

- Deputy Chairman of the Board (Soitron Group)
- Executive Director (Soitron, Czechoslovakia)



TOMÁŠ TURKOVIČ

- Member of the Board (Soitron Group)
- Outsourcing Director (Soitron, Slovakia)
- Executive Director (Soitron, Bulgaria)



MARTIN LOHNERT

- Member of the Board (Soitron Group)



ZOLTÁN VAŠŠ

- Financial Director (Soitron Group)





KEY PEOPLE



DRAGOS STROESCU

- Executive Director (Datanet Group, Romania)



SAMI EZBERCI

- Executive Director (Sekom Group, Turkey)



MIROSLAV MORÁVEK

- Executive Director (2Ring, Slovakia and USA)



MIROSLAV KREMPASKÝ

- Executive Director (Millennium, Slovakia and Czech Republic)



BARTOSZ SKALSKI

- Executive Director (Soitron, Poland)



RÓBERT BARBUŠ

- Executive Director (Soitron, United Kingdom)



HISTORY OF THE COMPANY



TODAY

SOITRON GROUP currently operates on the European market as one of the largest information communication integrators and IT service providers with nearly 750 employees. The philosophy to progress continuously, has made Soitron Group a leader in introducing unique technologies and innovative solutions. The company generated a revenue of more than EUR 98 million in 2021.



2020 ~ 2021

There were major investments into IT and OT cybersecurity solutions. Building on a strong footprint, we have expanded our portfolio, vendors, expertise, certifications, and customer projects. The team operates in Slovakia, the Czech Republic, Romania, and Turkey, and it has a presence in Poland and Bulgaria.



2017 ~ 2019

In 2017, Soitron Group expanded to Poland by setting up **SOITRON POLAND**. At the same time, Soitron strengthened its position in the application business by acquiring a majority stake in **MILLENNIUM**.

In 2018, the two Soitron branches **SOITRON SLOVAKIA** and **SOITRON CZECH REPUBLIC** merged together. In both markets the company now operates as **SOITRON CZECHOSLOVAKIA**.



HISTORY OF THE COMPANY



2013 ~ 2016

With HP opening a new outsourcing project in Bulgaria, Soitron Group expanded to the Bulgarian market, thus establishing **SOITRON BULGARIA** in the first half of 2013.

In 2014, Soitron Group entered the UK market as well by establishing **SOITRON UNITED KINGDOM**, its 100 % owned subsidiary based in London.

In 2015 SEKOM TURKEY established a new software house **SEKOM YAZILIM**.



2005 ~ 2012

In 2005, Soitron acquired Soitsa shares, thereby establishing itself as a leading IT service provider. A long-term expansion strategy of operation outside the Slovak market was defined. **SOITRON CZECH REPUBLIC** branch was founded in 2005 and later expanded by acquiring two companies – Caiacom in 2008 and Clarionet in 2009.

In 2009, the biggest Cisco partner in Romania, **DATANET SYSTEMS**, merged with Soitron Group when Soitron Slovakia purchased 51 % of its shares.

In 2012, the biggest acquisition to date was made, with Turkish **SEKOM** becoming a part of Soitron Group.



1991 ~ 2004

SOITRON's story started in Slovakia in 1991 when a small company **TRONET** was founded to provide clients with expertise in the emerging world of networking technologies. Over the next 10 years the company grew in size, expanding the number of its customers and employees as well as the depth and breadth of its knowledge.

In 2003, a joint venture between Tronet and Soitsa SA – a Spanish selective outsourcing specialist, was formed to build a large delivery centre for HP in Slovakia under the new name **SOITRON**.



CODE OF ETHIC



INTERNAL RELATIONSHIPS

We all have the right to fair and courteous treatment by our superiors and colleagues. We respect the private lives of our peers and treat everyone with respect regardless of their race, color, nationality, origin, gender, sexual identity, religion or worldview, political opinion, age, physical constitution, or appearance.

Cooperation is the key to success and that is why we require and actively support it.

We have zero tolerance to bullying in any shape or form. We consider bullying to be any unjustified and malicious burdening, imposition of impediments, harassment, humiliation, or abuse of an individual by another person or a group which may take the form of physical or psychological abuse.

Other forms of bullying include:

Harassment is any form of unwanted oral or non-oral expression of a sexual nature, the intention or effect of which is to undermine the dignity of the person and/or to create an intimidating, hostile, degrading, or offensive environment.

CUSTOMER-SUPPLIER RELATIONSHIPS

When choosing our suppliers, we apply a transparent selection process seeking nothing other than profitable business from cooperation. Our fairness to suppliers applies to both how we select them and how we work with them. We believe that respecting due dates on invoices is an essential part of a fair partnership.

We are aware of corruption being an important issue and a danger to society, and that is why we have a long-term goal to support any legislative activities aimed at preventing, detecting, and penalizing such behavior.

ENVIRONMENT

We realize how urgent it is to behave responsibly toward our surroundings and the environment. Our goal is to enable people to act responsibly at work during their working hours and to inspire them to be more responsible and environmentally conscious in their everyday lives. That is why our activities focus on environmental action as well as on raising awareness of responsible behavior more generally.



02

ECONOMIC ACTIVITY





REPORT ON ECONOMIC ACTIVITY



SOITRON GROUP

The influence of the global pandemic continued in 2021, with some unexpected effects, manifested mainly by supply chain disruptions. This resulted in extremely long delivery times of hardware and technologies, which naturally affected the speed of delivery of customers' projects. We experienced these challenges in all countries where the Soitron Group operates – but especially in Turkey, the Czech Republic, and Slovakia.

Another phenomenon that strongly affected our business in the Czech Republic and Slovakia was the unexpected stagnation of the government segment. Even though strong measures were introduced within the EU, their implementation in the Slovak and Czech environment has been taking longer than expected. There were tangible actions to help the labour market, but technology and digitalization activities that are part of the Recovery Plan for Europe have not been implemented yet. This has adversely affected our performance, especially in the Czech Republic, and Slovakia, where we achieved below-average business results. On the other hand, Bulgaria and Romania performed very

well. One of the reasons for this was that the first wave of government digitalization in Romania is starting now; therefore, the positive results in the enterprise segment were topped up by government projects where we were previously not such a strong player.

Investments in our cybersecurity competences continued within the Soitron Group and have started to bear fruit. One example is a large government project in Romania. We still have a long way to go, but we are heading in the right direction. Global vendor partnerships, such as the one with Palo Alto Networks, are also helping us succeed. Also, further cooperation within our security operations centre has continued. We introduced the VOID SOC service in Turkey and joined forces in our operations.

As for outsourcing operations, we are happy to state that our Polish branch achieved break-even result and that the outlook is very positive. We are also redefining our managed services and IT outsourcing portfolio.

We were successful in winning a project for the Police of the Czech Republic, where, in cooperation with a partner, we delivered a state-of-the-art solution, based on MOSY platform, with a strong potential for future development.

In RPA business, we succeeded with a project for Clarios and we are automating processes in major international shared delivery centre. This is being delivered from Slovakia.

On the other hand, we experienced a stagnation in voice and video projects across the group. Business video have become a commodity. Of course, contact centre and customer experience projects continue to be important part of customer experience journey, but the overall communication market has commoditized. This trend was accelerated by the pandemic and changes in the way people work. That is why we refocused focus on customer experience and cloud contact centre solutions, in turn strengthening our competence by becoming a NICE partner for cloud-based contact centres. Of course, we kept our on-prem competence, which is powered by Cisco and Avaya technologies.



REPORT ON ECONOMIC ACTIVITY



SOITRON (CZECHOSLOVAKIA)

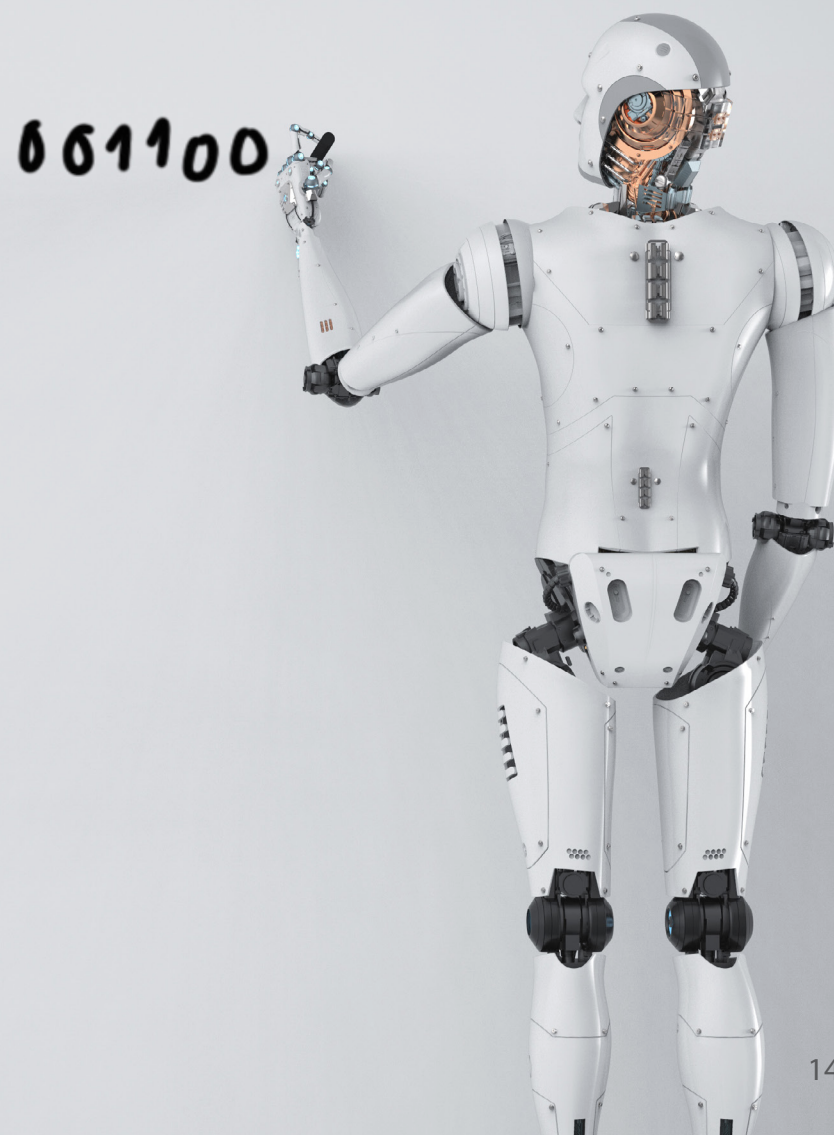
Even though no large projects were implemented in 2021, we closed the year in Slovakia with positive results thanks to several small and medium-sized projects; however, the lack of larger and government projects was significant. This was partially due to the fact that projects were completed and new ones have been postponed.

On the other hand, our strategy to enter market of larger enterprises and public businesses in the Czech Republic is starting to pay off; this was proved by technologically advanced project for the Státní pokladna Centrum sdílených služeb CZ (the Treasury Centre of Shared Services) and by a project for the Police of the Czech Republic. In the enterprise segment, we successfully delivered a new contact centre for Kooperativa (Vienna Insurance Group).

We have also redefined our focus in the IoT division, where our focus was manufacturing segment.

In terms of organizational changes, Marian Skakala became the CEO of Soitron Czechoslovakia, leaving the responsibility for

Soitron Group operations and projects to Ondrej Smolar, the former CEO of Soitron in the region.





DATANET SYSTEMS (ROMANIA)

Datanet Systems SRL achieved a turnover of €26.5 million in 2021, which is higher than the previous year.

In 2021, the company continued to deliver new technology projects such as data network and data centre systems, cybersecurity, software-defined IT infrastructure, remote work, and collaboration.

Established in 2017 and specializing in custom-made software, Datanet Systems Software SRL has a team of over sixty specialists. They reported higher revenues and profit in 2021.

In September 2021, Datanet Systems acquired 51 % of the share capital of the Cluj-Napoca-based Red Dot SRL. Following this acquisition, the company changed its name to Datanet Systems Cluj SRL. Through this transaction, Datanet Systems aims to further develop its operations in Transylvania and provide more efficient services to customers in the region as well as for all lines of business. Founded in 2005, Datanet Systems Cluj provides integrated IT&C solutions for cabling systems, communications networks, audio/video systems, security systems, and smart-home and smart-building solutions.

SEKOM (TURKEY)

It is safe to say that 2021 presented a year of economic highs and lows for Turkey. Record-breaking exports and stock market figures were countered by the dual challenges of biting inflation and a currency crisis. Turkey experienced an accelerating economic recovery in 2021 amidst the global pandemic as well as rising macro-financial volatility and resulting impacts on households.

With the generous contributions of our employees and management team, alongside the experience we have acquired and the habits we built during the pandemic, our year-end projections showed that business targets would be exceeded in the period up to the third quarter of the year. It has been most unfortunate that the effects of the global chip crisis, which has continued to worsen, resulted in delays in contracted deliveries and consequently hit the projected business results. Despite the persistent risks and challenges prevailing throughout the year, we stayed above the baseline and built a strong backlog for 2022.





REPORT ON ECONOMIC ACTIVITY



Sekom Yazılım A.Ş., which has been continuing its R&D activities and services in the field of software since 2015 as a subsidiary of Sekom Group Company, merged with Sekom and the Devops & SW Support Teams were distributed across Sekom business units. As a result of this merger, the existing customers of both companies will have higher opportunities in terms of expanded solution portfolios, richer professional services, and service diversity.

Two company-wide projects were begun. One of them aims to improve financial affairs processes in the areas of stock, receivables/ payments, and financial reporting, whereas the other seeks to obtain full visibility through digital media platforms and our customer experience activities.

Sekom ranked 66th (overall standing), 17th (integrator), 2nd (in virtualization software), 4th (in Telco hardware), 7th (in network hardware and software), and 7th (in voice & video) in the IT 500 survey, which is perceived as the most important assessment of the sector in Turkey.

2RING (SLOVAKIA, USA)

In 2021, 2Ring experienced 20 % revenue growth in the North American market and 76 % revenue growth in APAC. One large contact centre integration project in Mexico drove significant growth in the LATAM region as well.

For 2022, it is expected that almost all new customers will convert to the 2Ring subscription option instead of purchasing 2Ring perpetual licences. Businesses that decide to remain on one of the on-premises contact centre platforms are expected to select self-hosted subscriptions from 2Ring. Businesses that utilize cloud-based contact centres – such as the Cisco Webex Contact Centre, Five9, and Genesys Cloud – will subscribe to the 2Ring Cloud subscription. 2Ring expect to move existing customers moving from annual support renewals to any of these subscriptions in 2022.

MILLENNIUM (SLOVAKIA, CZECH REPUBLIC)

Millennium has been part of the Soitron Group for nearly five years, which has allowed it to get new business opportunities in the local and international markets.

As a strong and strategic partner of major banking institutions, Millennium continued in 2021 with the digital transformation of ČSOB bank. In the context of the pandemic, the company promptly responded to the bank's needs by extending its CRM solution to include the scheduling and execution of online meetings with clients. Millennium also re-established its cooperation with Slovenská sporiteľňa, which is the largest commercial bank in Slovakia. It also helped Austria's Erste Group Bank improve its lending processes by implementing a cloud-based CRM solution.

The company maintained its majority share in the financial segment of up to 60.7 % of total turnover.



REPORT ON ECONOMIC ACTIVITY



SOITRON (BULGARIA)

Soitron Bulgaria had yet another consecutive successful year, where set business objectives were achieved and exceeded, with a YoY Revenue growth of 132 %. We managed to expand our services and increase business with newly won opportunities with our major customers. 2021 came out as the proof of how Soitron Bulgaria managed to adapt and establish a strategic frame of operations due to pandemic crisis. It turned out to be well designed, properly implemented and proved to deliver results.

In the midst of such a turbulent time, a major recognition was received on behalf of Soitron Group from the Global Project Management community – Soitron Bulgaria was awarded the best Project Management office by the Bulgarian chapter of PMI. That formal recognition established Soitron Bulgaria as a leading, most sustainable and reliable provider of Project management services in Eastern and Central Europe, enhancing our current and future business partnerships in the region.

SOITRON (UNITED KINGDOM)

With the world still recovering from the effects of the global pandemic, and with multiple large projects still underway, Soitron UK continued in 2021 with its proven core strategy from previous years and set time aside to build an eco-chain of partners to work closely with.

In partnering with iWizards, who expertise in AI, and Plutomen, a AR firm based in India, Soitron furthered the capabilities of its UK centre as well as its global reach. With these externally built partnerships and relationships, Soitron UK has strengthened its already stable position in the IT market and will undoubtedly reap the rewards of this in the years to come.

SOITRON (POLAND)

Soitron Poland achieved very positive results in financial terms as well as in terms of new customer acquisitions in 2021.

The two major global growth accelerators – digital transformation and post-pandemic remote work landscape – contributed to the company's growth on the local market.

Western European companies and global corporations increasingly outsource their operations to nearshore locations, with Poland continuing to be one of their major destinations in Central & Eastern Europe. This has had a very positive impact on Soitron Poland's results.

Revenues grew nearly 50 % year-on-year. The customer base expanded with some new important companies and projects, including a cloud migration project for the Gotec Group, local cooperation with Hewlett Packard Enterprise for their GBS centre in Wroclaw, and extended cooperation with DXC Technology to become one of their locally approved suppliers.

From the delivery footprint perspective, Soitron Poland contributed soundly towards further expanding software engineering work at the Soitron outsourcing group level by providing services in both T&M and End-To-End delivery models.



REPORT ON ECONOMIC ACTIVITY





FINANCE OF SOITRON GROUP

Selected Indicators: SOITRON GROUP

Soitron Group achieved following results in the selected indicators (in million EUR):

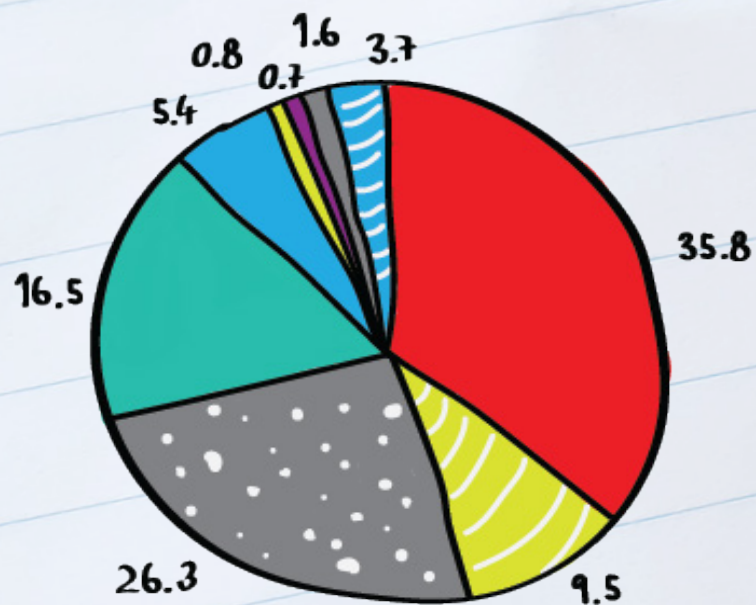
Type	2020	2021
Equity	23.4	25.0
Revenue from Sales of Goods	48.5	34.6
Revenue from Sales of Own Products and Services	77.5	63.6
Total Sales Revenue	126.0	98.2
Operating Profit (Loss)	10.4	6.4
Profit before Tax	8.9	5.7
Number of Employees	722	743
ROE (Return on Equity)	30.8 %	19.3 %
Return on Sales	8.3 %	6.5 %
Gross Profit	44.8 %	44.8 %



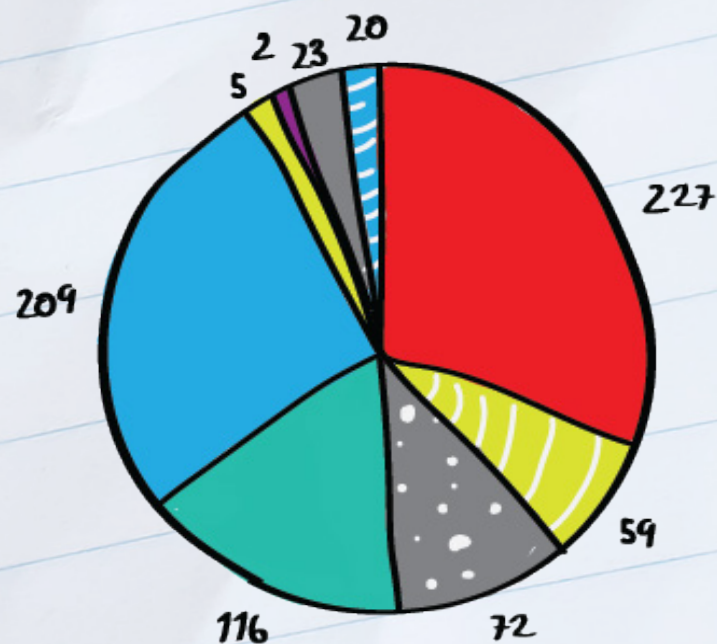
FINANCE OF SUBSIDIARIES

Selected Indicators: SOITRON GROUP SUBSIDIARIES

Total Sales Revenue in 2021 (in million EUR)



Number of Employees in 2021



Soitron SK Soitron CZ Datanet RO Sekom TR Soitron BG Soitron UK Soitron PL Millennium SK,CZ 2Ring

03 OUR PORTFOLIO AND PROJECTS





SOITRON GROUP PORFOLIO OF PRODUCT AND SERVICES



Since 1991 we have been helping our customers build and retain a competitive advantage through the smart use of IT solutions. As a company with an enduring passion for innovation, we do not stop when faced with challenges requiring unique out-of-the-box solutions.

INTERNATIONAL SYSTEM INTEGRATION

We are proud of our long-term experience, expertise, in-depth knowledge, and customer references, especially in the areas of cybersecurity, automation and robotization, IoT solutions, data centres, network solutions, communication solutions, CRM solutions, IT support, and advisory services.

IT OUTSOURCING

We bring years of experience from serving customers worldwide. With our delivery centres located across Central & Eastern Europe, we can offer end-to-end solutions with a tailored approach in terms of resource skills and availability, quality, cost, security, and compliance.

Our comprehensive range of services and solutions cover: IT service management and migrations, software development and application, business process transformation and RPA, and ITO and BPO.

CYBERSECURITY

We add value for our customers with a wide range of IT and OT cybersecurity solutions within a verified and wide portfolio from top vendors as well as local start-ups, always tailored to specific customer needs and covering security management, network security, endpoint security, data security, identity and access management, and application and workload security.

The VOID Security Operation Center allows our clients to respond to security incidents quickly and effectively. We detect threats and identify suspicious behaviour. Potential incidents are then evaluated and responded to by a team of cybersecurity analysts.

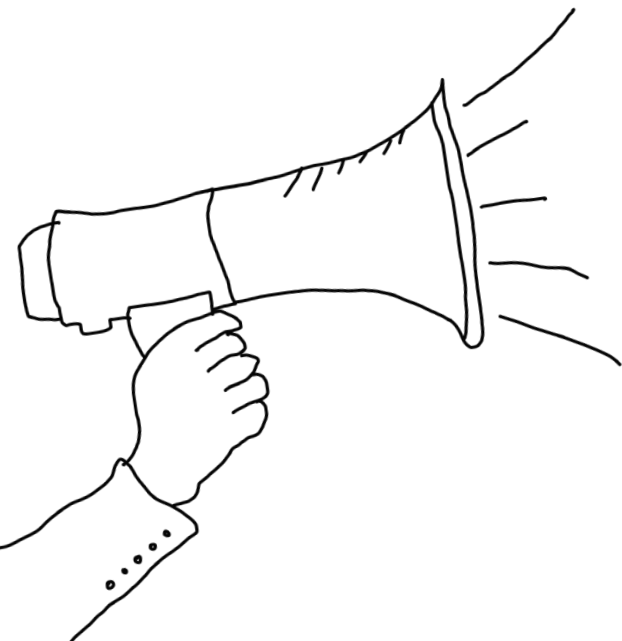
SOITRON (CZECHOSLOVAKIA)

MAIN SOLUTIONS

- Automation and Robotisation
- Cybersecurity
- IoT Solutions
- Data Centre
- Network Solutions
- IT Outsourcing
- Communication Solutions
- IT Support and Advisory

OTHER SERVICES AND SOLUTIONS

- MOSY – Smart Mobile Policing
- VOID Security Operations Center



DATANET SYSTEMS (ROMANIA)

TECHNOLOGIES AND SOLUTIONS

- Data Centre Infrastructure
- Data Networking Infrastructure
- Virtualization and Cloud Orchestration
- Collaboration and Customer Care
- Information Security
- Solution for Air Traffic Control
- Solution for Telecom
- Solution for Financial Institutions
- Work from Home Solutions
- Integrated Telemedicine Solution
- Internet of Things
- Industry Trends

IT INTEGRATION SERVICES

- Systems Integration
- Technical Support and Out-Tasking
- Security Infrastructure as a Service
- Technical Training
- Testing Centre
- Financing Options

IT OUTSOURCING & SOFTWARE DEVELOPMENT

- Application Outsourcing
- Managed Services
- VOID Security Operations Center

SEKOM (TURKEY)

EXPERTISE

- Networking Solutions
- Broadcasting and Cable TV
- Unified Communications
- Security
- Data Centre
- Emerging Technologies
- SD-X & Cloud

SERVICES

- Uninterrupted Service
- Turn Key Projects
- Business Process Outsourcing
- Monitoring
- Managed Network Services
- Managed Data Centre Services
-

SOLUTIONS

- Service Provider Solutions
- Enterprise Solutions
- Public and Defense Solutions



SUBSIDIARIES PORTFOLIO OF PRODUCT AND SERVICES



2RING (SLOVAKIA, USA)

PRODUCTS FOR CONTACT CENTRE

- Amazon Connect
- Cisco Contact Centres - Webex
- Cisco Contact Centres UCCX/UCCE/PCCE/HCS
- Cisco Telephony - CUCM, Unity
- Five9
- Genesys Cloud
- Genesys Engage

PRODUCTS FOR INFORMATION SYSTEM

- ServiceNow
- Salesforce

SUPPORT



MILLENNIUM (SLOVAKIA, CZECH REPUBLIC)

SERVICES

- CRM Solutions
- Portal Solutions
- Business Intelligence & Reporting
- Electronic Government Services
- Microsoft Power Apps
- System Integration
- Consultations

SOITRON (BULGARIA)

IT SOLUTIONS AND MANAGED SERVICES

- Project Management as a Service
- Managed Services
- ITSM Transitions and Implementation
- IoT Solutions
- Voice Biometrics
- MOSY – Smart Mobile Policing

SOITRON (UNITED KINGDOM)

IT SOLUTIONS AND MANAGED SERVICES

- IoT Solutions
- AI enabled Solutions
- Robotic Process Automation
- IT Outsourcing
- Cybersecurity
- VOID Security Operations Center

SOITRON (POLAND)

IT SOLUTIONS AND MANAGED SERVICES

- Robotic Process Automation
- IT Outsourcing
- IoT Solutions
- Software Development & Application Management
- MOSY - Smart Mobile Policing
- Cloud Solutions
- Voice Biometrics
- VOID Security Operations Center



SECURITY PROJECTS

- A security solution for and oversight of the electronic Population and Housing Census for the **Statistical Office of the Slovak Republic**
- Firewall rule optimization & an automation project at **Garanti BBVA** (Turkey)
- A customized Soitron security sensor solution and specialized OT software at **Jaguar Land Rover** (Slovakia)
- An email security and archiving project at **Borusan Holding** (Turkey)
- A QRadar solution for collecting and analysing security audit logs at **Západoslovenská distribučná** (Slovakia)
- A firewall refresh project at **Acibadem Bupa Insurance** (Turkey)
- Endpoint security at **Ege Yapi** (Turkey)

RPA PROJECTS

- Automation of the process of generating documents for billing purposes at **Manpower** (Czech Republic)
- An application to streamline a documentation approval process at **Pražská teplárenská** (Czech Republic)

- The delivery of UI-path licences to Internet **Mall** (Czech Republic)

IoT PROJECTS

- An IoT solution for machine tracking during operations within company warehouses as well as during machine sale, repair, and decommissioning at **Bosch Diesel** (Czech Republic)
- An IoT solution for predictive machine maintenance at **Linet** (Czech Republic)
- An IoT solution for electricity consumption metering and water meter reading at **Viscofan** (Czech Republic)
- An IoT solution for data collection and coolant flowrate and temperature monitoring in the production process at **Nemak Slovakia**

INFRASTRUCTURE AND NETWORKING PROJECTS

- A server virtualization project for a defence industry customer (Turkey)
- Providing Wi-Fi coverage of indoor and outdoor premises and a LAN network at the

- 2021 FIS Ski World Cup at Jasná for **Tatry Mountain Resorts** (Slovakia)
- An IT/OT network segmentation at **Sisecam** (Turkey)
- Network device configuration unification at all sites of the **Financial Directorate of the Slovak Republic**
- A redesign of the campus network and the building of a data centre infrastructure at **Mitsubishi Electric Automotive Czech** (MEAC) (Czech Republic)
- A software-defined data centre at the **Ministry of the Interior of the Slovak Republic**
- A privileged access management project at **Gen Pharmaceutical** (Turkey)
- The first Cisco ACI extension to another country, allowing the customer to relocate servers between countries and implement common security and failover policies for all sites (Romania)
- The implementation of a hyperconverged data centre infrastructure at the **State Treasury's Centre of Shared Services** (Czech Republic)
- Managed IPS provided to several customers within the Turkcell MSSP project (Turkey)
- An LAN infrastructure at **Privatbanka** (Slovakia)

IMPORTANT PROJECTS

- The first advanced Cisco ACI project with micro-segmentation, enabling data centre servers to be separated into different security zones from the network layer without affecting the server configuration (Romania)
- Delivery and implementation of a Fortinet firewall and of Fortinet endpoint security at **Newton Media** (Czech Republic)
- Upgrading the backbone of a large telecom service provider in Romania by adding dozens of 100GE-capable network nodes
- An upgrade to a modern and safer network access management at **Essox** (Czech Republic)
- Providing professional services for the 5G IP fabric for a mobile telecom provider in Romania
- Designing a new LAN computer network at **Bioptic Laboratory** (Czech Republic)
- IP fabric 150LIC visualization and network layer analysis for the **Dr. Max BDC** pharmacy chain (Czech Republic)
- Network infrastructure modernization, including service support at the **Eastern Slovak Institute of Heart and Vascular Diseases** (Slovakia)
- Service support for **Daikin** (Czech Republic)
- Cisco 802.1x deployment at **ČSOB Leasing** (Slovakia)

UNIFIED COMMUNICATIONS PROJECTS

- Launch of the Videobanker service at **Bank Creditas's** forty-two branches across the Czech Republic, equipping the branches with professional Cisco videoconferencing technology
- An Avaya Contact Centre Infoline upgrade at the **Health Insurance Institution of the Ministry of the Interior of the Czech Republic**
- Modernization of the information system of the National Business Centre, together with a new calling and videoconferencing system at the **Slovak Business Agency** (Slovakia)
- Several telco network infrastructure and video broadcasting projects at Turkey's top operators: **Turk Telekom, Türksat, and Turkcell**
- The Emma virtual assistant at **Essox** (Czech Republic)
- Deployment of the Iris 2.0 website chatbot at the **Olympus Czech Group** (Czech Republic)
- An upgrade of an Avaya Contact Centre, including an overall system security upgrade at **Autocont** (Czech Republic)
- Implementation of a videoconferencing

solution at the **Bratislava University of Economics and Management** (Slovakia)

- New operator terminals at **Veolia průmyslové služby ČR** (Czech Republic)
- Pre-implementation analysis of the Cisco CC contact centre at **Kooperativa pojišťovna, Vienna Insurance Group** (Czech Republic)
- An upgrade of a contact centre to the latest version at **Tatra bank** (Slovakia)

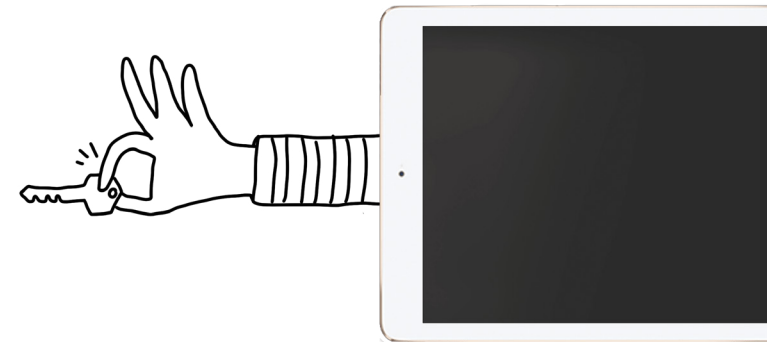


IMPORTANT PROJECTS



OTHER IMPORTANT PROJECTS

- A digital transformation project with Red Hat Technologies at **Finansbank** (Turkey)
- An IT analysis and ITSM process settings at **Kooperativa pojišťovna, Vienna Insurance Group** (Czech Republic)
- Online consulting using a CRM solution at **ČSOB Bank** (Slovakia)
- Development of the SMECAS loan application at **VÚB Bank** (Slovakia)
- SLA services and CRM development at **Erste Digital** (Slovakia)
- MS dynamics integration with Cisco UCCX at the **HEART Trust NTA** (Jamaica)
- ServiceNow integration with Cisco UCCX at the **National Indemnity Company** (United States)
- A new website for Mercedes-Benz products and services at **Motor-Car** (Slovakia)
- Salesforce integration with Cisco UCCE at **Farmacias San Pablo** (Mexico)
- Real-time reporting for the **ACT government** – COVID-19 line (Australia)
- The development of the Sharepoint online app at **YIT Slovakia**
- A topical website about Slovak Olympians in Tokyo for **Tipos** – the national lottery company (Slovakia)
- The deployment of 2Ring Dashboards & Wallboards for the **Toronto Hydro-Electric System Limited** (Canada)
- Add-on IP phone services for Cisco IPT at the **Royal Melbourne Hospital** – City Campus (Australia)
- Deployment of 2Ring Gadgets for Cisco Finesse at twelve locations within the **New York City Health and Hospitals Corporation** (HHC) (United States)
- Deployment of 2Ring Gadgets & Wallboards for integrated ambulance services for the **Welsh Ambulance Service** (United Kingdom)
- Deployment of 2Ring Dashboards & Wallboards for a contact centre at **Smart Government Dubai** (United Arab Emirates)
- Deployment of 2Ring Dashboards & Wallboards for a university hospital in London – **London North West University Healthcare** (United Kingdom)
-

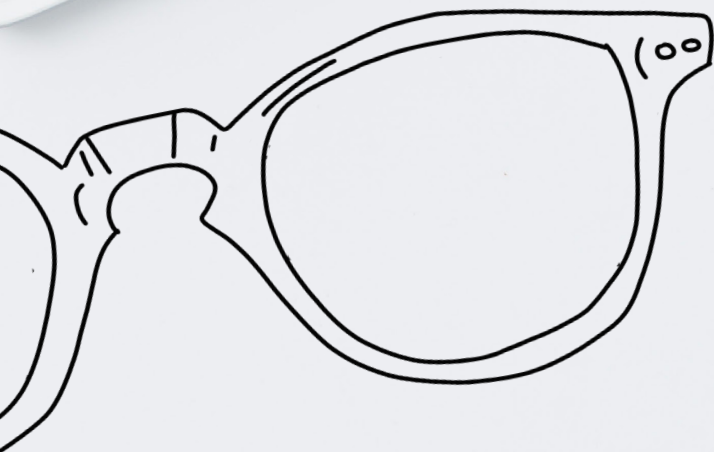


04 SOITRON GROUP





COMPANY PROFILE



NAME

SOITRON Group SE

BOARD OF DIRECTORS

Ing. Marián Skákala

(Chairman of the Board of Directors)

Ing. Ondrej Smolár

(Deputy Chairman of the Board of Directors)

SEAT

Plynárenská 5
829 75 Bratislava 25
Slovakia

TELEPHONE NUMBER

+421 258224111

WEB

www.soitron.com

E-MAIL

info@soitron.com

BANK ACCOUNT

Tatra banka, a.s.

Bank account number: 292 012 3440

IBAN: SK5311000000002920123440

BIC (SWIFT):TATRSKBX

COMPANY ID: 35 871 636

TAX ID: 202 177 47 99

SOITRON IN SOCIAL MEDIA





PARTNERSHIPS & MEMBERSHIPS



IMPORTANT PARTNERSHIPS





PARTNERSHIPS & MEMBERSHIPS





PARTNERSHIPS & MEMBERSHIPS

OTHER PARTNERSHIPS

- AMAZON
- ANASOFT
- ARBOR NETWORKS (NETSCOUT)
- ARUBA (HPE)
- ATEME
- BROADCOM (BLUECOAT)
- CALABRIO
- CASA SYSTEMS
- CLICKDIMENSIONS
- CPP-D
- CUMULUS NETWORKS
- EDGECORE NETWORKS
- EKOINVEST
- ELASTIC
- EMBEDWAY
- ENEA
- EVERKA
- EXTRAHOP
- GENIE NETWORKS
- GIGAMON

- GPI
- HCL
- CHECK POINT
- INFOBLOX
- INFOSIM
- IP INFUSION
- IWIZARDS
- IXIA (KEYSIGHT)
- KENERS
- MCAFEE
- MELLANOX
- MOIRELABS
- NETINSIGHT
- NEXCOM
- NFWARE
- NIAGARA NETWORKS
- POLY
- PROOFPOINT
- PURE STORAGE
- RADWARE
- SCRIBE
- SEALPATH



- SERVICENOW
- SKYBOX SECURITY
- SPLUNK
- SYNAMEDIA
- TOURINGIA
- VERITAS
- XIMA



CERTIFICATIONS



COMPANY CERTIFICATIONS



ISO 9001

LL-C (Certification)



ISO 27001

LL-C (Certification)



ISO 20000

LL-C (Certification)



OHSAS 18001:2007

LL-C (Certification)



ISO 14001

LL-C (Certification)

PROFESSIONAL CERTIFICATIONS

PROJECT CERTIFICATIONS



IPMA»

international
project
management
association

PROCESS CERTIFICATIONS



QUALIFICATION CERTIFICATIONS

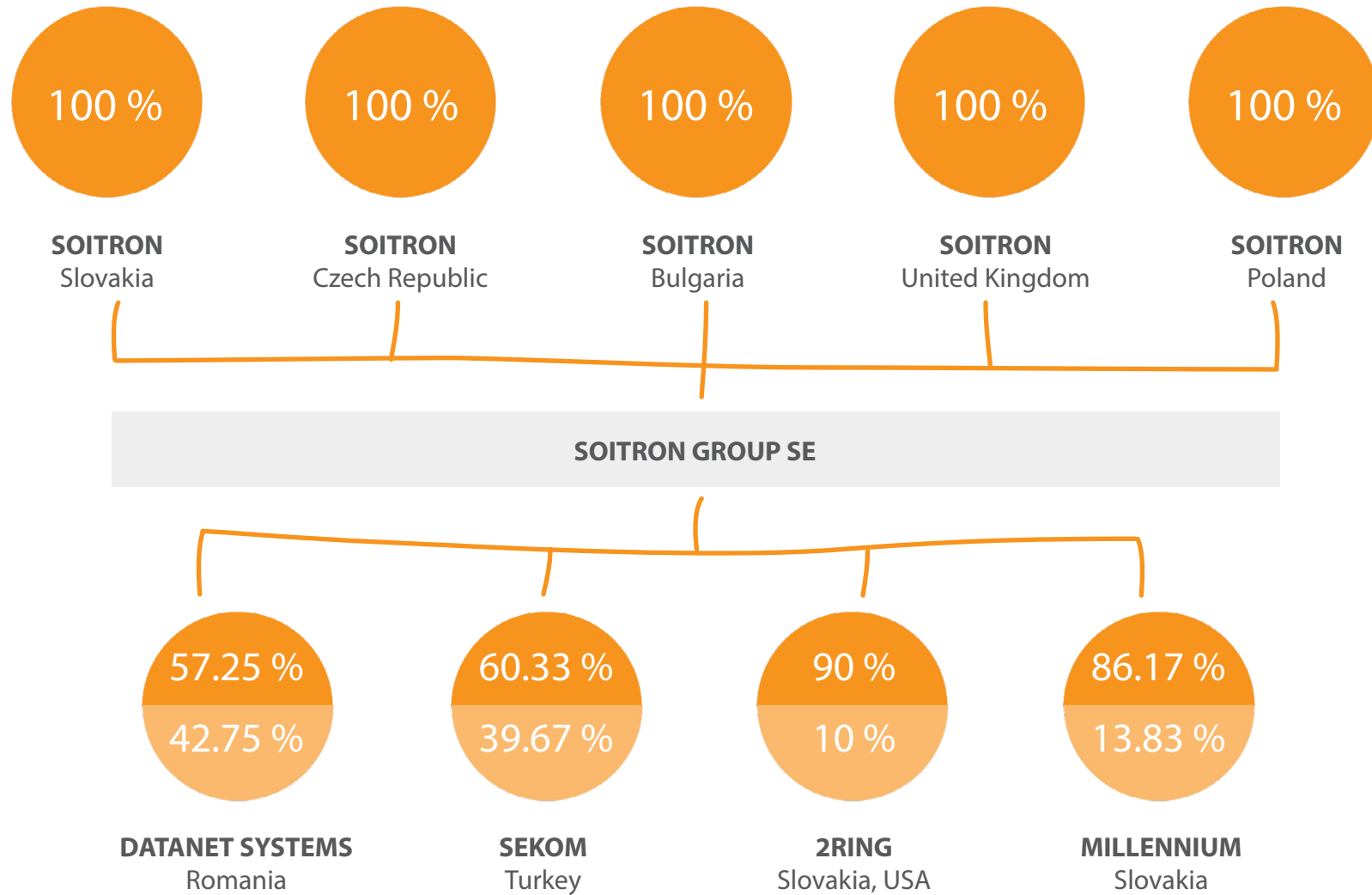


SECURITY CERTIFICATIONS





GROUP STRUCTURE





CONTACTS



HEADQUARTERS

SOITRON GROUP SE

Plynárenská 5
829 75 Bratislava 25
Slovakia

+421 258224111
www.soitrongroup.com
info@soitron.com

SUBSIDIARIES

SOITRON, S.R.O.

Plynárenská 5
829 75 Bratislava 25
Slovakia

+421 258224111
www.soitron.sk
info@soitron.sk

SOITRON S.R.O.

Pekařská 621/7
155 00 Prague 5
Czech Republic

+420 266199918
www.soitron.cz
info@soitron.cz

DATANET GROUP

18 Sfântul Elefterie Str.
Elefterie building, Ground and 1st floor
Bucharest 050525
Romania

+40 213178787
www.datanets.ro
office@datanets.ro

SEKOM GROUP

Ankara Ticaret Merkezi, A Blok, Kat:15
Kızılırmak Mahallesi, 1450. Sokak
Çankaya 06520 Ankara
Turkey

+90 3124682373
www.sekom.com.tr
info@sekom.com.tr

2 RING, SPOL. S R.O.

Plynárenská 7/C
821 09 Bratislava
Slovakia

+421 258224111
www.2ring.com
info@2ring.com

MILLENNIUM, SPOL. S R.O.

Plynárenská 7/B
821 09 Bratislava
Slovakia

+421 915513345
www.millennium.sk
mail@millennium.sk

SOITRON LTD.

20 Farringdon St
London EC4A 4EN
United Kingdom

+44 1174033502
www.soitron.co.uk
info@soitron.co.uk

SOITRON LTD.

XS Tower
5 „Panorama Sofia“ Str., Floor 1
Sofia 1766
Bulgaria

+359 24141903
www.soitron.bg
soitron.bg@soitron.com

SOITRON SPÓŁKA Z O.O.

ul. Domaniewska 37, lok. 2.43
02-672 Warsaw
Poland

+48 533483038
www.soitron.pl
info@soitron.pl





SOITRON*GROUP