MEET I.T. GROUP

I.T. GROUP MISSION STATEMENT

Our goal is to assist our clients to improve their business performance through the most advanced and cost effective technology solutions and services, drawing upon our extensive expertise and experience in Information Technology and business processes in a wide range of industries.

I.T. GROUP OVERVIEW

› Founded in 1990

› IT Services, Software and Solutions Focus

   ➢ Systems Integration

   ➢ IT Consulting

   ➢ IT Outsourcing

   ➢ Software Development

› Headcount – 1900 Employees

› Group regional branches and representatives in Russia - 20

› ISO 9001-2011 certified

All Necessary Government Licenses

Among Top Players in National Rankings

› In TOP-10 of "Russian Consulting and Systems Integration 2014" by Expert Magazine

› In TOP-10 of "Russian Consulting" by Kommersant Magazine

› In TOP-10 of TechUspekh Ranking of Innovative Companies

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I.T. GROUP AT A GLANCE

Consulting, Systems Integration and IT Services

I.T.Co
Systems Integration,
IT-Outsourcing
IT-Services

IT Academy
Professional IT
Training and e-learning

BPM Logic
BPM consulting
and BPMS integrator

Aplana
Software Testing
and Services

Software Applications Development and Services

BOSS. HR Systems
HR Consulting and
HRM System Vendor

Business Logic
ECM solutions vendor
under the trademark
Logika ECM

Aplana MP
Custom Software
Development

UniCloud
Public Cloud
SaaS solutions

Industry and Niche Solutions and Services

IT. Smart Systems
Fuel Station Automation,
Cashless Payment, RFID-
Solutions
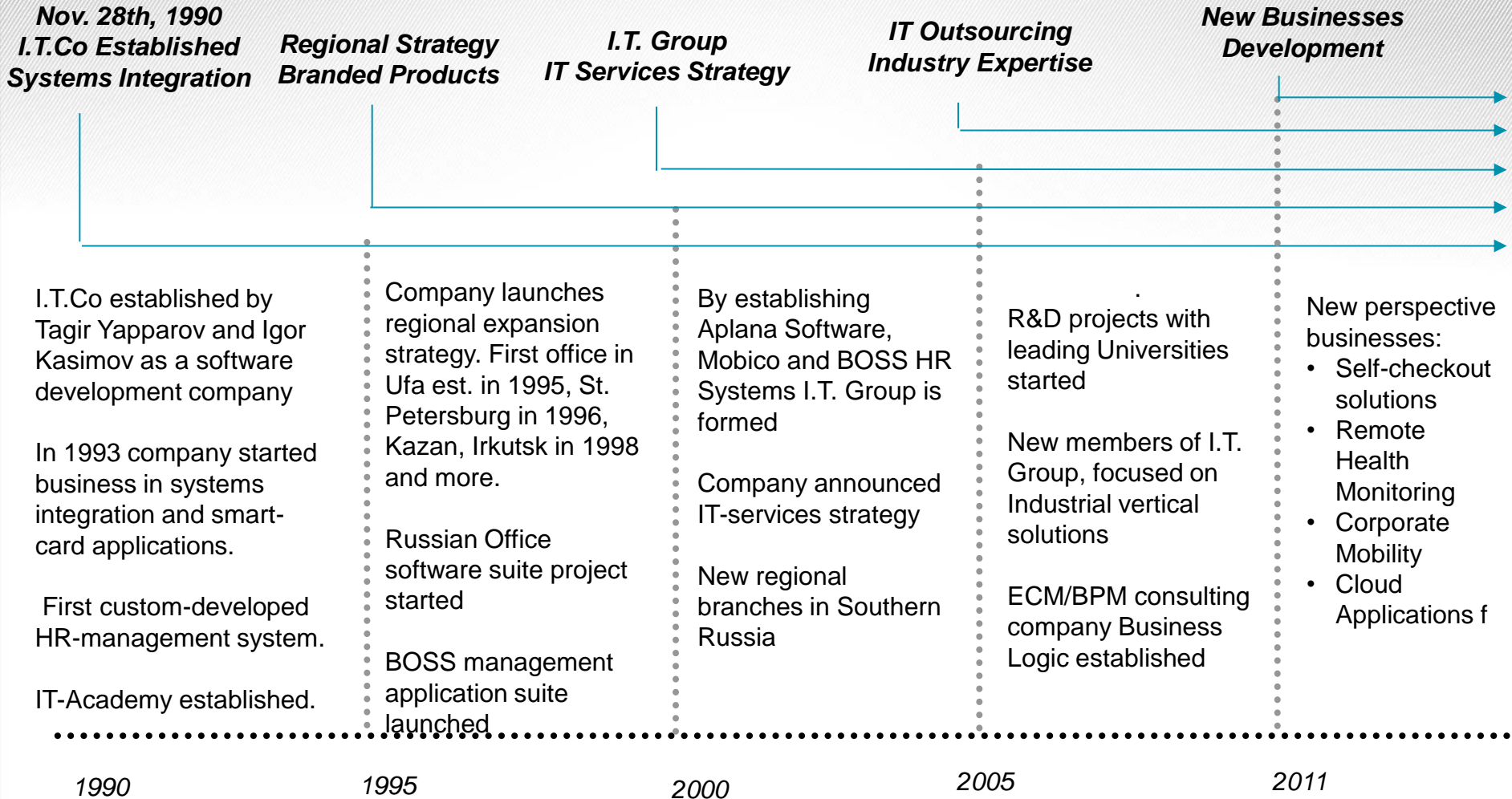
**IT. Government
Solutions**
E-Government Solutions

Rintex
Solutions for
Healthcare

PSS
Self-Checkout
Solutions

I.T. GROUP HISTORY, MILESTONES

**Nov. 28th, 1990
I.T.Co Established
Systems Integration**

**Regional Strategy
Branded Products**

**I.T. Group
IT Services Strategy**

**IT Outsourcing
Industry Expertise**

**New Businesses
Development**

I.T.Co established by Tagir Yapparov and Igor Kasimov as a software development company

In 1993 company started business in systems integration and smart-card applications.

First custom-developed HR-management system.

IT-Academy established.

Company launches regional expansion strategy. First office in Ufa est. in 1995, St. Petersburg in 1996, Kazan, Irkutsk in 1998 and more.

Russian Office software suite project started

BOSS management application suite launched

By establishing Aplana Software, Mobico and BOSS HR Systems I.T. Group is formed

Company announced IT-services strategy

New regional branches in Southern Russia

R&D projects with leading Universities started

New members of I.T. Group, focused on Industrial vertical solutions

ECM/BPM consulting company Business Logic established

New perspective businesses:
- Self-checkout solutions
- Remote Health Monitoring
- Corporate Mobility
- Cloud Applications f

1990   1995   2000   2005   2011

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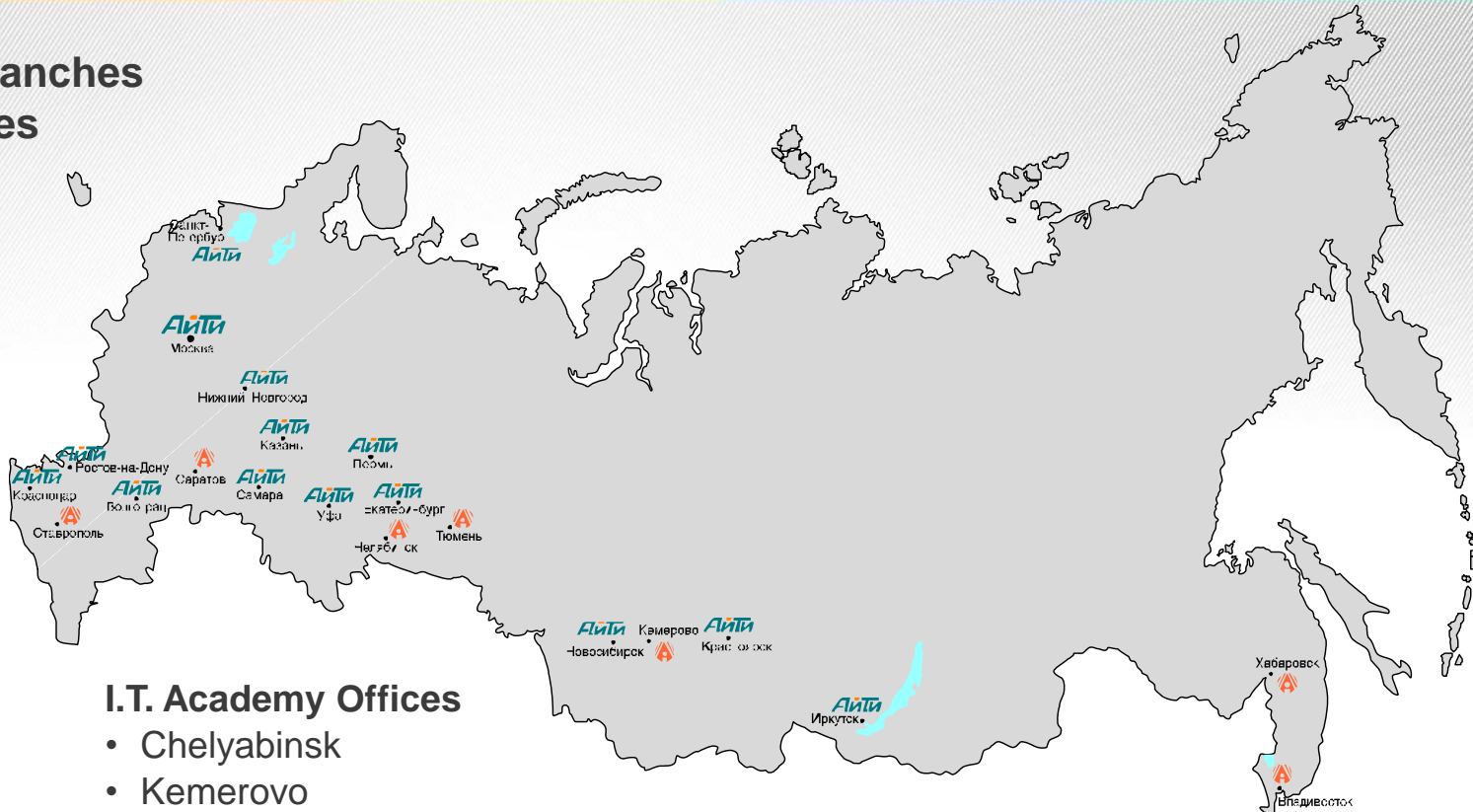# I.T.GROUP PRESENCE IN RUSSIA

**Group regional branches
and representatives**

**I.T. Co. and
I.T. Academy Offices**

- Irkutsk
- Kazan
- Krasnodar
- Krasnoyarsk
- Nizhny Novgorod
- Novosibirsk
- Perm
- Rostov-on-Don
- Samara
- St. Petersburg
- Ufa
- Volgograd
- Yekaterinburg

I.T. Academy Offices

- Chelyabinsk
- Kemerovo
- Khabarovsk
- Saratov
- Stavropol
- Tyumen
- Vladivostok

АйТи   I.T. Co. and
I.T. Academy Offices

А   I.T. Academy Offices
IT ACADEMY

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I.T. GROUP MAIN PRODUCTS TRADE MARKS

Trade Mark	Product	Comments
БОСС Кадровик	БОСС-Кадровик® (BOSS HRM)	No1 Russian local HRM solution. More than 1000 corporate customers
ЛОГИКА ECM	Логика ECM® (Logika ECM)	ECM Suite, including archive, records management, ECM and some other solutions
MobileSputnik	Mobile Sputnik®	Mobile corporate workplace for iOS and Android
АйТи Ойл	АйТи-Ойл® (IT-Oil)	Gas Stations Automation Software
Security Vision	Security Vision®	Integrated Corporate Information Security Management Solution
	АйТи-АИ (IT–Inventory)	Solution for the Corporate Inventory Management (RFID and Barcode based)

I.T. GROUP MAIN BUSINESS LINES

Product	Comments
IT Consulting and Audit	IT-consulting, IT-audit, ITIL/ITSM consulting, Sourcing strategy consulting
IT-Services	IT Outsourcing, IT-trainings, Custom Software Development, IS Support etc.
Business Applications	ERP, ECM, CRM, EAM-solutions, Custom tailored solutions for e-Government and Smart City
IT Security Solutions	Information security audit, risk analysis, integrated IS solutions
IT Infrastructure	Cloud IT Infrastructure, Multi-services Networks, Power supply and Climatic solutions
Technology Systems and Solutions	Gas Station Automation, Energy Management Solutions, Technology Processes Automation
Business Services	Business Process Management (BPM) Solutions, HR consulting, Outstaffing

I.T. GROUP BUSINESS INDICATORS

I.T. Group Revenue (excluding VAT), RUB bln

Sales split by industry FY2013

No.	Industry Segment	% total
1	Government	25
2	**Oil&Gaz**	**24**
3	Manufacturing	14
4	**Finance**	**11**
5	Construction	7
6	**Education&Healthcare**	**6**
7	Transportation	5
9	**Other**	**8**
	Total	**100**
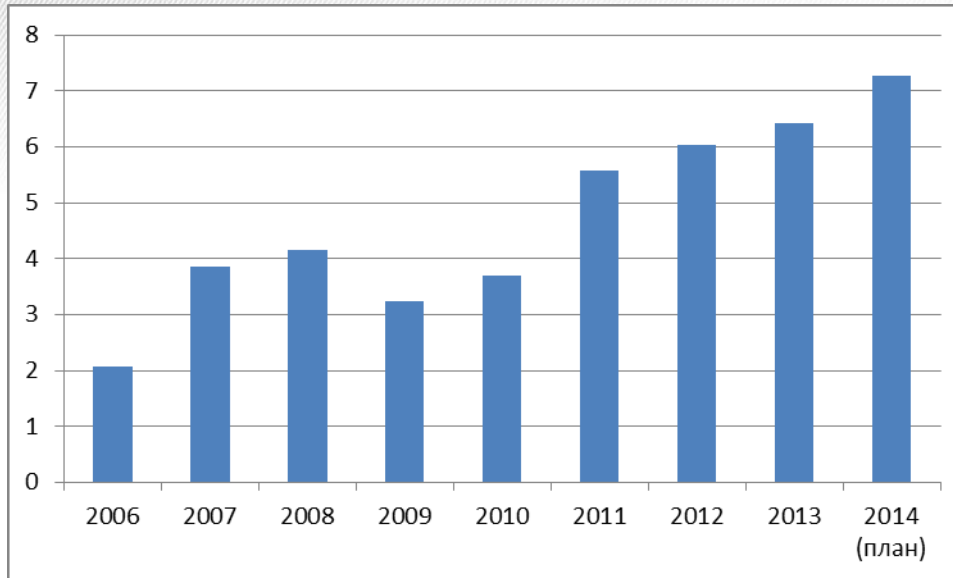
› Sales split by customer size:

➢ Large Enterprise (Russia Top-400) - 25%

➢ Enterprise (including public sector) - 85%,

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GLOBAL PARTNERSHIP

› Top Technology partners

  ➢ Avaya (Silver Partner)

  ➢ Cisco (Gold Certified Partner)

  ➢ EMC (Velocity^2 Premier Solution Partner)

  ➢ HP (Preferred Partner Gold)

  ➢ Samsung (Enterprise Alliance Program)

  ➢ IBM (Platinum Partner)

  ➢ Microsoft (Enterprise Solution Provider)

  ➢ Oracle (Certified Advantage Partner)

  ➢ VMWare (Premier Partner)

  ➢ Good Technology

  ➢ APC Elite Datacentre partner

  ➢ etc.

› More than 250 certified specialists

MEET SOME OF OUR KEY CLIENTS

› **Government**
Federal Tax Service
Ministry of Interior Affairs
Pension Fund of RF
Federal Customs Service
Moscow District Government

› **Banking & Insurance**
Savings Bank of RF
Central Bank of RF
ROSNO

› **Telecom**
MTS
Megafon
Tele2

› **Education**
Moscow State Construction University
Ufa Aviation and Technical Institute
Moscow Electronic Technologies
Institute

› **Industry/Energy**
UralVagonZavod
Irkutskenergo
Eurochem
RusGidro Hydro Power
SUEK

› **Oil & Gas**
TNK-BP
LUKOIL
Rosneft
Gazprom Neft
Gazprom
Transneft

› **Multinational**
Mars Inc.
Alcoa
Ferrero Russia
VolksWagen Group Rus
John Deere

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COMPANY'S TOP PROJECTS - FY2012-2013

› Republic of Bashkortostan Government

  ➤ IP-telephony

  ➤ Multi-Service Corporate Network

  ➤ E-Government Solutions

› Moscow City Government Healthcare Dept.

  ➤ IT-Infrastructure of more than 200 Moscow Hospitals

› Eurochem Corp

  ➤ IT infrastructure for 8 company's plants

› Angarsk ElectroChemical Plant

  ➤ Corporate DataCenter

› One of Moscow's TOP Business Center «Danilovsky Center»

  ➤ IT infrastructure - 25 000 ports

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COMPANY'S TOP PROJECTS - FY2012-2013

Moscow State Construction University,
University IT-infrastructure and Lab-equipment

- IT-infrastructure for 50 000 students and 10 000 professors and tutors

- Microsoft-based infrastructure solutions

- Scientific labs high-tech equipment

Rosneft, Tele2, Gazpromneft

- Corporate ECM solutions and Electronic Documents Archive

Moscow Domodedovo (DME), Sheremet'evo (SVO) and St.Petersburg's Pulkovo (LED) international airports

- Multi-languages Passengers and Staff Information System

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COMPANY'S TOP PROJECTS – FY2012-2013

- **Moscow City Government Energy Dept.**
  - System Project for city-wide energy saving monitoring program
    - Audit and process analysis
    - Solutions for program projects management
- **Sochi 2014 Winter Olympic**
  - IT Infrastructure of Several Sport Objects
- **Moscow Metro (Subway)**
  - Development and Implementation of system of Tickets Terminals – 1300 terminals in total

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THANK YOU FOR YOUR ATTENTION!

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I.T. Co
Leninskaya Sloboda, 19, build. 6,
115280, Moscow, Russia
Phone.:   +7 (495) 974-79-79, 974-79-80
Fax: +7 (495) 974-79-90