### History Milestones

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1993</td>
<td>IBA founded</td>
<td>Joint venture between IBM and Belarus-based IT organizations.</td>
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<tr>
<td>2001</td>
<td>Diversification strategy launched</td>
<td>From one international client to multiple. New markets and new technologies.</td>
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<td>2005</td>
<td>IBA Group established</td>
<td>IBA relocates its HQ to Prague, Czech Republic</td>
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<td>2016</td>
<td>IBA Groups campus opens</td>
<td>Office building, data center, fitness center, and parking facilities in Belarus’ High Tech Park</td>
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<tr>
<td>2018</td>
<td>One of the largest IT providers in Eastern Europe</td>
<td>2,500+ employees. Offices in 12 countries. Clients in 40+ countries.</td>
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</table>
IBA Services & Solutions

- Development
- Maintenance
- Migration
- Consulting

Software services

- Training
- IT
- Foreign languages
- Business

Solutions

- Payment
- ECM/EDM
- PDM & PLM
- Mobile
- Learning/HR
Software Technology Focus

- Cloud, analytics, mobility, social media, and security
- RPA/ML/AI
- Enterprise apps
- SAP
- Mainframe
Mainframe Services

- IBM-compatible mainframe SW/HW: since 1969
- IBM Gold Business Partner

- Full-cycle system installation, configuration, and administration
- Remote production support, 24/7, and disaster recovery
- System, database, and application performance optimization
- Development of multiplatform enterprise solutions
- Data integration, warehousing, and ETL
- Migration of business applications and databases
- Transformation of Green screen applications to web GUI
- SOA, BPM, and Cloud enablement.

z/OS, z/VM, Linux on z Systems, BS2000/OSD
Enterprise Applications

- RUP and Agile methodologies
- Focus on B2B and B2C apps

Core Competences

- Applications with legacy transformation
- Integration and infrastructure management
- Maintenance and support
- Enterprise portals, intranets
- E-learning solutions
- MS SharePoint solutions
- Enterprise CMS/BPM/EDM

- SOA enablement
- BI/Data warehousing
- Java EE
- .NET
SAP Services

- SAP S/4 HANA
- SAP MDG
- SAP SRM & Ariba
- SAP CRM and Hybris C4C
- SAP HCM & SuccessFactors
- SAP Hybris Commerce
- SAP EHSM
- OpenText

- Full-cycle implementation
- Technical Support
- Solutions Localization
- Solutions integration (SAP PO, HCI, EDI/ALE)
- Migration to S/4HANA
- Data migration
Business Analytics and DWH

- 100+ completed projects
- Solutions on proven platforms from global leaders

**Business analytics**
- Traditional Enterprise BI solutions
- Predictive and prescriptive analytics
- Unstructured data mining

**DWH and data integration**
- Enterprise DWH design, implementation and support
- Big data solutions
- ETL and data quality management
- Master data management

**Corporate performance management**
- KPI and managerial accounting systems
- Planning and consolidation solutions based on OLAP technologies.
Mobile Applications

- All mobile platforms
- Enterprise mobile solutions
- Integration with server backend

- Mobile front office
- Mobile SAP EAM
- Mobile banking
- Mobile IS
- Mobile EDMS

- iOS
- Android
- BlackBerry
- WP / Win 8RT / Windows 10
- SAP Mobile Platform
- Cross-platform development.

- Full cycle development and support
- UX and graphical design
- Agile software development
Robotic Process Automation

- WorkFusion
- Machine learning technologies
- Certified specialists

Full automation software development cycle
- Planning
- Analysis
- Design
- Implementation & Integration
- Testing
- Deployment
- Maintenance

Areas
- Architecture
- Machine Learning
- Platform
- RPA
- DevOps
- Data Analysis
Cloud Technologies

Services
- Development of platform architecture & capabilities
- Installation, configuration & customization of ManageIQ, HAProxy, KeyCloak, Foreman, Openshift, DNS server BIND, Zabbix, and RackTables
- Development of self-service UI & landing pages
- Building of CI/CD
- Development of cloud services: Nested Virtualization, Cloud Disk, GitLab/CI, Cloud IDE, and other
- Backup & restore, monitoring, and security compliance
- Support and extension of service catalog
- Migration
- Customer support

Technologies
RHEV, RHEV-M, KVM, ovirt, VMware vCenter, VMware vSphere, Docker, Redmine, GitLab, DHCP/DNS, VRRP, PostgreSQL, RoR, AngularJS, JSON

IBA Cloud Platform
- Designed for traditional applications
- Centralized management of virtual resources and IT services
- Independent solution or part of IBA Data Center services
**Complete range of services in:**

- **Enterprise Asset Management (EAM)** systems to reduce the costs of maintenance, repair, and logistics, including IBM Maximo customization.


- **IT Infrastructure Virtualization (Cloud&ITIL)** to provide Infrastructure, Platform, and Software as a Service.

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**First Tivoli project: 1993**

**IBM Tivoli Accredited Business Partner**
IBM Notes & Domino

- 20+ years of experience
- IBM Notes & Domino Reseller
- IBM Notes & Domino Service Provider
- IBM Mail Onboarding Partner
- IBA Chancellor EDM product
- Xpages

Solutions in:
- Content / problem management
- Team collaborative applications
- Human capital management
- Project / order / portfolio / inventory management
- Production planning
- Manufacturing
- Marketing
- Customer service.
IBM Content Foundation (FileNet)

- Experience since 2008
- Certified specialists
- IBM FileNet Reseller
- IBM FileNet Service Provider

- Certified Java and Content Foundation developers
- Extensive practical experience in FileNet API
- Proven experience in integration of Content Foundation applications with other applications via web services/SOA.
Business Process Management

Services
- BPM systems architecture
- Business / analytical modeling
- Execution models
- Performance management
- Problem resolution & maintenance
- User interface design
- Consulting, audit, and training

Platforms
- IBM BPM Standard/Advanced Edition
- IBM Process Designer/Integration Designer
- Cordys
- Bonita Open Solution
- Activiti
- jBPM
Testing as a Service

**Services**
- Organization/optimization of testing processes
- Software Testing
- Test Automation
- Performance testing
- Mobile Software
- Agile Documentation
- Software Testing

**Products and Tools**
- IBM Rational Performance Tester, Jmeter
- IBM Rational Manual Tester
- Jira, Redmine, Track, Bugzilla,
- Selenium WebDriver, Selenid, IBM Rational Functional Tester
- Jenkins, Bamboo
- Kanboard
IBA Solutions

Payment
- Fare collection system
- Mobile banking
- Payment terminals

ECM/EDM
- Asset Walker
- Chancellor

Learning/HR
- Talent Constructor
- eUni

PDM/PLM
- Start Point
Training Partnerships
Partner Relations
Key Clients

GOODYEAR
IBM
ArcelorMittal
Raiffeisen Bank
O2
Deutsche Telekom
T-Mobile
SAP
Rockwell Automation
Panasonic
Belarusian Railway
Hapag-Lloyd
Involux
Lenovo
Beldeb
Gazprom
Samruk
Beloz
Suek
Ural
UralKal
Sberbank
VTB
Coca-Cola
IBA Group
Mature Processes

CIS Quality Award : 2011

International Recognition
IBA Advantages

- 2,500+ well-educated multilingual employees
- 25-year experience of software outsourcing
- Offices in 12 countries
- Customers in 40+ countries
- Partnerships with leading IT providers
- Advanced management systems
- Competitive prices
- Flexible contract terms and payment methods
- Low attrition
- Capacity to deploy resources.
Summary

- IT Excellence
- Honesty in business
- Low attrition
- Cultural affinity
IBA Group is…

- The largest IT service provider in Eastern Europe with 25-year experience in offshore business, with know-how-to-do-it, and with positive client references.

- A striking example of successful cooperation between East and West in the field of information technologies.
Effect change & improve performance

Thank you!

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