



**Business Solutions, Outsourcing, Cooperation.**

with companies from transition countries:  
Bangladesh, Jordan, Macedonia, Palestine, Serbia, Vietnam

at SIPPO Pavilion Hall 4 Stand B64, CeBIT 2008

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SIPPO Swiss Import Promotion Programme

# ABOUT US



## SIPPO Swiss Import Promotion Programme

SIPPO Swiss Import Promotion Programme is a mandate from the State Secretariat for Economic Affairs of Switzerland (SECO), carried out by Osec. The programme supports small and medium-sized enterprises (SMEs) from emerging markets and markets in transition to access the Swiss and European markets. On the other hand, SIPPO helps Swiss and European importers to find suitable partners in emerging countries and countries in transition.

### **The programme has five main goals:**

- To inform the Swiss and European import economy about new market sources
- To strengthen trade institutions and business sector associations in the trade promotion process
- To increase the competitiveness of SMEs in selected partner countries
- To develop the manufacturing and exporting skills of SMEs in selected partner countries
- To establish qualified trade contacts between SMEs from emerging markets and markets in transition and the Swiss and European import economy

Osec

SIPPO Swiss Import Promotion Programme

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## Company

## LeadSoft Bangladesh Limited

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Internet [www.leadsoft.biz](http://www.leadsoft.biz)  
Contact Person Mr Papias Hawlader, CTO, Software Services

## Products

Microsoft .NET Development Services for Application Software Development, Product Development, Product Re-engineering, Product Enhancement, Migration from Legacy Systems, Web-database Applications, Custom Application Development

## Skills

Tools: C#, VB.NET, ASP.NET, JavaScript, XML, AJAX, HTML, SQL Server 2005, Oracle 10g, Crystal Reports, FxCop, NUnit, CodeSmith, Log4Net, Telerik Controls, Aspose Controls  
Methodologies: Waterfall, Agile. OOAD, UML  
Domain: Financial, Life Insurance, cGMP

## Certifications

ISO 9001:2000, CMMI in process

## Customers

Denmark, Norway, Japan, Bangladesh



# BANGLADESH



## Company

## Spinovation Limited

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Fax

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Email

nurul.kabir@spinovation.com.bd

Internet

www.spinovation.com.bd

Contact person

Mr T.I.M. Nurul Kabir, Managing Director & CEO

Products

Mobile and Web Application Development in JAVA &.NET technology,  
Business & IT consultancy services, Software outsourcing services,  
Microsoft ERP, CRM, EPM, Sharepoint

Skills

Sun Java, Microsoft .NET, Microsoft Dynamics, Focused in Process,  
Architecture and technology management (e.g. portfolio management,  
project management, best practices adoption etc.).

Certifications

Microsoft Certified Partner,  
Microsoft (Dynamics) Business Solution Provider,  
Business Partner of Borland Inc.

Customers

Germany, Denmark, UK, France, Vietnam, Indonesia and Philippines.



«Leveraging knowledge through innovation and technology»

# JORDAN



## Company

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## Elite Technologies

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www.elitetech.ws  
Mr Ahmad Sacca, CEO

## Products

Elite Office  
ERP/CRM Solution for Distribution, Wholesalers, and Retail  
Solution for Sales Analysis  
Solution for Pharmaceutical Wholesalers  
Solution for Assets management  
Notebooks; high-performance

## Skills

Business Intelligence Consultancy  
Consulting for compliance management  
Software Outsourcing  
Off-shore software development

## Certifications

SAS Partner  
Intel Partner  
Microsoft Partner

## Customers

Germany, Middle East



«The Quality and Innovation Company»

## Company

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## ESKADENIA Software Solutions

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www.ESKADENIA.com  
Ms Lina Hussein, Communication & PR

## Products

ESKADENIA® Software Solutions is active in the design, development and deployment of a range of software products in the Telecommunications, Enterprise and Internet Applications areas.

- Telecommunications: Customer Care and Billing solutions for fixed, GSM and GPRS networks, an Interconnect system, Mediation Gateways, a Prepaid system, Multi-Access Portals, a Wireless Messaging System, a Multimedia Messaging Centre (MMS-C), a Customer Online Service Module, and GSM applications.
- Internet: Advanced Internet solutions and applications in the areas of E-government, E-commerce, E-business, E-schooling, Content Management, and Workflow Management, in addition to website development services.
- Enterprise: ERP, E-insurance, Document Management (DMS), and CRM systems.

# JORDAN



Skills	Eskadenia® BCRM (Billing & Customer Relationship Management) Eskadenia® Mediation Gateway Eskadenia® Business Manager Eskadenai® CMS (Content Management System) Eskadenia® Workflow Eskadenia® Insures DenisSchool®
Certifications	Oracle Certified Partner; Capability Maturity Model (CMMI®) is in process
Customers	Europe, the Middle East, and Africa



«IT solutions to the global market»

# MACEDONIA

The logo for amplecom, featuring the word "amplecom" in a blue, lowercase, sans-serif font. The letters are set against a white rectangular background that is partially overlaid on a blurred image of a computer keyboard.

## Company

### AMPLECOM

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Contact person

Mr. Admir Bekiragik, Mr. Jens Pauli Rasmussen

Products

Java based mobile phone applications used for Mobile Banking and other SMS related applications, E-Commerce, Mobile Telecommunications, Voip, Web based CMS solutions

Skills

Java, C++, .NET, ColdFusion, PHP, Ajax Framework

Certifications

Adobe Certified Developer

Customers

Banking, Telecommunications, Apparel, Construction

Cusomer Countries

United States, Denmark, Faroe Islands, Norway, Iceland

# MACEDONIA



## Company

### Artisoft Ltd

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Contact person Mr Gicev George

Products / Services ArtAIIIS (ERP system), ePortal (Internet portal engine), ArTHIS (Hotel Management System) and ArtNET (Intranet suite), individual implementation of various e-Business solutions & services and IT Consulting

Skills IT consulting, ERP Systems, E-Business systems, Artisoft's Services: Internet/Intranet, EIS and Business solutions, ASP (Application Service Providing), WEB Services, Programming services (Oracle, Cold Fusion, VB, Delphi,), DB design & Administration (Oracle, SQL Server, MS Access), Design, Development & Implementation of Information Systems, Customer care

Customers EU, Belgium, UK, Denmark, France, Luxemburg, Norway, Greece, Switzerland, Macedonia



«Make a strategic move – choose ARTISOFT»

# MACEDONIA

## Company

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www.my-WebPortal.com, www.my-HealthPortal.com

Mr. Petar Indovski

Customers

Industry: Healthcare, SME, Manufacturing, Telecommunications,  
Financial, Government, Local Government, Public sector;

Countries

UK, USA, Denmark, Bulgaria, Romania, Slovenia, Serbia, Macedonia

Products

- eBusiness solutions and ASP services (myWebPortal - Web Portal Design, Enterprise CMS/DMS, Data & Application integration, Development Platform for eCommerce, eGovernment, eHealth solutions)
- Healthcare solutions (myHealthPortal - eHealth solution, IMIS - Integrated Medical Information System, CalCor - Cardiology, PCP/Private Consultant Practice - private practitioners, DiabCare – diabetes diseases)
- ERP solutions for Production (Printing Industry, etc),
- Billing for Telecommunication providers (VoIP/ISP providers, etc.)
- ASP (Managed Application Service Provider), Off-shore software development and implementation, BP Outsourcing (Technical Helpdesk), Consulting, Training

Services

# MACEDONIA



## Skills

- Software Development skills ( \* Tools: SQL, PL/SQL, Java, .NET, PHP, JavaScript, XML, XSL, AJAX, HTML, XHTML, CSS, SPSS script, Delphi; \* DBase: Oracle, SQL Server, MySQL; \* Platforms: Oracle, Microsoft, IBM, Borland, SPSS, Novell, OpenSource),
- PM, Project Monitoring and Control (based on CMMI methodology),
- Business Process Analyses, Software Redesign, Strategic planning,
- ERP & CRM implementation and support
- BI (Business Intelligence) design and implementation,
- Secure ID Management Systems design and implementation,
- Groupware integration and implementation,
- System Integration (Data and Application integration)

## Certifications

IT Mark - Based on CMMI (Q/A and Software Process Improvement),  
IT Security ISO17799/27001 and 10sqared business assessment method  
(provided by ESI, European Software Institute)



«We are setting up new standards for value of the products and services!»

## Company

Address  
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## ASAL Technologies

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husni@asaltech.com  
www.asaltech.com  
Mr Husni Abu Samrah, Business Development Manager

## Products

- Custom Software Development
- Desktop and web application development
- Offshore Outsourcing
- HR Outsourcing
- Localization (to Arabic)
- Billboard Management System
- Customer Complaints System

## Skills

ASP.NET, Java, J2EE, JSP, VB.NET, C#, Visual Basic, Visual C++, ASP, HTML, JavaScript, XML, PHP, Hibernate, Struts, Spring, Cold Fusion

## Certifications

ISO 9001:2000

## Customers

Gulf

Germany, Switzerland, UK, Sweden, Italy, Scandinavia, USA, ME &



«Insource/Outsource – We are your source – Always a step ahead»

## Company

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**Internet** www.altariq.ps  
**Contact person** Mr Tarek Eslim, Director

## ALTARIQ Systems & Projects

**Production areas** Web Applications, Desktop Applications, Oracle Solutions, Mobile programming (Symbian), Web sites, Flash interfaces by coding, Educational 3D simulations, Localization, Hardware programming, ERP, CIS, Billing, POS, Task Managements, Restaurants Management and follow-up, Outsourcing, SMS/EMS (via Internet)

**Skills** Oracle, Java, J2ME, JSP, ESP, Delphi, VC++, .Net, C#, ASP .Net, PHP,HTML, XML, Flash Coding, Web 2.0, Silver light

**Certifications** Partner of PITA (Palestinian IT Association), Chamber of Commerce, Paltrade (Palestinian International Trade)

**Customers** ME, Gulf, Egypt, USA



«ALTARIQ Systems & Projects, Innovative Solutions»

## Company

## APOLLO

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Internet	www.ApolloG4.com
Contact person	Mr Branislav Djurkovic, CEO

**Products / Services** Independent Software Vendor specialized in complex eBusiness solutions in ASP/hosted architecture and Oracle environment. Current principal product, ApolloG4 eBusiness Suite consists of ApolloG4 Insurance, ApolloG4 ERP and ApolloG4 University, integrated industry solutions available as either a Packaged Applications or Hosted Applications (ASP deployment model).

**Skills** Extensive experience in Management of wide range of Business Processes, particularly in Finance & Accounting (Banking, Insurance and Corporate Finances). 15 Years of design and development in Oracle environment using Oracle Development Suite (Designer, Forms & Reports), and Java (Oracle JDeveloper).

**Certifications** Oracle ISV Partner, IBM Business Partner, Sun Advantage Partner, HP Business Partner, Intel Premier Partner, RedHat ISV Partner.

**Customers** Europe



SERBIA



**Company**

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www.brezasoftware.com  
Mr Petar Bajic, Marketing and Sales Manager

Production areas

- Development of business process oriented and Web-enabled software solutions using N-tier architecture and Oracle, Java/J2EE and XML technologies; products: BrezaERP integrated business information system; BrezaEAI (Enterprise Application Integration) specific data and business process integration solutions)
- IT Consulting services and knowledge transfer in area of project preparation, specification, design, development, implementation and maintenance;
- IT Nearshore Outsourcing services on software development and onshore consulting services particularly on Oracle Data Base and application performance tuning or technology migration;
- IT professional education services in Oracle Approved international training centre in Belgrade.

Skills	<p>Methodologies: Object-oriented and conventional analyses and design (UML), N-tier software env., Component-oriented development</p> <p>CASE tools: Rational Rose, Together, Erwin</p> <p>DBMS (administration): Oracle</p> <p>Application Servers (installation, configuration, deployment): Oracle Application Server, Jboss, WebSphere</p> <p>Application Development:</p> <ul style="list-style-type: none"><li>• Java, J2EE, C++, Oracle ADF Framework</li><li>• JSP, JHeadStart, JSF, Struts, Tiles, PHP, HTML</li><li>• XML, XSLT, XHTML</li><li>• Web Services</li><li>• Oracle Developer Suite (Forms, Reports, SQL, PL/SQL)</li><li>• Business Objects/Crystal Report, Jasper Reports, FOP</li></ul>
Certifications	<p>Oracle Certified Partner, Oracle Approved Education Provider, SAP Channel Partner</p>
Customers	<p>Germany, Switzerland, Netherlands, Sweden</p>



«Solution for Evolution»

## Company

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Contact person	Mr Dragan Radakovic, General Manager

## Production areas:

- Products: eDocumentus – document management and workflow system; eArchive – scanning, capturing; eDoc Process Editor – XPDL process editor
- Solutions: Document and process flow for government organizations, insurance companies, ISO 9000 procedures  
Workflow solutions based on eDocumentus, Enhydra Shark, Microsoft SharePoint Server, Microsoft Workflow Foundation, Microsoft BizTalk
- Consulting services: Workflow; Document Management, Enterprise Content Management, Process Management
- System integration: FileNet, Microsoft SharePoint Server
- Outsourcing: Custom application development – web applications, rich internet applications, software products development, social networking applications

## Skills

Java SE, Hibernate, Enhydra DODS, Struts, Spring, Webwork, XForms; JSP, JSTL, JSF, Enhydra XMLC, FreeMarker, JasperReports, Enhydra Shark Workflow Engine, Enhydra JaWE Workflow Editor, Enhydra Octopus, JAAS, J2EE, EJB 3.0, JTA  
XML, XSL, HTML, JavaScript, Groovy  
C++, .NET, C#, ASP, ADO.NET, LINQ, Microsoft Presentation Foundation

- IDE: Eclipse Java IDE, Visual Studio
- Application/Web servers: Enhydra, Apache, Tomcat, MS IIS, JBoss, WebSphere, Jonas
- Databases: MS-SQL Server, Oracle, DB2, MySQL, PostgreSQL

## Certifications

ISO 9001:2000, ISO 27001:2005

## Customers

Sun ISV Partner, Microsoft Certified Partner, IBM ISV Partner  
USA, Austria, Greece, Lebanon, Brazil, Serbia

«The POWER of BPM & Document Manage-ment ZONE – PROZONE!»

## Company

## **TINHVAN Software Outsourcing Services JSC**

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Contact

Mr. Dao Quoc Hung – CEO, Mr. Dinh Hoang Long – Account manager  
Mr. Bui Duc – Account manager

Production areas

Software products development

Software outsourcing service

Online services

ERP & consulting

Popular products:

LIBOL – Software for Libraries Management,

TVIS - Web portal tool,

UNION - Software for Universities Management,

HiStaff – Human Resource management

www.Vinaseek.com - Vietnamese search engine

Others

Skills	Platform: HP/IBM/NEC, Windows (2000/XP/2003/Vista), Unix/Linux/Sun Solaris Database: MS SQL, Lotus Approach, Oracle 8i/9i/10g, MS Access/ MySQL, DB2/Foxpro/Sybase Programming language: .NET (C#/ASP.NET/VB.NET), Java (JSP/EJB/Strust/ Servlets), C/C++/Visual C++, VB Script/Java Script/ColdFusion/AJAX, PowerBuilder/Delphi/Assembly, HTML/XML/XSLT Framework: .NET/J2EE/Oracle/Sybase/Others Middleware: COM/DCOM/RMI/RPC, MSMQ/MTS/MSDTC, JMX/JMS/EJB, Weblogic, WebSphere ERP: Oracle, PeopleSoft, JD Edwards, Baan
Certifications	CMM level 3 and ISO 9001:2000
Customers	North & South America: USA, Canada, Brazil Europe: UK, Denmark, Germany, Sweden, Czech, Belgium, France Asia-Pacific: Japan, Singapore, Australia, Korea



«Together we shine»



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