



Business Processes

Market leaders from
**Argentina, Bangladesh, Bulgaria,
Macedonia, Serbia and Montenegro,
Romania and Ukraine**
at

CeBIT

H A N N O V E R
10. – 16. 3. 2005

Hall 4 A02



Patronage

seco State Secretariat for Economic Affairs, Bern

SIPPO

Swiss Import Promotion Programme
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www.sippo.ch

SIPPO (Swiss Import Promotion Programme) is the official import promotion programme under the patronage of SECO, the State Secretariat for Economy of the Swiss government. It supports private businesses in emerging markets and markets in transition that are endeavouring to access the Swiss market as well as markets in the European Union.

SIPPO's services include business branch-related market information, advisory services for products and marketing, promotion in Switzerland as well as assistance at selected European trade fairs.

At the same time, Swiss and EU companies are informed about the requests for contact received from foreign companies and are given support in their search for new sourcing markets, products and cooperation partners.

The aim of this economic and trade promotion is to support emerging markets and markets in transition in their attempts at comprehensive integration into the global economy:

- an increase in the skills of small and medium-sized companies in selected countries in terms of product quality and marketing
- a strengthening of skills and the inclusion of trade institutions and business-branch associations in the trade development process
- an increase and qualification of small and medium-sized companies' trade contacts with the Swiss/EU import economy
- an improvement in the status of information in the Swiss/EU import economy regarding new sourcing markets in the partner countries

SIPPO's programme is a part of Switzerland's development and foreign trade policies. It is conducted complementary to other programmes involved in technical cooperation relevant to trade. Apart from a contribution to the costs by participants in the programme, the programmes are largely financed by the State Secretariat for the Economy, SECO.

Repeated participation at selected international trade fairs is a prerequisite for future success and a major milestone in the trade promotion process.

At SIPPO stand at Cebit 2004 – (Hall 4 Stand A02) 14 selected market leaders from several transition countries are offering you excellent solutions (complete solutions, wide range of software applications, standard and customized solutions, security products and applications) with an outstanding price/performance ratio.

Attractive opportunities for long term co-operations on a win-win basis can be discussed directly with the company representatives.

In the framework of a Win-Win situation for all Swiss and EU companies an efficient solution for identification of new sourcing opportunities is being offered allowing in short and mid terms the increase of the competitiveness of their own products.

SIPPO



www.trado.com

IT Award *Best of TRADO 2005*

Developed and implemented two years ago the online B2B match making platform for IT services and products **TRADO** connected the IT sectors of **Bangladesh, Bulgaria, Lebanon, Jordan, Macedonia, Romania, Serbia and Montenegro, Ukraine and Switzerland.**

The main objectives of TRADO are to offer companies from the IT Sectors in the member countries the opportunity to interact and meet in real time developing business activities and creating mutual opportunities.

Nowadays TRADO units approx. 350 registered user, IT professional domestic and international leaders with an outstanding price performance ratio of their products and services.

Building confidence, thrust and new relationships across the borders, SIPPO is organizing in close cooperation with **simsa**, Swiss interactive media and software association, for the first time the **IT Award *Best of TRADO 2005***.

The jury teams include prominent representatives of the Swiss IT community, bank and insurance institutes, media, universities etc.

This initiative shall lighten the high value and wide diversity of qualitative and innovative IT solutions offered on TRADO and create new opportunities for win-win situations.

The winners of the awards ***Best of TRADO 2005*** and ***Master of TRADO 2005*** will be officially announced in the framework of the Swiss IT show Orbit-iEX, May 25. 2005 in Basel, Switzerland. Numerous networking meetings between IT companies from several countries will be organized by SIPPO.

Detailed information, application form and conditions of participation can be found in the information area for TRADO members.

More information about this online market place and how to use the opportunities offered can be received at SIPPO collective stand Hall 4 Stand A02 during Cebit 2005 or by email bdoytchinov@sippo.ch

ARGENTINA

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Email	info@globalprog.com.ar
Internet	www.globalprog.com.ar
Contact person	Ms Susana Haas
Products	Business Processes, Outsourcing
Customer groups	Industry, Engineering, Trade
Personnel	10
Languages	English, German
Exports	Spain, Switzerland

Globalprog is a small company providing a high quality software development services to several clients. The company develops customized software applications and also offers a ready product SegNet, The application enables emission of statistics of industrial accidents calculating different rates.

Company	HITEC SRL
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Internet	www.hitec.com.ar
Contact person	Mr. Rodolfo Diaz
Products	Software applications for real time measurement and control
Customer groups	Industry
Personnel	18
Languages	English, Spanish
Exports	Spain

HITEC SRL. started their business in 1986 and has a qualified staff specialized in different branches of engineering, metrology and software. HITEC provides with solutions for instrumentation, automatic control, automation, identification and inspection using Vision Systems and offers services for tests and calibrations under accredited ISO17025 quality system.

BANGLADESH

Company	DOHATEC New Media Ltd.
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Internet	www.dohatec.com
Contact person	Ms Luna Shamsuddoha
Products	Web Applications, Database Development, Multimedia and Electronic publishing, Outsourcing
Customer groups	Government, International Organisations, Corporations
Personnel	35
Languages	English
Exports	USA, Canada, Switzerland

Dohatec provides high quality software design and development services to corporations, institutions and government agencies. The company develops customized information systems and provides complete systems analysis, software development, and implementation of solutions to corporate clients in the United States, Canada and Switzerland.

Company	Technohaven Company Ltd.
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Internet	www.technohaven.com
Contact person	Mr. Habibullah N Karim, CEO
Products	Business Processes Outsourcing, Banking Software, Enterprise Resource Planning
Customer groups	Banking, Retail, Manufacturing, Leasing, Reservation and SI industries
Personnel	75
Languages	English
Exports	USA, Nepal, India

Technohaven Company Ltd. started in 1986 as a computer systems vendor but gradually transformed into one of the leading independent ISO 9001 certified software companies of South Asia. In 1994 Technohaven developed the Seat Reservation & Ticketing System of Bangladesh Railway and operate this on behalf of the client until April 2002. Besides, the company has developed centralized online banking system and enterprise resource management system and other enterprise applications. It has business partners all around the globe to serve clients anywhere.

BANGLADESH

Company	LeadSoft Bangladesh Ltd.
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Internet	www.leadsoft.biz
Contact person	Mr. Papias Hawlader
Products	Banking and Financial Applications, Human Resources Planning, Distribution Software
Customer groups	Banks, Government, UN Organizations, Holdings, SMEs
Personnel	102
Languages	English
Exports	EU, Saudi Arabia, Sudan

LEADS Ltd. focuses on business applications for the vertical market, developing applications in the areas of Commercial Banking, Investment Banking, Accounting, Inventory Control, Human Resource, Sales Management etc. LEADS is considered one of the largest Software House of Bangladesh. High quality standard and timely delivery are main reasons behind its success. From paltry 3 Programmers, which LEADS inherited in 1992, it has now a core competent team of about 40 System Analysts, Designers and Programmers. An ISO 9001 certified company.

BULGARIA

Company	Musala Soft Ltd.
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Internet	www.musala.com
Contact person	Ms. Elena Marinova
Products	Custom software development; enterprise application integration; re-engineering, migration
Customer groups	Software companies, IT consultants, Foodservice, Transportation & Logistics, Finance
Personnel	50
Languages	English
Exports	Austria, France, Germany, Netherlands, Norway, USA, Switzerland

BULGARIA

Musala Soft is a software engineering services company specialized in e-Business solutions, information systems reengineering and integration, custom software development, and IT consultancy.

Musala Soft delivers professional services based on extensive expertise and experience in J2EE, Oracle, Microsoft.Net and open source. Reference projects include IBM Tivoli Directory Integrator, sales tracking system for British American Tobacco, web-based Business Intelligence solution for ScaleTools AG, etc.

Musala Soft is an IBM Premier Business Partner for Software, Microsoft Certified Partner, and a member of the Oracle Partner Program. Staff members hold professional certifications from IBM, Oracle, Microsoft, Macromedia, and Sun.

MACEDONIA

Company	Neocom AD.
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Internet	www.neocom.com.mk
Contact person	Mr. Vladislav Popov, GM Mr. Krasimir Petrevski SW dep.
Products	Document management software, workflow management software, core banking/e-banking software, healthcare software, accounting software., solution provider and consulting
Customer groups	Banking, telecom, insurance, healthcare, legal, industries, educational/universities
Personnel	50
Languages	English
Exports	Serbia & Kosovo

Neocom was established in May 1990. Major investment in all these years is investment in training of its professional employees. Implementation of modern technologies and high professionalism of technical employees in accordance with the world standards and criteria, resulted Neocom to become the leading company in Macedonia in the area of information technologies having partnership with leading ICT companies HP, Oracle, CA, Microsoft, Cisco, 3Com, RAD etc.

MACEDONIA

Company's continuous growth in last years resulted with enviab- le financial level, crowned with the new modern business center with more than 7000 m².

As leading IT company in Macedonia, Neocom has the extensive area of business activities: Maintenance and support of hardware equipment, Maintenance, training and support of operating systems, databases and development tools, Designing and produc- tion of integrated computer network and systems, Assembling of personal computers, IT Consultancy, Application solutions for Document Management, archiving, editorial and agency system and integrated banking system.

Neocom was the first company in Macedonia certified according ISO 9001 standard in the year 2000 by LLOYD'S Register for: «De- sign, development, production and service of computer hard- ware and software and information systems».

In the year 2003, Neocom is certified according ISO 9001:2000 standard for «Software Development, Design and System Inte- gration. Services and Sales of Information Communication Tech- nology». NEOCOM's mission is to provide customers with high level of services, equipment and solutions, which will allow bet- ter competitiveness, quality and growth of their business.

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Contact person	Mr. Slavco Angelovski
Products	Banking Software Networking services
Customer groups	banking and other financial sectors
Personnel	110
Languages	Macedonian, English, Serbian, Albanian
Exports	Serbia & Montenegro, Bulgaria, Bosnia & Hercegovina

Pexim Solutions is the leading provider of information techno- logy products and services for the financial world in Macedonia, Serbia and Montenegro, and Bosnia & Herzegovina. Integration of different platforms, communication protocols, applications, banking and computer technology these are all Pexim's advan- tages. As System Integrator, Pexim has implemented a wide ran- ge of turnkey information systems in banks, post offices, in Tele- com and other large organizations. For this very reason, PEXIM is able to offer a complete solution and guarantee functionality of the whole system rather than its individual components. Pexim's dedication to the high quality products and services is confirmed with the ISO 9001:2000 certification.

ROMANIA

Company	ARoBS Transilvania Software
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Internet	www.arobs.com
Contact person	Mr. Voicu Oprean
Products	software development, legacy software main- tenance, business process outsourcing, Micro- soft Technologies, OS/400, offshore software development, e-learning application
Customer groups	Tourism, Distribution, Warehouse Industry, Retail, Direct Marketing
Personnel	35
Languages	English
Exports	USA, Germany, Austria, Norway, Belgium, Spain

ARoBS Transilvania Software is a global provider of software solutions and is specialized in offshore software development for countries in Europe and Northern America. **ARoBS** focuses on developing of internet, intranet and client-server applications for AS/400 IBM, Windows, and UNIX platforms. As well as devel- opment of client/server applications in different fields (medical, economic, management). The ARoBS staff is able to provide ex- pertise in a large range of technologies and programming lan- guages. Companies from Germany, the Netherlands, Switzerland and the U.S. have chosen AroBS as their trusted partner in the software development.

Company	Data Invest Ltd.
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Internet	www.datainvest.ro
Contact person	Mrs. Georgeta Gavrilut
Products	Concept and production of software plat- forms for Geographical Information Systems (GIS)
Customer groups	several
Personnel	15
Languages	English
Exports	SUA, Canada, Germany, Hungary and Bulgaria

Data Invest is a leading Romanian company of IT professionals, with headquarters in IASI, Romania, specialized in designing and creating original software platforms for Geographical Informati-

ROMANIA

on Systems (GIS). DATA INVEST offers GIS software solutions for integrating databases with visual information (maps, drawing photos etc.

The mission of DATA INVEST is to provide high quality and perfectly customizable GIS software solutions.

SERBIA

Company	APOLLO
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Contact person	Mr. Branislav Djurkovic
Products	eBusiness Solutions in Oracle environment, ERP Systems, Internet computing
Customer groups	wide range of SMEs in several sectors
Personnel	15
Languages	English
Exports	EU

Apollo is an independent software vendor established 1992 in Belgrade and specialized in business solutions in Oracle environment. From the beginning the company has maintained technology leadership on the local market, appreciating partnerships with global IT industry leaders such as Oracle, Sun, HP and Intel. The latest, fourth generation of Apollo's flagship product is Apollo G4 eBusiness Suite, set of shared midrange eBusiness applications designed for ASP deployment and «data processing as a service» business model. The production version is released in 2001 and Apollo has started establishing network of local and international distribution and implementation partners. Apollo G4 EBusiness Suite covers SME market in wide range of industries including production, trade, distribution, insurance and higher education. Advanced features, like hierarchical structure of (in)dependent companies with sharing of common data and consolidation of reports and statements, simultaneous multilanguage user-dependent interface, multiple accounting schemes in each company, flexible tax and multicurrency operations, etc, make Apollo G4 also attractive for enterprise market in multinational environment.

SERBIA

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Internet	www.ict-tower.com
Contact person	Mr. Konstantin Savicevic
Products	IT Business Incubator, Software Solutions for the health and education sector, ERP B2B, OpenSource solutions
Customer groups	large IT companies, hospitals, SMEs
Personnel	12
Languages	English,
Exports	Slovenia, USA, UK

ICTT is the first Serbian incubator and business accelerator for supporting companies operating in the field of ICT. Their main goal is to foster start-up development in Serbia through entrepreneurial and professionally managed incubation center. Today, in Serbia, ICTT actively participates in supporting business growth based on knowledge and Information Communication Technologies. Investing in people, ICT related companies, and knowledge, will greatly improve mid to long term economic competitiveness of the country. The incubator creates jobs, revitalizes neighborhoods, commercializes critical new technologies and strengthens local and regional economies. Registered at the Belgrade Commercial Court, ICTT is a Serbian limited liability company.

UKRAINE

Company **eSP & Ukrainian Software Consortiums**
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Products Custom software development, software migration, porting and reengineering, system integration, GIS and remote sensing, information security systems, Internet Solutions, web design and computer graphics, legacy application services, business processes outsourcing
Customer groups Retail, Banking & Financial Services, Insurance, Telecommunication, Manufacturing, Real Estate, Tourism, Entertainment, Computers, High-Tech, Software
Personnel 195
Languages English, German, French
Exports Switzerland, Germany, UK, USA, Netherlands

eSP & Ukrainian Software Consortiums are clusters of top-quality Ukrainian software development and hi-tech companies. Starting 2003, they work in close partnership, providing their customers with highest quality software services and IT solutions.

The **eSP Consortium** specializes in providing professional software services, IT consulting, business process outsourcing and graphic design. They provide full-service software development - from detailing project parameters to testing and quality assurance, utilizing state-of-the-art software and project management tools for the development of the products. By utilizing skilled software specialists and experienced managers from Eastern Europe (with a strong background in programming for the space industry in the former Soviet Union), significant cost savings are passed on to the customer without compromising quality.

The Ukrainian Software Consortium (USC) offers flexible partnership for companies looking for innovative software technologies and aiming to gain competitive leverage from IT

UKRAINE

outsourcing. USC's customers benefit from innovative approaches and strong technology skills, as well as from affordable terms of cooperation. To ensure that customers are provided with competent expertise and the best development resources, the USC structures business in the form of verticals- and technology-focused competence centers. The competence centers model is intended to best integrate development capacity, expertise, and academic resources. Coordinated by managers with strong industry experience, our competence centers provide set of skills and knowledge that suit the majority of corporate IT needs.

Company **SoftServe Inc.**
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Products integrated software development, maintenance of software applications
Customer groups Construction, banking, healthcare, insurance, logistic services transport etc.
Personnel 460
Languages English

SoftServe is a world class software factory that provides offshore software development services to software vendors. SoftServe delivers significant competitive advantages through cost savings and first class software development execution. Development services include development and project management, design, coding, testing and maintenance. Founded in 1993, SoftServe Inc. has become the largest privately funded software development company in the Ukraine.

Since its founding SoftServe has provided development services to more than 70 companies worldwide, executing approx. 300 development projects.



SIPPO

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