



Company profile 2011

Solutions | Services | Support



AGER Business Tech.2011

If you have decided to expand your products and services into Romania, AGER, a privately held company, is ready to assist you in leveraging your investment and enter the market.

Due to it's experience and know-how, AGER has successfully accommodated international brands and solutions in its portfolio.

You will find in AGER a network of high tech resources, sales and technical proficiency, as well as a recognized brand value.

AGER welcomes you to Romania and will be proud to have you as a partner.

Competencies

Microsoft Gold Certified Partner
Silver Volume Licensing
Silver OEM Hardware
Silver Midmarket Solution Providers
Silver Unified Communications
Gold Server Platform

Kaspersky
Value-Added Distributor

HP
HP Preferred Partner

CISCO
Premier Certified Partner
Cisco TelePresence Video Express ATP
Cisco Small Business Specialization

Xerox
Xerox Silver Authorized Reseller

ADC-Krone
Premise Net & True Net

ELO Digital Office
ELO Digital Office Business Partner

Novell
Novell Silver Partner

DELL
DELL Registered Partner

NEC Computers
Authorized Distributor & Service Provider

The largest market in South East of Central Europe

... access to high competencies and a growing market, where the costs are low and the quality is high.



Area

Romania covers an area of 237,500 square km.

Borders

Romania has land borders with Moldova, Ukraine, Hungary, Serbia and Bulgaria.

Capital:

Bucharest lies in the far south of the country on the plains of Wallachia, set between the Danube to the south, and the mountainous region of Transylvania to the North.

Local time

Eastern European Time Zone: GMT + 2 hours

Population: 21.673.300 (July 2004) /

Bucharest: 2,207,000 (2004)

Language: Romanian

Government: Republic

Member of EU & NATO

Currency: Leu (pl. Lei)

Climate: Temperate continental with four different seasons.

Elevation extremes: Black Sea: 0 m - Moldoveanu Peak in the Fagarasi Mountains: 2.544 m

Reasons for doing business in Romania

1. Market: 21.5 million inhabitants, 50% urban.
2. Attractive location: at the junction of three prospective European transportation corridors which allows easy access to the countries of the former USSR, the Middle East and Northern Africa.
3. International agreements (Romania is member of: UE, NATO, UN and other international agreements).
4. Increasing international country rating Functional Market Economy Status granted by FMI, US and EU financial institutions.
5. Market growth: Romania's GDP growth forecast to 1.5% this year.
6. Stability of key economical sectors: financial, leasing, retail, utilities, telecommunications.
7. Romanian IT&C market grew by 6.0% to 8.82 billion euro (\$12.6 billion) - 2010
8. IT&C Government programs – areas of interest: transport infrastructure; environment protection; energetic system; educational and medical sector. Major IT projects required and sustained by UE/NATO.
9. Human resources: well trained IT specialists, multi language speakers.

Services

- # Videoconference and Telepresence
- # Networking and communication
- # IT infrastructure
- # Document Management
- # Outsourcing

Security

- # Security Information Management
- # Security Event Management
- # Access control and physical protection
- # Video surveillance solution
- # Integrated security solution

Software

- # Operating systems
- # Decision tools
- # Business Modelling
- # Security Software
- # Translation Software
- # Open Source Solution

IT&C

Hardware

- # Notebooks
- # Desktops
- # Servers
- # Monitors
- # Graphic Workstation
- # Printing
- # Info-Kiosk

Networking

Consulting

Project Management



Integrated Business Solutions

AGER Business Tech is a Romanian private company, providing IT integrated solutions for Small & Medium Sized Business, Corporate, Government / Public Sector and other integrators.

Since 1995, AGER has grown rapidly, building strategic partnership with international companies, such as: MICROSOFT, NOVELL, NEC Computers International, Kaspersky, Dell and more others, and developing challenging IT projects for large business accounts.

About 60 young professionals works with AGER Business Tech in delivering value added projects for major national companies – small and medium business as well as corporate Government.

As a customer-focused company, we are concentrating our efforts in supporting clients to leverage their IT&C investment.

Besides technology and know how, we add values like open, friendly attitude, respect, innovation, tenacity and dynamism to achieve our customer satisfaction.

Milestones

1995 » Start Up. The Group's first company, AGER BUSINESS TECH, established in January

1996 » The AGER-branded computers were launched in April 1996; the first AGER showroom in June (Bucharest).

1997 » AGER opens Showrooms in Brasov and Constanta. A new business unit is established in order to market IT components, including the AGER's own brand - MERIT (Most Excellent Romanian IT Award). Developed the first international partnership.

1998 » National market researches ranked AGER among top five Romanian IT companies.

1999 » AGER expands its activity towards software development and releases ProfIT. Achieved (and maintained since) ISO 9001:2000 quality standard.

2000 » Starts building integrated IT&C Business Solutions.

2002 » AGER - NEC Partnership; New A level Business Center headquarters, located in the heart of Bucharest's business area.

2004 » New strategic partnership ADC-Krone/ Germany, Microntel / Italy; New market opportunities.

2005 » Mission, Vision and Values redefined. New Logo.

2006-2007 » With a full range of Hardware, Software & Full Professional Services Package and excellent training software programmers, AGER consolidates it's IT solutions integrator position on the Romanian market.

2008 » New partnership: ELO Digital Business Partner

2009 » Achieved Information Security Management System Standard ISO 27001:2000; New partnership: Tandberg

2010 » Major project finished: Special Vehicles Integration.

1995-2010» Social campaigns support: Daruiesti si castigi (Win by giving). Everest, 8848m. Papua, 1000 m adancime.

Our Focus

- ✓ Integrated and ready-to-use solutions.
- ✓ Reliable and strong partnerships.
- ✓ Information, global network and faster decision.
- ✓ New business development.
- ✓ Smart ideas, faster reaction, full covered information.

Our Strengths

- ✓ Team of young professionals experienced in large customized IT&C business solutions, with taking cost-effective management responsibility on technical level as well as sales & marketing level.
- ✓ Entrepreneurial Management
- ✓ Authorized internal information security system
- ✓ Network of business partners in IT&C areas.
- ✓ Full services package from conception to acceptance and implementation.
- ✓ Comprehensive information system and marketing tools for assessing the macro – economic environment as well as specific market segments.

Differentiation

- ✓ One stop shop offer; B2B focused
- ✓ 60 technical people certified in various IT&C areas.
- ✓ Professional offer for professional market: hardware, software, networking, security, authorized service center; training center, financial support – leasing, business assistance.
- ✓ Industry standards: ISO27001, ISO14001, ISO 9001

Brand Identity

More than 10 years of IT&C performance, complete B2B portfolio, Experienced in large accounts and project management.

Resources

Technical: High technological level; IT&C Infrastructure; Online help-desk; Authorized Service; Multi-location; Training Center.

People: High skilled, experienced, trained human resources; Technical & Sales proved capabilities; 30 years average age; Project management expertise.



Integrated and ready to use technologies

A large range of IT solutions for enterprises and organizations

A real industrial know-how: quality and flexibility

A large network of partners

Our professional services are based on business and market analysis to implementation.

Market & Business Analysis

Business Development Management

Sales Management

Sales forecasting and monitoring, as well as sales incentive programs.

Bids & Tenders

Competitive analysis, forward pricing, technical support.

Product Management

Product positioning, competitive analysis and pricing policy.

Major Accounts

Strategic selling, relationship building, customer presentation, evaluation units.

Marketing Management

Development of partner's channel of distribution, monitoring and directing activities, brand development, corporate communications and public relations, product exposure.

Training

Provides pre-and after-sales training, product training, marketing & sales training, management and leadership training.

Hardware, Software & Full Professional Service

Desktop, Mobile, Storage and Servers:

Desktop

Notebook

Storage & Servers

Authorized Service Center

Networking :

CAT5+,CAT6,CAT7 structured networks as EIA/TIA 568

PremisNET CAT5e and CAT6 Certifications.

CAT5e and CAT6 Measurement Warranty.

VOIP systems based on CISCO hardware

VPN, WIFI, Structured cabling & safe data transfer.

Network Configuration – Projection, Cabling

Network Cabling – Communication, Connecting.

Security. Areas covered:

Risk analysis. Security audit.

Consulting and personnel training.

Maintenance and development of the system.

Support and services.

Network Development Process:

Business continuity solutions

Disaster recovery solutions

FTTx security solutions

Design and implementation:

Antivirus protection system – based on Kaspersky products.

Complete service for Windows and Novell platforms (SUSE, OS2, NetWare, Sentinel).

Communications infrastructure based on ADCKrone products.

Control access systems (physical protection), Time and Attendance data Collection, Shop Floor data collection, Time Management.

ELO Document management systems

Value added Services Package

On-Call Service

Subscription Service

Service Level Agreement

Online Help-desk

Access control & intrusion protection

Biometric access control

Video surveillance

Fire detection & alarm systems

Intelligent building management system

Own PC-uri Brand

- SMART - professional PC
- GLITTER - office PC
- WIZARD - workstation PC
- WISE - graphic station
- GLAMOUR - videoconferencing PC
- ADRENALIN - dual RAID server
- BRIGHT - educational PC
- SILVER - gaming station



Enterprise focused solutions from Microsoft
With the primary goal of putting business insight capabilities in the hands of everyone who needs them:

- Operating system Windows Server 2003 and 2008 (AD, DHCP, DNS)
- Exchange 2007 and Exchange 2010
- Network management
- Unified communication



Value-Added Distributor

Anti-Virus, Anti-Trojan, Anti-Spyware solution
Our business solutions provide world-class anti-malware protection and offer a new, High Value approach to business IT security for companies of all sizes.

- Kaspersky Open Space Security
- Kaspersky Targeted Security solutions



Small Business solutions

- Routers and Switches
- Security and Surveillance
- Voice and Conferencing
- Wireless

TANDBERG

TANDBERG is now part of Cisco.



Video Conferencing Systems - From screen-based video communication systems to products that transform and enhance your existing communication environments, you'll find a solution to meet your needs.

Telepresence solutions, video systems and network infrastructure - Because one size does not fit all, TANDBERG offers the broadest product range in the industry.

Preferred Partner



Services, servers, laptops and desktops

Blade servers, x86, Windows®, Linux, UNIX and high capacity servers



Office Equipment

Print, copy, scan, or fax your best work with color printing solutions to fit any office budget



ADC True-Net & Premise -Net

ADC, now Tyco Electronics, is a world leader in providing global network infrastructure products and services that enable the profitable delivery of high-speed internet, data, video, and voice services to consumers and businesses worldwide.



ELO Digital Office Business Partner

ELO develops software solutions, which will support you by digitising your paper-bound workflow. The digital management from corporation information with ELO creates a better infrastructure for safer, faster, effective and economical business processes. ELO Enterprise-Content-Management-Technology possesses functionalities for effective management, quick applications and secure control over information beyond your entire life time cycle.



Systran – Translation Software

SYSTRAN is the market leading machine translation solutions provider. The company's advanced language translation software helps enterprises and individuals communicate more effectively in multiple languages.



Authorized Distributor and Service Provider

Technical assistance and maintenance services
NEC dedicated sales team
Desktop, Mobility, Servers & Storage



AGER - Novell® Silver Partner

helping people and technology work as one, while helping businesses reduce the cost, complexity and risk of computing on any platform.



From the desktop to the datacenter, Dell can help you find the answers you need. Services, solutions and technologies to help you address current needs while preserving your IT investment and maximizing your future growth.



Prometric is the recognized global leader in technology-enabled testing and assessment services. In fact, they invented the industry.



Major Projects

Ministry of Administration and Interior - Integration of police special vehicles (forensic, surveillance, anti-terror etc).

In order to create a swift and operative informational flow and considering international cooperation between the Anti-Terrorist task forces, Mobile Crime Labs and Mobile Laboratories have been built. The special vehicles were equipped to satisfy the needs of field work and also the need of swift information exchange required by the Schengen space. A prototype was created for each batch of special vehicles. The prototype came fully equipped and, based on the recipient's approval, became the archetype.



The necessary endowments for the Mobile Crime Labs and Special Vehicles (Software, Specific equipments etc) have been contracted from worldwide famous brands like Mercedes, Mazda, Porsche, Dacia, Foster & Freeman, Panasonic, Sony, Canon etc

Most vehicles have been completely overhauled in terms of car body and electrical installation. Specific equipments have been integrated and homologated, also benefitting from assembly, storage and security the entire period of integration, equipment and vehicle insurance while installed and homologated, the warranty being maintained although the car body and electrical installation were modified

Health Sector

Opportunities within the sector are influenced substantially by national governmental policies, advances in healthcare delivery and technology. AGER



Business Tech manage to face the challenges and provide architectural, design and infrastructure solutions for medical units of different sizes, from the level of specialized clinical department to large hospitals, both civilian and military projects. Most of these projects were undertaken in partnership with STERIMED and financed by the World Bank, coordinated by the Project

Management Unit within the Ministry of Health.



They also trust AGER Business Tech

Romanian Border Police - Integration of special purpose vehicles.

Cernavoda Nuclear Power Plant - Network expansion & storage equipments upgrade. Communications infrastructure security.

SN NuclearElectrica SA - Microsoft Infrastructure & Licensing.

American-Romanian University - Printing equipment.

RATB -Bucharest Public Transportation - Microsoft licensing & Hardware equipment (PC & server).

ANAF, API A - High capacity printing equipment. ANIF - Hardware.

Government and Non-government Institutions

Ministry of Defense
 Ministry of Justice
 Ministry of Communications and Information Security
 Ministry of Administration and Interior
 Ministry of Tourism
 National Bank of Romania
 General Directorate for Big Tax Payers Assistance
 Central State Office for Special Problems (OCSPS)
 Romanian National Television
 Giurciu Municipal Council

Energy Sector

Cernavoda Nuclear Power Plant
 Hidroelectrica
 Turceni Energetic Complex
 National Uranium Company

Services

Rominvent
 Intact Publishing
 Media-Pro Group
 Medlife
 MIT Motors International
 Coface Romania
 ROMATSA

Educational Sector

Babes-Bolyai University
 Petru Maior University
 Gheorghe Asachi Technical University
 A.I. Cuza University
 Bucharest University
 Academy of Economic Studies

We would be delighted to discuss with you a
partnership that will
enhance our business.



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