IBA Group

We develop and integrate custom software,

implement vendor and proprietary solutions,

and offer technical support, and consulting.

IBA GROUP

2022

Agenda

IBM newspaper features IBA programmers

IBM establishes IBA in 1993 in Belarus

IBA was founded in 1993 as a three-way partnership between IBM Corp. and the two leading Belarusian IT enterprises. In 1999, IBM withdrew as a part-owner of IBA, however, it remains a strategic business partner. IBA was intended to complement high skills of local professionals in software development with advanced technology and solutions provided by IBM.

IBA Headquarters in Minsk in 1993

Who We Are Now

_1 **25+ years of experience in IT**

_2 **2800+ IT and business professionals**

_3 **Offices in 12 countries, 11 Development Centers**

_4 **Partnerships with leading IT providers**

_5 **Proprietary products and solutions**

Our Team

94%
university graduates
(MS & BS)

97%
professionals speak
at least one foreign language
(two FL — 20%)

Our employees come from different countries and have diverse backgrounds. We often have grey-haired gurus and young developers working on the same project.

We believe that only by combining innovation and experience we'll be able to fill the gap between the legacy of the past and innovations of the future.

Adequate Balance of Experience, Maturity, and Innovation

34% of employees came to the company within **the last three years.** Many of them are university graduates who finished IBA courses. They bring a fresh approach and innovation to every project.

29% of employees have been already employed with IBA from **three to ten years.** They have sufficient experience and are open to changes.

32% of employees have worked in the company for **more than 10 years**. Most of them started their career at IBA.

Adequate Balance of Experience, Maturity, and Innovation

30% of our employees are women.
They are of different age and professions and they all share motivation and strive for perfection that is common to all IBAers.

5% of our workforce have more than 20 years of IT experience.
We are proud to work next to IT pioneers. They provide the stability and unique expertise that is hard to find elsewhere in the world.

Structure

We blend organizational patterns to better serve customers' needs

Customer

IBA Group Board

IBA Group CEO

Sergei Levteev
Chairman of the Board of Directors, CEO IBA Group. Sergei Levteev has been IBA CEO since the company's inception in 1993.

Sales & Marketing

Quality Management

Information Security

Tech Support

**Project Teams
from Belarus, Czech Republic, Slovakia, Bulgaria, Kazakhstan**

Facilities

IBA Group Campus at Belarus High Tech Park in Minsk:

- office buildings
- data center
- fitness center

Facilities

IBA Group Campus at Belarus High Tech Park: office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel

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IBA Group Campus at Belarus High Tech Park: office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel   Czech Republic — Prague, Brno, Ostrava

Facilities

IBA Group Campus at Belarus High Tech Park:
office buildings, data center, fitness center.

Development Centers in 6 countries

Belarus — Minsk, Gomel

Czech Republic — Prague, Brno, Ostrava

Slovakia — Bratislava

Kazakhstan — Nur-Sultan

Bulgaria — Burgas

Poland — Wroclaw

Facilities

Open space

Conference hall

Facilities

Fitness center: Russian pyramid tournament

Fitness center: tennis tournament
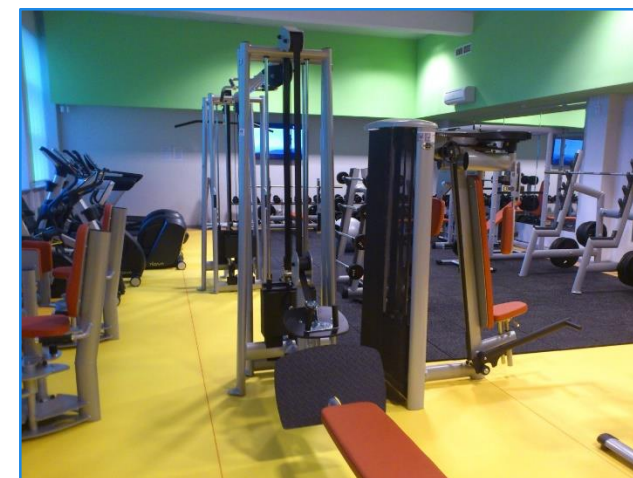
Gym

Physical Security

IBA Group hosts development, testing, and production systems at IBA Data Center. It's a two-storey secured building with a total area of about 1,000 square meters. There are 64 server racks in the equipment room and 8 racks — in telecommunication rooms.

The heat generated by the data center equipment is used to heat IBA Group's Sports and Fitness Center

Physical Security

High availability: infrastructure is redundant.

Power safety: two independent power supply circuits.

Fire safety: fully automatized CO_2 control system to prevent short circuits and equipment damage.

Protected perimeter: full perimeter security with CCTV control, physical barriers, strong identity access control, and 24/7 guards monitoring.
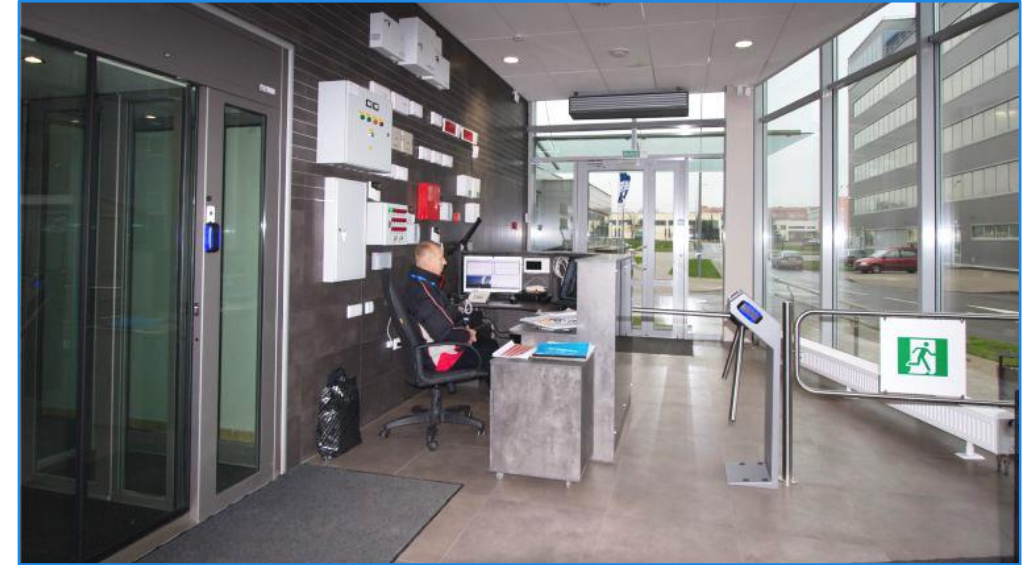
IBA Group's buildings at Belarus High Tech Park meet IBM's physical security requirements

Cyber Security

Perimeter control with **Check Point NextGen** firewalls.

Intrusion detection and prevention Sanbox and Antibot protection.

Anti-spam and anti-malware protection.

Secured **VPNs** with customers, strong encryption and vulnerability control.

Security monitoring events by our **CyberSec team.**

Security incidents control and investigation.

Isolated disposable virtual subnetwork for every project. Designated cloud with IBA Data Center.

Compliance with **ISO 27001.**

Compliance with IBM ITCS104 and IBM ITCS300, which is identical to SOX

Quality & Compliance

CMMI® Level 4 Maturity.

DIN EN ISO 9001:2008 for research, design, development, production, integration, installation, customization, and maintenance of software and automated information systems.

ISO/IEC 27001:2013 for information security.

ISO/IEC 20000-1:2012 for support and development of software solutions.

ISO 14001:2004 for environmental management.

OHSAS 18001:2007 for occupation safety and health.

2010 EMV™, global standard for credit and debit cards based on chip card technology.

Who We Work With

IBM

Standard Bank

GOODYEAR

Hapag-Lloyd

FUJITSU

Long-Established Customers

1993

Long-Established Customers

IBM	**1993**
Standard Bank	**2000**
GOODYEAR	2005
Rockwell Automation	**2007**
FUJITSU	**2009**

Long-Established Customers

IBM | **1993**

Standard Bank | **2000**

GOODYEAR | 2005

Rockwell Automation | 2007

FUJITSU | **2009**

Hapag-Lloyd | 2011

T··Mobile· | **2012**

O₂ | 2014

We Develop Software Onsite, Nearshore, and Offshore

Implemented 2 000+ projects in 5 continents for customers from 40+ countries

Europe

Austria	Ireland
Belarus	Italy
Belgium	Latvia
Bulgaria	Luxemburg
Croatia	Netherlands
Czech	Poland
Republic	Portugal
Denmark	Romania
Finland	Russia
France	Slovakia
Georgia	Slovenia
Germany	Spain
Great Britain	Sweden
Greece	Ukraine
Hungary	
Iceland	

Asia

Azerbaijan
China
India
Israel
Japan
Jordan
Kazakhstan
Kuwait
Kirgizia
Saudi Arabia
Turkey
Turkmenistan
UAE
Uzbekistan

America

Canada
Mexico
USA

Africa

Nigeria
Zimbabwe
Republic of South
Africa

Australia & Oceania

Australia
New Zealand

Feedback from Our Customers

IBM

"I have appreciated the partnership that we have had with IBM which for me started about 15 years ago. Your team has proven to be skilled and dedicated to our mutual success. Thank you!"

John Worthmann
Business Area Manager, IBM USA

Rocket

"I want to extend my appreciation to the entire team for the tremendous efforts and focus on the critical areas of deliveries. The teamwork and the rallying around such essential business objectives was nothing less than impressive. Excellent job by all very much appreciated."

Steve Fafard
Product Manager, Rocket Software

Rockwell Automation

"I am very impressed with IBA's ability to provide very good candidates within a few business days. Overall a very good and professional working relationship."

Jochen Le Large
IT Director for the EMEA region, Rockwell Automation

Hapag-Lloyd

"Thanks to IBA Group for the good and trustful collaboration in the last years."

Bastian Doelle
IT Service Manager, Hapag-Lloyd

What We Do

IBM & Mainframe

RPA / ML / AI

Business Intelligence

SAP

Cloud

Internet of Things

IBM
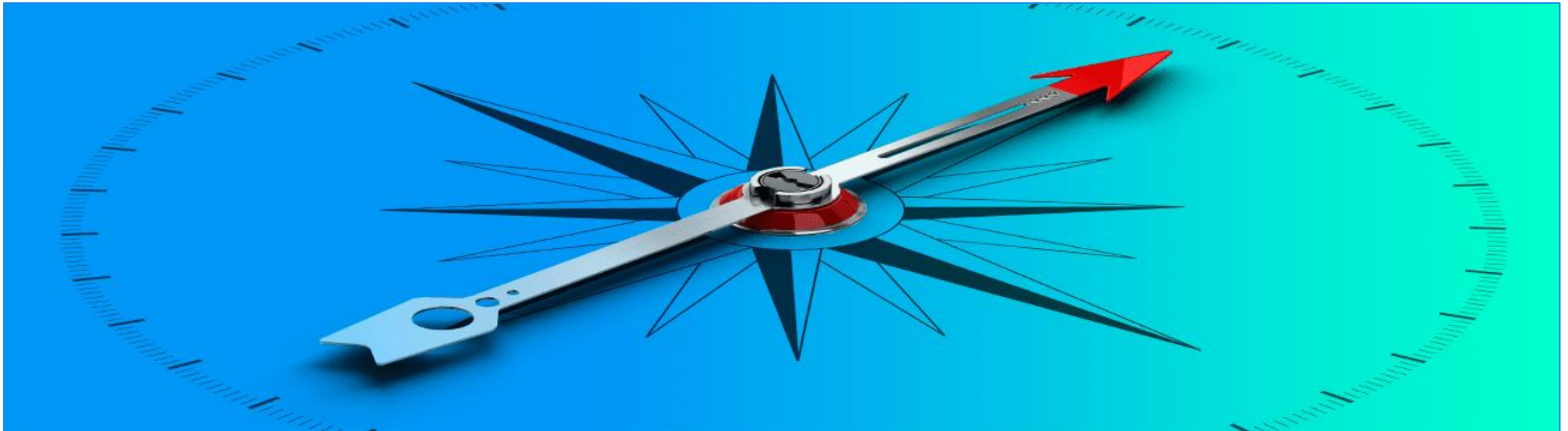
IBA is authorized as a Reseller, Value Added Reseller, Service Provider, Support Provider, Developer/ISV, and Accredited Business Partner

Where we can help

Analytics
Automation
Blockchain
Cloud
Internet of Things
IT Infrastructure
Mainframe
Mobile
Security
Supply Chain

IBM Technologies We Work with

WebSphere
InfoSphere
Watson
IBM Cloud
Red Hat
DB2
SPSS
Cognos
Hyperledger

Platinum Business Partner

IBM

Expert
Cloud Integration & Development

Specialist
Collaboration Solutions
Hybrid Data Management
Security Operations & Response

Authorized Channel Value Rewards
Advanced Analytics
Financial & Operational Performance Management
IBM XaaS - Entry

Authorized Systems and Storage
IBM Z
Power Systems
Storage

IBM partner since
1993

900+
professionals working on ongoing IBM projects

IBA GROUP

Mainframe

Full Cycle: system installation, configuration, and administration.

Remote and 24/7: production support and disaster recovery.

Optimization: system, database, and application performance.

Multiplatform: development of enterprise solutions.

Integration: data, ETL, and warehousing.

Transformation: green screen applications to web GUI.

Product Development: mainframe tooling area.

Deployment: SOA, BPM, and Cloud.

Migration: business applications and databases.

z/OS	BS2000/OSD
z/VM	Linux on z Systems

Platinum Business Partner IBM

25+
university graduates join
our mainframe team every year

400+
mainframe professionals

IBA GROUP

DevOps

What We Can Do for You

Consulting

End-to-End Development

How we do it

Assess current environment | Develop MVP

Conduct onsite workshop | Implement new features

Do value stream mapping | Scale pipeline

Design pipeline toolkit | Provide support 24/7

52%
more efficient
mainframe management

42%
faster application release

Source: The Business Value of the Connected Mainframe for Digital Transformation, IDC White Paper, December 2016

SAP

We have more than 5,000 man-years of the overall experience in SAP solutions

1996
partners with SAP

450+
SAP certificates

300
SAP professionals

Areas We Can Help

Enterprise Digital Core
SAP S/4HANA

Enterprise Performance

Customer Experience

Human Capital

Master Data

What We Can Do

SAP S/4HANA migration & assessment

SAP S/4HANA development
(ABAP & Fiori)

Full cycle implementation & rollout

Shared SAP support

Solution integration

SAP **Gold Partner** ™

SAP® Recognized Expertise
Oil and Gas

SAP® Recognized Expertise
Travel and Transportation

SAP® Recognized Expertise
Utilities

SAP® Recognized Expertise
SAP HANA®

SAP® Recognized Expertise
SAP S/4HANA®

SAP® Recognized Expertise
Enterprise Planning

SAP® Recognized Expertise
Real Estate Management

SAP® Recognized Expertise
Data Management

SAP® Recognized Expertise
Telecommunications

RPA

120+	**4–8**	**83%**
certified RPA and ML specialists	weeks to integrate a robot into your system	reduction in manual effort

What we can do

Consult and assess project feasibility.

Develop solution architecture.

Create robots and activate ML algorithms.

Integrate and deploy smart RPA platform.

Train and Support your team.

Help set up your own center of excellence.

How we do it

Select business process for automation.

Define user and business requirements.

Redesign and optimize business process.

Develop RPA workflows.

Hypercare for at least two weeks.

All figures are based on IBA Group's sample of 100 RPA projects, 2016–2020

Cloud

What We Can Do

Develop solutions.

Customize your software for cloud.

Deploy applications in cloud.

Migrate corporate systems to cloud.

Provide cloud-based backup.

Where Else We Can Help

SAP HANA Cloud Platform

Open Source Platforms

24/7

support

**We developed our own cloud platform
ICDC Open Source Hybrid Cloud**

Business Intelligence

Focus Areas

Predictive & Prescriptive Analytics

Data Warehousing, Data Integration

Enterprise Performance Management

Vendors

IBM

SAP

Qlik Q

tableau

ORACLE

WebFOCUS

Open Source

Grafana

kibana

pentaho

TIBCO Jaspersoft

BIRT

JS frameworks

What Our Solutions Can Do

Spot business trends & patterns.

Predict likelihood of events, develop forecast models.

Visualize analytical results, produce consolidated financial reports.

Plan and forecast performance, manage business processes by KPIs.

Detect fraud.

200+
certified in major
BA, DWH, and EPM platforms

100+
completed projects

Internet of Things

What We Can Do

Collect, transform, and load data from IoT devices.

Visualize sensors, devices,and industrial equipment.

Process and analyze data.

Simulate hardware devices and sensors.

Create tools for IoT developers.

IBM Watson

IBM **Cloud**

GE **PREDIX**

thingsboard.io

APACHE **Spark**™

aws   jupyter

10+
years in IoT-related areas

10+
major projects completed

Our Solutions

t-rail

AGRONOMX
Grow more! Spend less!

IBA AFC

Digital Twins

r-Tube

IBA
GROUP

We Develop Our Own Solutions

_1   **Products**

_2   **Hardware & Software Solutions**

_3   **Research & Development**

Development of Proprietary Products

Goods Checker is an AI-ecosystem for automating merchandising processes: developing the display of goods and routes, analyzing SKUs on store shelves, comparing the actual display against planograms.

https://goodschecker.com/

>93%

recognition accuracy

tapXphone is an app that turns your NFC smartphone into a POS Terminal. Using a smartphone, companies accept payment for goods and services with proximity bank cards or other contactless payment devices: watches, bands and rings.

http://tapxphone.com/

Development of Proprietary Products

ICDC.IO

IBA Cloud Platform (ICDC) is a cloud-based software development solution with built-in version control, task management, code review, CI/CD tools.

Platform services: Compute, Openshift, Storage, Disk, DevOps, Compliance, Artifactory, etc.

https://icdc.io/

7040
vCPU

EasyRPA

EasyRPA is an implementation-first Robotic Process Automation platform, designed for the development, deployment, running, and monitoring of modern software robots.

EasyRPA robots can support data extraction, data transfer and system integration, data conversion and verification, ERP and CRM access, data analysis and report generation. There is no visual editor with flowcharts in EasyRPA, thus, there is no limitations in development and modification of software robots.

https://easyrpa.eu/

<5
automated processes with no license fee

Development of Hardware and Software Solutions

IBA AVM

Automated Fleet Management System.
Designed for operational dispatching and control of passenger transport. The system also informs passengers about the estimated time of arrival of vehicles at stops.

6200+

units of transport In Belarus

The winner of European IT & Software Excellence Awards 2015

IBA AFC

Automated Fare Collection System.
Designed for fare collection, and control, sale and replenishment of electronic travel documents, sale of single-use tickets, as well as collection and analysis of statistical information on the operation of public transport.

1,000,000

transactions per day

The finalist of 2015 European Outsourcing Association Awards

Development of Hardware and Software Solutions

t-rail is a monitoring system that provides 24/7 remote monitoring of the temperature of continuous welded rails and notifies users when critical conditions occur.

r-tube is an IoT solution for continuous condition monitoring of the insulating layer of heat network pipelines. This will improve the structure of operation of heating networks.

Temperature sensor

Base station



Weather station

Pipeline monitoring today

We invest in Research & Development

Vise helps to find defects in overhead power lines using computer vision and drones.

Machine learning to measure body temperature. The hardware and software system automatically determines the temperature of people, checks for masks, detects forgotten things.

Computer vision to identify cafe visitors and determine their emotions. The solution assists in speeding up the service and assessing its quality.
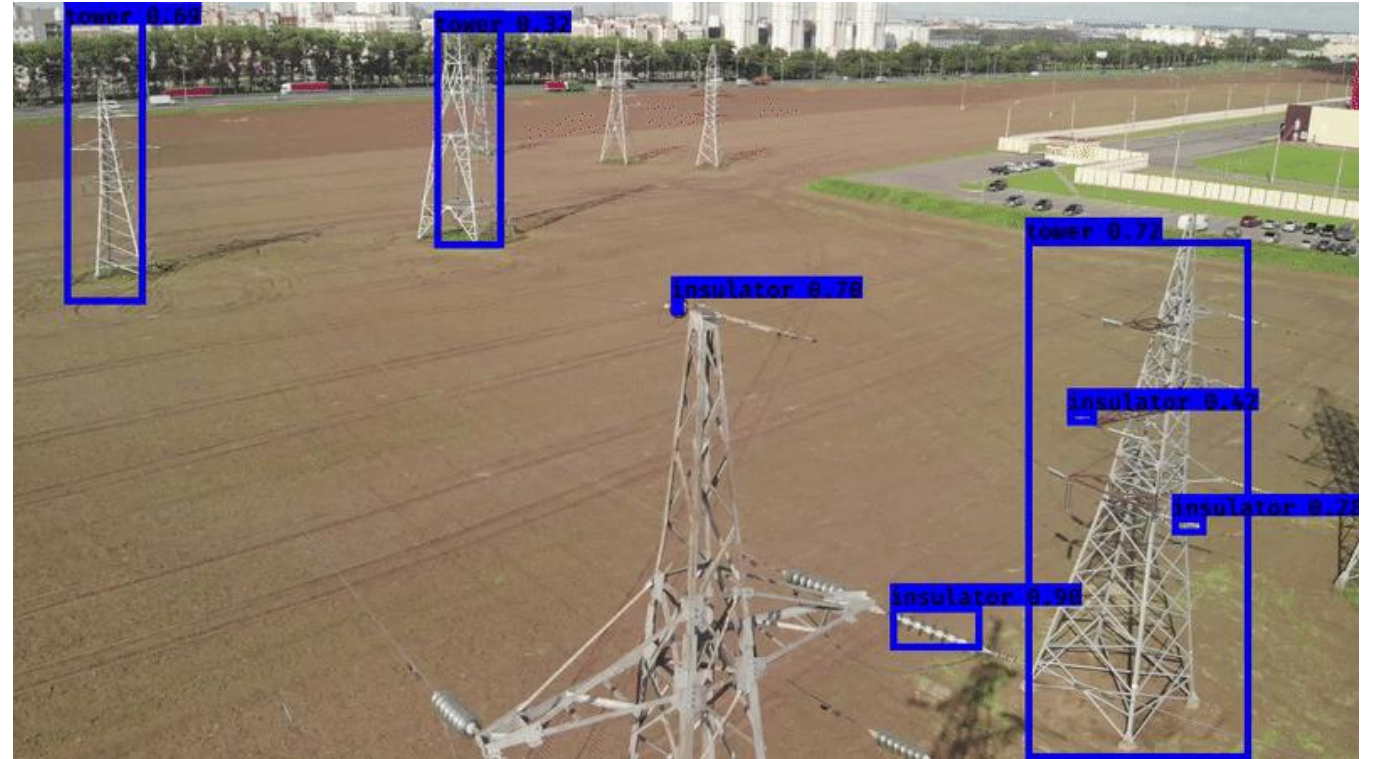
Vise computer vision identifies defects on power lines

We invest in Research & Development

Digital twins for municipal and infrastructure facilities: railway terminal, port, container yard, buildings.

Voice Assistant for car inspector improves the quality of inspections, reduces their duration and improves the working conditions of a specialist at a maintenance depot. Now the car inspector "articulates" information which is converted into text and automatically entered into the "trouble report log".

Railway terminal digital twin

Key Partners

International Awards

THE BEST OF THE GLOBAL OUTSOURCING 100
The Global Outsourcing 100 annually publishes a ranking of the leaders in the IT industry. Top 100 in 2021, 2020, 2018–2013, 2011, 2010, 2008, 2006

SOFTWARE 500
Software 500 is the ranking of the world's software developers by Software Magazine, one of the most authoritative publications in the global IT industry. Top 500 in 2017–2010, 2008

EUROPEAN IT & SOFTWARE EXCELLENCE AWARDS
European IT & Software Excellence Awards reward excellence in software development among European IT and telecommunication solution providers. Top in 2021-2017, 2015-2014, 2012-2011.

#1 IT EUROPA'S AWARD
European IT & Software Excellence Awards rewards best application solutions for business. Leader in various nominations in 2019, 2018, 2017, 2015, 2014, 2013

Lets' talk

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