

**I-TECO**

# CORPORATE INFORMATION

Turnover in 2012:  
21,5 bln rubles  
(27% growth)

More than  
16 years on  
Russian IT-market

13 Regional  
offices

Represented in Ukraine  
Kazakhstan, Uzbekistan,  
Azerbaijan, Belarus

## YOUR CONFIDENCE IS THE BASIS OF OUR REPUTATION

I-Teco is one of the leading IT companies in Russia, which provides services in the following fields: systems integration, infrastructure solutions, service support, outsourcing, information security and consulting.

Every year we realize thousands of projects for more than 600 companies and organizations in Russia and CIS. Our partner network includes almost all of the worlds' leading manufacturers of hardware and software. Multibrand approach allows company to create custom integrated solutions for each client in any field of businesses automation.

The quality management system of I-Teco company is certified in compliance with the Russian standard GOST R ISO 9001:2008; IT services management system – in compliance with ISO/IEC 20000-1:2011; information security management system – in compliance with ISO/IEC 27001:2005.

### OUR ADVANTAGES:

- Multibrand approach
- Strong engineering base
- High skilled team
- Advanced design culture
- Non-pipelined approach in project realization
- Solutions development is based on customers' needs and resources
- Ability to smooth integration with the existing IT landscape
- High level of mobility
- A set of unique practices, expertise and technology solutions

## RATINGS

- **TOP-3** largest IT vendors for banks (CNews Analytics, Digit.ru)
- **TOP-3** largest IT vendors for HCM (Tadviser)
- **TOP-3** by sales revenue on the IaaS market (J'son & Partners Consulting)
- **TOP-10** largest suppliers of SaaS in Russia (CNews Analytics)
- **TOP-10** largest IT consultants in Russia (Dengi Magazine)
- **TOP-10** largest system integrators in Russia (CNews Analytics)
- **TOP-10** leading IT companies in Russia (CNews Analytics)
- **TOP-10** largest companies in the field of information and communication technologies in Russia (Expert RA)
- **TOP-15** leading IT companies in Russia (CNews Analytics)
- **TOP-200** private companies in Russia (Forbes)
- **TOP-400** largest companies in Russia (Expert RA)
- **TOP-5** largest commercial Data Centers of the Moscow Region (IR Sovremennyje Telekommunikacii)
- TrastInfo is one of the largest data centers in Russian Federation (CNews)

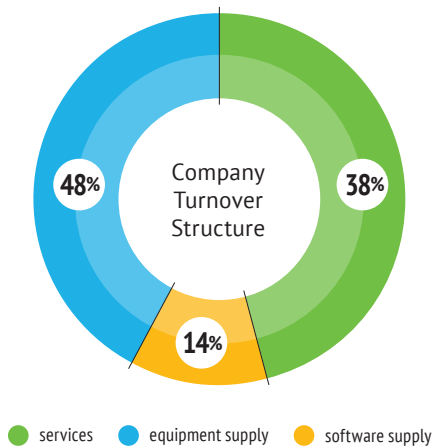
## TEAM

- 2150 employees; 750 engineers, 500 consultants, 400 analysts;
- 1700 certificates confirming the professionalism of the team, including those unique to Russia: the first and unique in Russia status VMware Certified Design Expert, Certified Data Center Design Professional — CDCDP, Accredited Tier Designer or Uptime Institute.

## MANAGEMENT TEAM

- Company President Shamil Shakirov has numbered among the **TOP-100** Business Leaders of Russia as one of the top senior leaders in the IT (Kommersant Publishing House).
- Chairman of the Board Alexey Remizov has numbered among the **TOP-10** most authority heads of IT company in Russia (CRN/RE rating).
- Company President Shamil Shakirov and Chairman of the Board Alexey Remizov have numbered among the **TOP-25** best IT company managers in Russia (CRN/RE rating).
- Vladimir Lvov, Aleksey Kuzin, Igor Portretny — at the **TOP-5** of the Best Directors in the field of information technologies in Russia (Kommersant Publishing House)

## YOUR ISSUES — OUR SOLUTIONS



### SECTOR-BASED EXPERTISE

Many projects carried out by I-Teco represent the deployment of solutions which meet the needs of specific economic sectors. The accumulated experience and knowledge base allow the company to serve customers as a single source of the full range of IT services. They also allow to customers to reduce the cost of development of information systems. Below are the most significant projects of the recent years:

- Russia's largest integrated project for the development and deployment of the IT asset management of the Federal Treasury (2000 divisions across the country). Implementation of hardware management platform for automated systems in all regional offices of the Federal Treasury (more than 80 locations).
- Upgrade and technical re-equipment of establishments and organizations of Federal Service for Hydrometeorology and Environmental Monitoring.



### TRUSTINFO DATA CENTER

The largest commercial Data center TrastInfo was designed, built and put into operation in secure facilities in Moscow and has 24x7 availability. This is the largest investment project of a private company in the field of construction of the data center and cloud services for corporate clients and small businesses. Below are the main characteristics of the data center:

- The level of service accessibility due to the standard ANSI/TIA-942-2005

Telecommunications Infrastructure Standard for Data centers is Tier III+: general level of hardware availability is 99,982%, maximum allowable downtime is 1,5 hours of a year, redundancy in all critical systems.

- Area — 4500 sq m, 1000 server units, server capacity — 50 000.
- The total capacity of computer rooms is 8000 kVA.
- Direct communication channels are up to M-9 and M-10.
- The capacity of fiber-optic lines is more than 10 Gb/s.

- Development of the banking front-end system and various modules of information systems for a number of the country's largest credit institutions: Sberbank RF, VTB, Russkij Standart.
- Implementation of the standard IT system of the Uniform State Register of Rights in all Russian regions, the creation of public services portal for the Russian State Register.
- Modernization of custom authorities' information systems for the Russian Federal Customs Service: creation of full-featured integrated components of the Unified Automated Information System (SAIS) to computerize key custom processes.

## INFRASTRUCTURE SOLUTIONS

- Creation of the cloud service to maintain the Corporate information Management System of MSRK Center at Data center TrastInfo.
- Design and implementation of the IT infrastructure of the branch network for the bank Sviaz-Bank
- Designing and implementation of a fail-safe virtualization environment in the data processing centers of Rosbank, VTB-Strakhovanie, Severny Bank of Sberbank RF, SMP-Bank Turnkey building of the Data center for MDM bank and Nacionalnyj Reservnyj Bank.
- Creation of a fail-safe file storage with multiple domain access in the Central Office of Sberbank RF.
- Installation of the system of the State cadastre of communication

- 2 circuit protection.
- Currently the hybrid cloud contains 5 000 virtual machines.

Major Russian companies cooperate with TrastInfo: Sberbank, VTB, Rosselkhozbank, Standard Bank, Rosatom, Severstal, Norilsk Nickel, RUSAL, Transaero, Nordea, Svяз-Bank, SME Bank; leading telecom-providers: RTComm.RU, VimpelCom, MegaFon, Scarlett, MTS; government structures, including Federal Treasury, Rosreestr, FTS; major IT-vendors and integrator: IBS DataFort, Lanit, Tieto, IBM GlobalServices. Direct and indirect users of data center

objects in Uzbekistan on request of the state unitary enterprise Unicon UZ.

## CONSULTING SERVICES

- Creation of Russian national standard for IT Service Management IEC 20000:2010.
- Creation of Technology Management Center of Moscow suburban railway complex, the branch of OJSC Russian Railways.
- Implementation and support of personnel management system based on SAP HCM for X5 Retail Group holding (all branches with about 80 thousands employees), for TNK-BP, Mercedes-Benz RUS, Sibneftegaz, FC Uralsib.
- Creating of the unified business standard of company management, creating of standard industry information system for management of financial and economic activities in the largest Russian industrial companies including MMC Norilsk Nickel and Severstal (7 business segments and 20 geographic locations).
- Preparing of TBinform and 11 Sberbank's regional banks for certification for compliance with the requirements of the Russian standard ISO 20000.
- Development and implementation of the unified standard of information processes management for TNC Kazchrome.

services are hundreds of companies all over the world.

The uniqueness of the TrastInfo — in the complex approach to the support of the IT-infrastructure: I-Teco offers the widest choice of data-center services: from placement and provision of equipment and channels of data transmission in rent up to complete control of working capacity of the IT systems by support service SC I-Teco, including the provision of equipment, software, services for the monitoring and maintenance of accessibility, development of recovery plans.



## PARTNERSHIP

- One of the leading HP Preferred Partner in Russia. Holder of NonStop solutions and special awards for HP P9500 storage system promotion, HP Integrity Superdome 2, HP BladeSystem. Partner of HP Excellence Award 2013 for the impressive growth of the business in EMEA
- Premier Partner: IBM, EMC, VMware, Blue Coat, Tipping Point.
- Platinum Partner: Oracle, Symantec, Lenovo, NetApp (the only one authorized professional service partner in Russia and NetApp Excellence in ensuing customer success award holder).
- Golden Partner: Microsoft (Microsoft Country Partner of the Year in Russia 2012), Citrix, Cisco, Printronix, Fortinet. Status Cisco ATP — Identity Services Engine Partner (2012), Cisco Channel Customer Satisfaction Excellence.
- SAP AG certified partner of 3 highest levels: SAP Hosting Services Partner; SAP Cloud Services Partner и SAP Application Management Services Partner. Certified by Partner Centre of Expertise in SAP ERP and SAP Business Object (2012).
- Silver Partner of ABBYY, Avaya, Check Point SoftwareS-Terra.
- First in Russia certified Qualified Partner of companies VCE (Virtual Computing Environment) and CommVault Authorized Partner.
- Certified partner of SAS, Directum, EMC Documentum, Schneider Electric, ThinPrint, Loxon.
- Partner level Select of Fujitsu Technology Solution.
- Elite Partner of the company Quest Software, McAfee SecurityAlliance, PacketSentry and Preferred Partner of Dell.



## CLOUD TECHNOLOGIES

I-Teco is the first company on Russian market that promotes hybrid cloud on integrated cloud IBM platform based on its own data center TrastInfo.

I-Teco cloud solutions include most popular and needed services: IaaS, PaaS, SaaS. One of the first Russian stores of SaaS-solutions launched on the base of TrastInfo – *i-Oblako.ru*. Own unique services are presented here (I-Teco OpenStack Cloud, I-Teco Service Desk, I-Teco Enterprise Cloud, I-Teco CloudOffice), sector partner solutions and main SaaS services producers for SMB (Google Apps, 1C, Office 365 Microsoft).

[www.i-oblako.ru](http://www.i-oblako.ru)

## BUSINESS-INTELLIGENCE

I-Teco improves competences in such areas as business intelligence, data storage, budget management automation and financial consolidation, systems of enterprise search and knowledge discovery.

Since 2009 the group of companies I-Teco includes the company BI Partner which offers a full range of services related to implementation and operation of analytical information systems: from resolving of basic problems of data integration to analytical reports and systems. Below are some of business intelligence projects carried out by I-Teco:

- Development, deployment and launch of commercial operation of complex data-processing system of patent search PatSearch the Federal Institute for Industrial Property of Rospatent for which ensures simultaneous work of more than 1000 experts with 5 languages.

## INFORMATION SECURITY

The high competence of the company in the practical application of FZ-152 “On

personal data” and legal issues resolution in the field of information security, great experience in realization of complicated technical and organizational tasks in their interaction with business processes allowed I-Teco to significantly improve the positions in the information security market and attract the attention of the major Russian customers and a number of foreign companies: PWC, Deloitte, KIA, Credit Agricole Bank etc.

## INNOVATIVE PRODUCTS

I-Teco own developments: Analytical Courier – a system of knowledge extraction from documents; X-Files – factual information management system; I-Konto system of significant legal document flow; SocNet; cSpace Portal solution; RFID-technologies; mobile applications on ARM iPad; TransBase – automated truck control system; Prometey – information security legal-reference system.

Rossouzspas and I-Teco launched a unified information internet portal *Dobrovolec.ru*, to unite volunteers of Russian Federation.

## YOUR REQUIREMENTS – OUR EXPERIENCE

49%

### Financial and Insurance Companies

Absolyut Bank, Bank Alemar, Baltiyskiy Bank, Bank of Moscow, BPC Banking Technologies, NPF Blagosostoyanie, VTB, VTB24, Vnesheconombank, Russian Regional Development Bank, VTB Strakhovaniye, Gazinvestbank, NPF Gazfond, Gazprombank, Gorodskoy Ipotechnyy Bank, Deltacredit, IFD Kapital, ING Life, Lipetskombank, MDM Bank, MSP Bank, Moscow bank for Reconstruction and Development, Moskovskiy Zalogovyy Bank, National Reserve Bank, Novikombank, NOMOS-BANK, Nordea Bank, Probusinessbank, Raiffeisen Bank, Renaissance Insurance, RESO Garantia, Rosbank, ROSNO, Rosselkhozbank, Rossiyskiy Credit Bank, Russian Standard Bank, Russy Bank, Razvitiya, Russ-Bank, Sberbank Rossii, Sviaz Bank, Sentinel Credit Management, SMP Bank, NPF Socialnoje Razvitie, Standard Bank, TransCreditBank, Transcapitalbank, Troika Dialog, URALSIB, SK URALSIB, Ural Bank for Reconstruction and Development, URSA Bank, Etalonbank, UniCredit Bank, Bank Unistream.

14%

### State Institutions

Superior Court of Arbitration, ICM of RAS, Ministry of Internal Affairs of Russian Federation, Moscow City Health Insurance Fund, Ministry of Telecom and Mass Communications, Ministry of Justice of the Republic of Russia and Kazakhstan, Ministry of Emergency Situations of Russia, Ministry of Economic Development and Trade, GC Rosatom, Roshydromet, Federal Institute for Industrial Property of Rospatent, Federal State Reserve Agency, Committee at the Russian Prosecutor's Office, Audit Chamber, Central Bank of Russia, Federal Water Resources Agency, Federal Forestry Agency, Federal Treasury of Russia, Federal Migration service, Federal Tax Service, Federal security Service of Russia, Federal Security Service, Federal Custom Service.

12%

### Industry and Oil&Gas

Alosa, Bashneft, Bashhim, Gazpromneft, Gazkomplektacija Gazpromtransgaz, Evraz, Ilim Group, Kazzinc, Kamaz, LGEK, Casting and Rolling Mill (LPZ), Lukoil, Mechel, MMK, Mosenergo, MRSK-Centre, Naryanmarneftegaz, Nizhnekamskneftekhim, Norilsk Nickel, NLMK, OGG-3, OMK, RosAgro, Rosneft, Rusal, Severstal, Sevkabel Holding, SIBUR Holding, Surgut, Surgutneftegaz, SUEK (Siberian Coal Energy Company), Tatneft, TKG-9, TKG-10 (Fortum) TNK-BP, TFK, UGМК, Uralelectromed, Phosagor.

9%

### Telecom and IT

Bashinformsvyaz, Vimpelcom, Gaztelecom, Globus Telecom, Kaspersky Laboratory, Mastertel, MGTS, MegaFon, MTS, Rostelecom, RTComm.py, North-West Telecom, Scartel, Tattelecom, Center-Telecom, IBM Global Services, Tieto.

9% 7%

### Retail, Energy, Transportation etc.

Avtomir, Armadillo, Auchan, Wimm-Bill-Dann, East-Line, KIA Motors RUS, Korston, International Grain Company, MIR, MIEL, National Logistics Company, ROYALSOFT, ROLF, Toyota Motor, Transaero, Philip Morris, Heineken, Hendy Motor CIS, Sheremetyevo-3, Eldorado, Unilever Rus, ItellaNLC, NordStar Airlines

**ANTEKO**

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**Moscow**  
Kedrova str., 15  
Tel. +7 (495) 777-1095  
income@i-teco.ru

**St.-Petersburg**  
Ushakovskaya nab., 5  
Tel. +7 (812) 346-6929  
dragn@i-teco.ru

**Ufa**  
Revolucionnaya str., 221  
Tel. +7 (347) 293-4853  
ufa@i-teco.ru

**Kiev, Ukraine**  
Krasnoarmeyskaya str., 72  
Tel. +380 (44) 390-0814  
bystritskaya@i-teco.ru

**Astana, Kazakhstan**  
Sary-Arka street, 15  
Tel. +7 (7172) 73-1926  
kazakhstan@i-teco.ru

**Tashkent, Uzbekistan**  
Kari Niyazova str., 3/14  
Tel. +998 (71) 238-9235  
uzbekistan@i-teco.ru

