

Comtrade System Integration

Anywhere digital you go,
we can help.



Comtrade Group

Comtrade System Integration:

Serbia, Slovenia, Bosnia and Herzegovina

Comtrade Distribution:

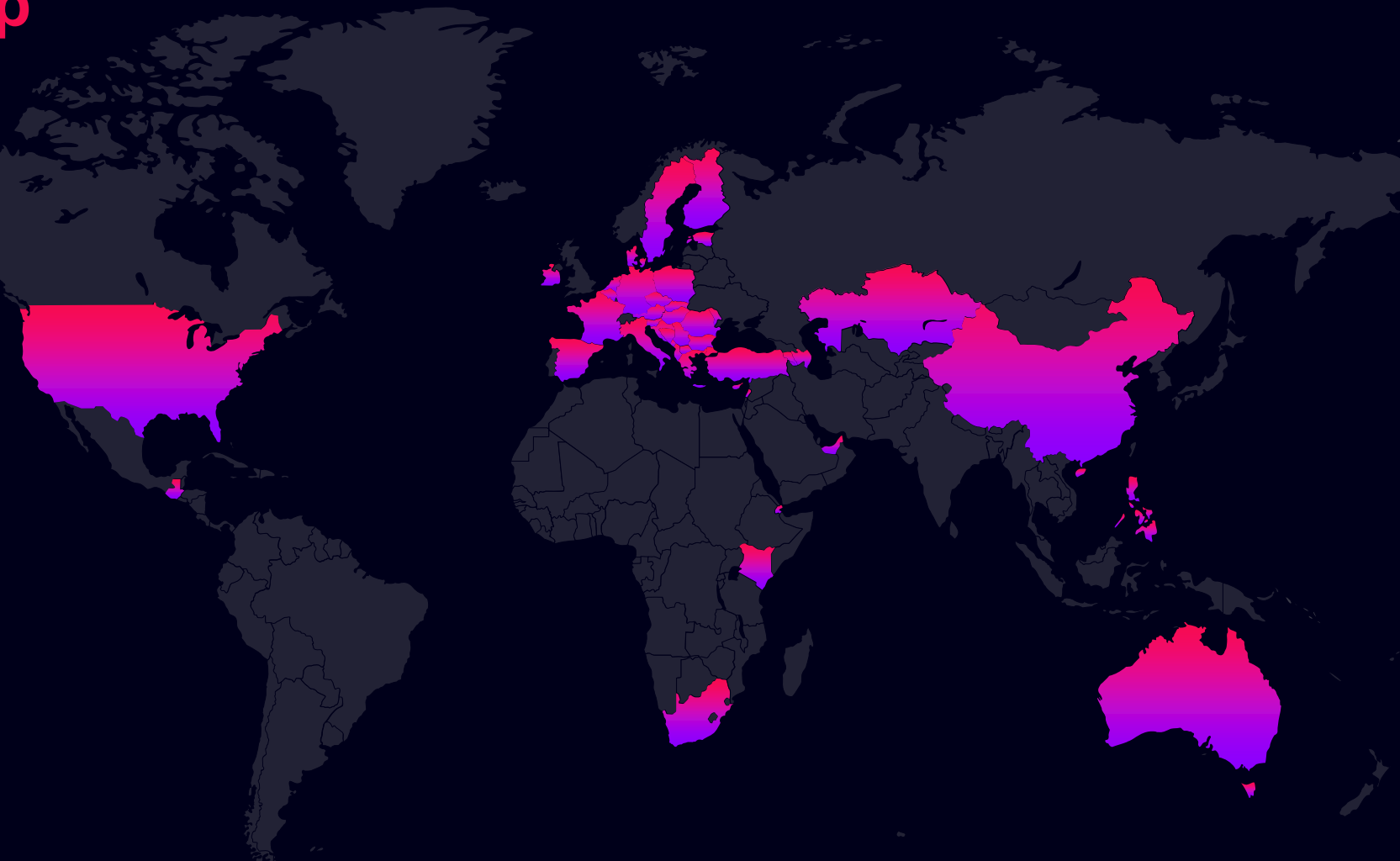
Slovenia, Serbia, Croatia, Montenegro, Hungary, Romania, Bulgaria, North Macedonia, Bosnia and Herzegovina, Greece, Moldova, Cyprus, Albania, Armenia, Austria, Australia, Azerbaijan, Belgium, China, Czech Republic, Denmark, Djibouti, Estonia, Finland, France, Guatemala, Hong Kong, Malta, Moldova, Netherlands, Italy, Kazakhstan, Kenya, Latvia, Lebanon, Germany, Poland, Slovakia, South Africa, Spain, Switzerland, Sweden, Turkey, UAE, USA

Comtrade 360:

Serbia, Slovenia, Ireland, USA

Comtrade Gaming:

Slovenia, Philippines





EUR
600+M
total revenue in 2023

4000+
employees



EUR
25M
total EBITDA in 2023



3000+
IT experts

One partner for all things digital

System Integration

Comtrade System Integration offers advanced solutions based on global IT powerhouses' technologies, as well as digital transformation services for companies and organizations from various industries.

With more than 20 years of experience and continuous growth in our portfolio, we represent a go-to place for unique, industry-specific software solutions.

Our **multi-vendor position** allows us to offer most companies everything they need in one place.

1000+

clients

€120 M

revenue in 2023

570+

employees

800+

certificates

5

campuses

350+

active projects

Key Business Areas

Data & AI

70+ engineers, data scientists & business analysts

110+ certificates

Deep cross-industry expertise

Regional Team



AI & ML

About Artificial intelligence and machine learning

Our analytical and predictive solutions help our partners tackle an abundance of information, as well as adopt a data-driven business approach

Domain expertise

- Financial planning and budgeting
- Improved customer retention rate
- Analytics and BI platforms
- Big Data handling
- Predictive analytics
- Chatbot implementation
- More efficient business processes built on cognitive services

We are particularly proud of

We have more than 5 Ph.D's in this and other complementary domains, and the overall deep domain expertise in the field of applied AI and ML

Vendors

vmware®

FORTINET®

IBM

Microsoft

Cynet

Key Business Areas

Automation

55+ engineers and business analysts

100+ successful implementation projects

73% of regional banks use our solutions

Clients



Addiko Bank

UniCredit

ERSTE

Banca Intesa

ProCredit Bank



UNIQA

WIENER STADTISCHE



Business Automation

About Business Automation

We help our clients control their business processes that not only complicate everyday workload but also make it difficult to allocate tasks, resulting in lower productivity, downtime and frequent mistakes

Domain expertise

- Increasing work capacity of operational teams;
- Business process automation and digitalization;
- Agile integration
- Cloud Native Technologies
- SLA and Regulatory Compliance requests
- API Economics
- ESB Integration
- Software robots

We are particularly proud of

Our team with deep domain expertise in IBM, Microsoft and many other technologies.

Key Business Areas

ICT & Security

90+ Consultants, Architects & engineers

Security Operations Center, 24/7/365

120+ certificates

Comtrade Cloud – proprietary solution





IT Infrastructure

About ICT

Our experienced team of experts examines and evaluates your IT environment, and then recommends a solution that best matches your needs.

Domain expertise

- Flexible environment allowing faster responses to business needs
- Helping to ensure planned TCO and ROI
- Better utilization of IT services and increased scalability
- Managed services & SLA: a faster response time and IT experts trained for specialized tasks
- Creating secure environments in response to increasing sophistication, proliferation, and severity of security threats
- Virtualization
- Data center design, build & management

We are particularly proud of

120+ IBM, Cisco and Microsoft certificates of highest degree



Cloud Services

About Cloud Services

Enterprises and SMB that want to achieve a better performance, scalability and safety of their IT operations using our virtual cloud services, as well as continual support from free datacenters in the region.

Domain expertise

- Software as a service (ITSMaaS, Doculibrium, Verto)
- Security operation center
- Desktop as a service
- Disaster Recovery as a service
- Infrastructure as a service
- Backup as a service
- Platform as a service

We are particularly proud of

We are a Cloud service provider, through our own Comtrade Cloud



Cyber Security

About Cyber Security domain

We create a multi-layered security stack, assess the risks, find vulnerabilities and prioritize actions in order to uplift cybersecurity to the required level

Project Business

- Web security
- Email security
- Data loss prevention
- Endpoint security
- PAM, SIAM
- Database monitoring
- Security service edge
- Industrial cyber security
- XDR, NDR, EDR, OpenXDR
- Deception technology
- User behavior monitoring

Security Services

- 24/7 Monitoring
- Security analysis and incident response
- Proactive threat hunting
- Security and vulnerability assessments
- Security consulting services
- Security awareness education

We are particularly proud of

24/7/365 Security operations center, extending live expert support to our clients in the real world cyberwars.

Key Business Areas

Biz Apps

45+ engineers, business analysts and DT experts

Microsoft low-code platforms

7 Microsoft Advanced specializations

Continuous YoY growth in the number of projects



Digital transformation consulting

About Digital Transformation

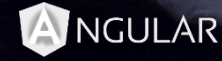
Consulting services that provide critical info in areas such as switching to the cloud, data analytics and reporting, process automation, and going digital in general.

Domain expertise

- Improving business decisions in real time
- Evaluating organizations' performance
- Resolving Excel and traditional systems bottlenecks and issues
- Creating interactive management dashboards across devices
- Self-service BI and data preparation for advanced users
- Decreasing dependency on IT department for reports and analysis
- Simplified administration, lower TCO and IT costs

We are particularly proud of

Having won Microsoft Partner of the Year in Serbia five times in the last seven years, and Microsoft PotY in Bosnia and Herzegovina after only two years of office establishment in Sarajevo



Key Business Areas

Development

70+ engineers

.NET, SQL Server, Angular, Xamarin, Dynamics 365

End-to-end user-specific solutions





Custom Development

About Custom Development

Comtrade System Integration provides a complete end-to-end service of introducing unique application solutions

Domain expertise

- End-to-end solutions
- Experienced business development managers
- Real-time reporting
- Real-time data processing
- Enterprise architecture
- Fully customizable solutions

We are particularly proud of

A range of custom applications and microservices embedded into some of industries' very complex systems as well as national IT solutions catering towards a connected digital society

Key Business Areas

ECM

60+ engineers and business analysts

80+ certificates

Doculibrium - proprietary solution



Enterprise Content Management

About Enterprise Content Management

Enterprises that produce high volumes of documentation and need a solution to efficiently manage this content.

Domain expertise

- Electronic registry office
- Internal delivery book
- Document approval process
- Digital archive
- Increasing productivity up to 50% by automating tasks and improving processes
- Reducing the time employees spend searching for documents up to 70%
- Reducing the paper costs up to 90%
- Ensuring regulatory compliance and security

We are particularly proud of

Doculibrium-Proprietary solution designed as a all in one tool for organizations' holistic needs for a document management system

Selected Technology and Business Partners



Partner of the Year 5/7



Platinum Partner

Software Outstanding Partner



TITANIUM PARTNER

Partner of the Year 2022



Gold Partner



Principal Partner



Technology expertise



Principal Partner



Thank you

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