

# IBA Group

Addressing business challenges with IT solutions and accelerating enterprise digital transformation.

We deal with customers from different industries, so we understand the needs of each company.





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# Our Company Today



- \_1 30 years in IT business
- \_2 2700+ IT professionals
- \_3 Offices in 15 countries, 13 development centers
- \_4 Partner of leading vendors
- \_5 Developer of proprietary solutions and products

# Adequate Balance of Experience, Maturity and Innovation



**34% of employees** joined the company **in the last three years**. Many of them are university graduates who finished IBA Group courses.

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

**32% of employees** have been already employed with the company **for more than 10 years**. Most of them launched their careers at IBA Group.

**30% of our employees** are **women** of various age and various professions.





# Development Centers in 9 Countries

**Czech Republic** | Prague, Brno, Ostrava

**Bulgaria** | Burgas

**Slovakia** | Bratislava

**Lithuania** | Vilnius

**Poland** | Wroclaw

**Georgia** | Tbilisi

**Belarus** | Minsk, Gomel

**Kazakhstan** | Astana

**Serbia** | Belgrade

For 30 years, distributed product development teams have been successfully working on international projects

# 2,000+ Projects Completed for Customers from 50+ Countries

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## Europe

Austria  
England  
Belgium  
Bulgaria  
Hungary  
Germany  
Greece  
Georgia  
Denmark  
Ireland  
Iceland  
Spain  
Italy

Latvia  
Luxembourg  
Netherlands  
Poland  
Portugal  
Romania  
Slovenia  
Ukraine  
Finland  
France  
Czech Republic  
Sweden

## Asia

Israel  
India  
Jordan  
Kazakhstan  
Kyrgyzstan  
China  
Kuwait  
Saudi Arabia  
Turkmenistan  
Turkey  
Uzbekistan

## America

Canada  
Mexico  
USA

## Africa and Oceania

New Zealand  
South Africa  
Nigeria  
Zimbabwe

# Information Security of Processes



IBA Group made arrangements for physical access control, logical access control, internal security control, data transfer protection and processing audit.

IBA Group and independent auditors conduct an annual security audit at all company facilities. The information security service of IBA Group continuously monitors the corporate enterprise network and checks the company's activities for compliance with regulations.



# Quality & Compliance



**Bureau Veritas Certification**

**Certificate**  
Awarded to  
**IBA Group a.s.**

Praha 5, Petřžilkova 2583/13, PSČ 15800, Czech Republic

This is a multi-site certificate, additional site details are listed in the appendix to this certificate.

BUREAU VERITAS CERTIFICATION CZ, s.r.o. certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standard detailed below.

Standard  
**ISO 9001:2015**  
Scope of supply

DESIGN, DEVELOPMENT, DELIVERY AND MAINTENANCE OF SOFTWARE AND AUTOMATED INFORMATION SYSTEMS

Original Approval Date: 25-03-2014

Certification / Recertification Cycle Start Date: 25-03-2023

Certification / Recertification Cycle End Date: 24-03-2026

Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until: 24-03-2026

To check this certificate validity please call: +420 210 088 215

Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.

Version 1 Issue Date: 25-03-2023  
Certificate Number: CZ011452

MANAGING OFFICE: BUREAU VERITAS CERTIFICATION CZ, s.r.o., Obráčkova 1, 140 02 Praha 4, Czech Republic  
ISSUING OFFICE ADDRESS: BUREAU VERITAS CERTIFICATION CZ, s.r.o., Obráčkova 1, 140 02 Praha 4, Czech Republic

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**ISO 9001:2015** for Design, Development, Delivery and Maintenance of Software and Automated Information Systems.

**Bureau Veritas Certification**

**Certificate**  
Awarded to  
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Praha 5, Petřžilkova 2583/13, PSČ 15800, Czech Republic

This is a multi-site certificate, additional site details are listed in the appendix to this certificate.

BUREAU VERITAS CERTIFICATION CZ, s.r.o. certifies that the Information Security Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standard detailed below.

Standard  
**ISO/IEC 27001:2013**  
Scope of supply

DESIGN, DEVELOPMENT, DELIVERY AND MAINTENANCE OF SOFTWARE AND AUTOMATED INFORMATION SYSTEMS

in the scope of valid Statement of Applicability, Version 13 from 15/2/2023

Original Approval Date: 21-12-2011

Certification / Recertification Cycle Start Date: 15-04-2022

Certification / Recertification Cycle End Date: 14-04-2025

Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until: 14-04-2025

To check this certificate validity please call: +420 210 088 215

Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.

Version 1 Issue Date: 25-03-2023  
Certificate Number: CZ011453

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**ISO/IEC 27001:2013** for Design, Development, Delivery and Maintenance of Software and Automated Information Systems.



# Long-Established Customers



1993

**IBM**

2000

**Standard Bank**

2005

**GOODYEAR**

2007

**Rockwell  
Automation**

2009

**FUJITSU**

2011

**Hapag-Lloyd**

2012

**T-Mobile**

2014

**O<sub>2</sub>**



# Feedback from Our Customers



“I have appreciated the partnership that we have had with IBA 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*



“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*



“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 is very much appreciated.”

*Steve Fafard*

*Product Manager, Rocket Software*



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

*Bastian Doelle*

*IT Service Manager, Hapag-Lloyd*





# How We Work: Service Delivery Model and Methods

- **Offshore model:** the IBA Group team works in their offices, and the customer remotely manages the process.
- **Onsite model:** the IBA Group team travels to the customer and works in the customer's office.
- **Hybrid model:** several employees from the IBA Group team come to the customer's office, but the main part of the team works in the IBA Group offices.
- **Offshore model with a customer project manager:** the IBA Group team works in their offices together with a customer project manager who comes to the IBA Group office.

# We Address Business Challenges for Customers in Various Industries



## Business challenges addressed:

- Analytics (DWH, BI, CPM)
- Smart Enterprise (ERP)
- Information Security
- Marketing and Sales
- Asset Management (EAM)
- Procurement Management (SRM)
- Information Management (ECM, EIM)
- Master Data Management (MDM)
- Operations Management

## Industries:

- Banking and Finance
- Information Technology
- Telecommunications
- Oil and Gas
- Power Generation
- Production
- Retail
- Transport and Logistics

# IBM

IBA Group is authorized as a Reseller, Value Added Reseller, Service Provider, Support Provider, and Developer/ISV.

## 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



IBM partner since

**1993**

**900+**

professionals working  
on ongoing IBM projects

# 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



**25+**  
university graduates join  
our mainframe team every year

**400+**  
mainframe professionals





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

partners with SAP since

**1996**

**450+**

SAP certificates

**300**

SAP professionals



## Areas We Can Assist in

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

# Business Intelligence



## Focus Areas

Predictive & Prescriptive Analytics

Data Warehousing, Data Integration

Enterprise Performance Management

## Vendors



WebFOCUS

## Open Source



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+**

certificates in major  
BA, DWH, and EPM platforms

**100+**

completed projects



# RPA — Robotic Process Automation



## 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

## Technologies used



**83%**

reduction in  
manual effort

**4–8**

weeks to integrate  
a robot into your system



We have developed our proprietary  
**EasyRPA platform**

*All figures are based on IBA Group's sample of 100 RPA projects, 2016–2022*

# 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.

## Our Solutions



Digital Twins



10+

years in IoT-related areas

10+

major projects completed

# 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



# DevOps



## What We Can Do for You

Consulting

End-to-End Development

## How We Do This

Assess current environment

Conduct onsite workshop

Do value stream mapping

Design pipeline toolkit

Develop MVP

Implement new features

Scale pipeline

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

# Custom Development



## What We Offer

Development of enterprise applications

Mobile Application Development

Web development

## How We Do This

Analyze application requirements

Design architecture

Develop an application

Perform necessary testing

Deploy in the customer's IT infrastructure

Provide support



**3\$ of 4\$**

spent on online purchases are spent on mobile devices.

# Development of Proprietary Products



- \_1 Products
- \_2 Hardware & Software Solutions
- \_3 Research & Development



# Development of Proprietary Products



**Goods Checker** is an ecosystem powered by neural networks and computer vision for automating merchandising processes: generating planograms, routes for merchandisers, comparing the actual layout with planograms and obtaining analytics.

[Visit website for more details](#)

planogram compliance accuracy increased

from **60%** to **90%**

Source: customer case

## tapXphone

**tapXphone** turns your NFC-enabled Smartphone into 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.

[Visit website for more details](#)

Finalist of Transport  
Ticketing Awards in 2022



# Development of Proprietary Products



**ICDC Open Source Cloud Platform** is a cloud platform that allows deploying a public or private cloud on customer equipment. The deployed platform allows the customer to automate the management of computing resources and requests for the use of cloud services.

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

[Visit website for more details](#)

**7040**

vCPU



**EasyRPA** is an enterprise-wide platform for developing, maintaining and modifying 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.

EasyRPA does not have a visual editor with flowcharts, so there are no restrictions on the development and modification of robots.

[Visit website for more details](#)

up to **5** automated processes  
without license fees





# 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.

**6,200+**  
units of transport already connected to the system

## **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

# We Invest in Research & Development

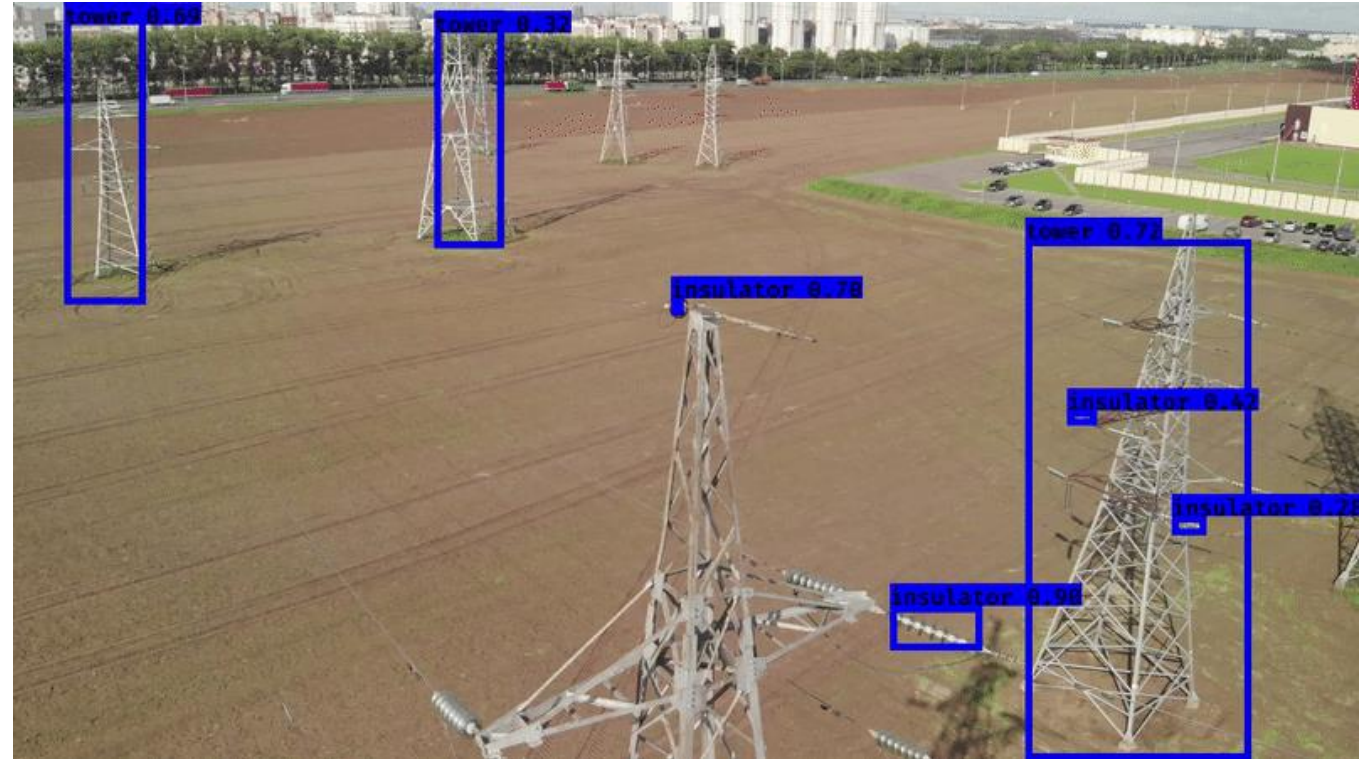


**Computer vision** helps to find defects in overhead power lines using computer vision and drones.

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

**Chatbot for onboarding new employees.**

Chatbot helps employees quickly accustom to a new workplace. The bot has a built-in AI module, so it will be able to tell about the company and answer typical questions from employees, even if they are asked in different wordings.



Computer vision identifies faults in power lines

# 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 2022, 2021, 2020, 2018–2013, 2011, 2010, 2008, 2006.



## CEE BUSINESS SERVICES AWARDS

CEE Business Services Awards is an annual competition for companies that provide services in Central and Eastern Europe.



## #1 IT EUROPA'S AWARD

European IT & Software Excellence Awards rewards best application solutions for business. Leader in various nominations in 2022, 2019, 2018, 2017, 2015, 2014, 2013.



# Let's Discuss Your Challenges



IBA Group

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[www.ibagroupit.com](http://www.ibagroupit.com)