



Information about the Company



KAPITAŁ LUDZKI
NARODOWA STRATEGIA SPÓJNOŚCI

UNIA EUROPEJSKA
EUROPEJSKI
FUNDUSZ SPOŁECZNY



Projekt współfinansowany przez Unię Europejską w ramach Europejskiego Funduszu Społecznego

Mission

**Client satisfaction and trust
built on security,
comprehensive and professional service,
and offering top-quality
products and services**

Who are we?

- **15 years** in the IT market.
- **Leader** in custom software manufacturing, IT solution supplier.
- Part of the **Asseco** Capital Group.
- **Partner of international advanced technology suppliers.**
- **More than 1000** highly qualified employees:
system architects, analysts, developers, testers and certified project managers.
- **Offices all over Poland.**

Potential

We are a partner of international advanced technology suppliers, including:

IBM	- Premier Business Partner
Oracle	- Certified Advantage Partner
Microsoft	- Gold Certified Partner
Hewlett-Packard	- Preferred Partner

Our high competence is confirmed by:

- Certificates: PN-EN ISO 9001:2001, WSK, AQAP 2110
- Certificate according to standards of PN-ISO/IEC 27 001:2007
- Industrial Security Clearance of the First Degree for clauses "CONFIDENTIAL" and "NATO SECRET"

Standards

- ABG makes use of numerous acknowledged business management models, i.e.:
 - ISO 9001
 - WSK
 - AQAP 2110
 - ISO 27001
 - PMI/PMBOK
 - PRINCE 2
 - SCRUM
 - CMMI

- These models have been adapted to the needs of the IT market in Poland and modified on the basis of our company's experience in previous projects carried out for corporate clients.

Market position

- 1 place among **custom software manufacturers** in Poland²
- 1 place among suppliers of IT solutions **for agriculture** in Poland^{1,2}
- 1 place among suppliers of IT solutions **for administration** in Poland²
- 1 place among suppliers of IT solutions **for telecommunication and the media** in Poland²

¹ Source: *Computerworld Top 200, June 2008*

² Source: *Teleinfo 500, July 2008*

Established market position

Unique competence

Comprehensive and flexible offer

Stable financial resources

Prizes and honorable mentions

- Teleinfo's "Golden Laurel" for system implementation at a hospital in Bielsko-Biała 2007
- "The Best ORACLE Partner of the Year 2007"
- Honorary mention in the "IT Leader for the Power Industry" category, Świat Energii 2006
- "European Medals" awarded by Business Centre Club and Office of the Committee for European Integration:
 - for the ARS.Web system (at the National Health Fund, among others) in 2007
 - for the IT system for the Insurance Guarantee Fund in 2006
 - for the IACS system in 2005
- Three-time winner of the Microsoft Dynamics partner ranking in 2006, 2007 and 2008 (*the former Kom-Pakt*)
- Member of Microsoft Business Solutions President's Club as the first company from Central and Eastern Europe (*awarded to the former Kom-Pakt*)

Experience

Professional staff

Global standards



Flagship projects

Solution classes	Areas of application
Integrated IT Systems	Several implemented solutions for administration of EU subsidies and structural funds (e.g. IACS, PROW, OFSA, IRZ).
Billing systems	TP Central Billing System (a proprietary solution) which settles more than 11 million subscriber accounts (billions of data records)
Solutions dedicated to healthcare	National Health Fund central IT system (a proprietary solution). Innovative administration projects for prevention programs.
Solutions dedicated to utility companies	Proprietary IT solution used by more than 60% of water supply companies and more than 50% of heating companies operating in major cities.
Solutions dedicated to uniformed services	More than 20 contracts signed for NATO (the Polish leader of the IT market for NATO).

Major clients

Sector	Client
Local government administration	Ministry of National Education, Ministry of Finance, Ministry of Internal Affairs and Administration, Ministry of Justice, Central Statistical Office, Supreme Chamber of Control, City Office of Czestochowa, City Office of Rybnik, Social Insurance Institution, City Office of Szczecin
Agriculture	Agency for Restructuring and Modernization of Agriculture, Agency for Payments and Interventions in Agriculture (Romania), Agricultural Property Agency, Ministry of Agriculture and Rural Development, Agricultural Market Agency, Institute of Agricultural and Food Economics
Utility enterprises	Municipal Water Supply and Sewerage Company Warsaw, Water Supply and Sewerage Company Lodz, Municipal Water Supply and Sewerage Company Wroclaw, Dalkia Polska, Municipal Water Supply and Sewerage Company Bydgoszcz, Capital Heating Company Warsaw, Polish Heating Group PRATERM, Torun Water Supply, Municipal Heating Company Olsztyn, District Heating Company Grudziadz, Water Supply and Sewerage Company Szczecin, Water Supply and Sewerage Company of the Czestochowa District
Power Industry	ENEA Group companies, ENERGA Group companies, PGE Group companies, Polish Oil and Gas Company (PGNiG),TAURON Group companies, RWE Polska, Energy Regulatory Office, Vattenfall

Major clients cont.

Sector	Client
Healthcare	National Health Fund, more than 400 hospitals, Tissue Banks, most of Polish Blood Donation and Blood Treatment Centers, non-public outpatient clinics, more than 7,000 healthcare units using our software for settlements with the National Health Fund
Defense & security services	NATO agencies and institutions (NC3A, NCSA, NACMA, NAMSA, SHAPE), European Union Agency FRONTEX, Ministry of National Defense, Land Forces Command
Telecommunication	Telekomunikacja Polska S.A., PTK Centertel Sp. z o.o. - Orange, Netia, NASK, Polkomtel S.A. - Plus GSM, Polska Telefonia Cyfrowa Sp. z o.o. - ERA, P4 Sp. z o.o. - PLAYMOBILE, ITI Group (TVN, TVN 24, TVN Gra, Onet.pl Group)



ABG S.A. offer classified by markets



Local government
administration

1 place for ABG S.A. in the
category of suppliers of solutions
for administration in Poland

Teleinfo 500, July 2008

Local government administration

OFFER

- ERP systems
 - **Microsoft Dynamics AX for Self-Governments**
- CRM systems
 - **Microsoft Dynamics CRM**
 - **Kom-Bok**
- Information management, business and document workflow systems
- Planning, budgeting and controlling systems
 - **Microsoft Office Performance Point Server**
- Portal creation
- Custom software development
- Public Service Broker
- Virtual Public Service Consultant
- Integration services

SELECTED PROJECTS

- System implementation in the City Office of Szczecin covering the entire management of the City's financial affairs, on the basis of the **Microsoft Dynamics AX** system, complemented with Microsoft Office Performance Point Server and Microsoft Office SharePoint Server.
- Supply of **approx. 4,500 Internet laboratories** to schools of 9 provinces.

SELECTED REFERENCES

Ministry of National Education, Ministry of Internal Affairs and Administration, Supreme Chamber of Control, Social Insurance Institution, Central Statistical Office, Ministry of Finance, Local Administration Units (City Office of Czestochowa, City Office of Rybnik, City Office of Szczecin, City Office of Wroclaw), Ministry of Justice



Power industry

Approx. **60% of electricity bills** in Poland are generated on the basis of proprietary billing systems implemented by ABG

Power industry

OFFER

- Billing systems
 - **Energos Handel**
 - **SAP for Utilities Polonia**
- Change of Supplier System – Deregulation Platform
- Statos 2
- Executive Information System
- Asset Management
- Dedicated applications
- SOA-based solutions
- CRM/DCM/WorkFlow systems
- ERP systems
- Business Intelligence Systems and Data Warehouses

SELECTED PROJECTS

- Implementation of the integrated customer service system **Energos Handel** at Enion Energia and EnergiaPro Gigawat
- Implementation of **e-BOK** at the ENERGA Energy Company

SELECTED REFERENCES

ENEA Group companies, RWE Polska, Polish Oil and Gas Company (PGNiG), ENERGA Group companies, PGE Group companies, TAURON Group companies, Energy Regulatory Office, Vattenfall



Healthcare

We are an unquestionable **leader**
in the market of IT solutions for
Polish healthcare

Healthcare

OFFER

- Global service systems for **healthcare units** (hospitals and outpatient clinics)
- IT system for the **National Health Fund** on the level of the Central Office and provincial offices
- Regional **Blood Bank** and **Tissue Bank** management systems
- IT systems supporting operation of Provincial Public Health Centres
- Systems for **settlements with the National Health Fund**
- System supporting administration of **General Practitioners'** practices
- Dedicated applications
- System Integration

SELECTED PROJECTS

- Implementation of the Hipokrates IT system at the Centre Healths of the Child in Warsaw.
- Implementation of an IT system in the **National Health Fund** and adaptation of the system to EU requirements.
- Supply of licenses for the **mMedica** system for more than **7000 workstations**.

SELECTED REFERENCES

NFZ, **more than 400** hospitals, **most** of Polish blood donation and blood treatment centers, **tissue banks**, **more than 7000** healthcare units using our open source software for settlements with the National Health Fund



Utility enterprises

IT solutions supplied by ABG support more than **60 % of water supply companies** and more than **50 % of heating companies** operating in major cities

Utility enterprises

OFFER

- **Kom-Media billing system**
- System of **registration of technical grids and installations** with the GIS numerical map using the ESRI technology - **Kom-Net**
- Information/document workflow and teamwork management system - **Kom-Bok**
- **Business Intelligence Systems and Data Warehouses**
- **e-BOK** - Internet Customer Service Office
- **ERP** systems
- IT integration

SELECTED PROJECTS

System implementation at District Heating Company Grudziadz:

- **Microsoft Dynamics AX**
- **Internet Customer Service Office**
- **Electronic signature for invoices**

SELECTED REFERENCES

Water Supply and Sewerage Company Lodz, Municipal Water Supply and Sewerage Company Warsaw, Dalkia Polska, District Heating Company Grudziadz, Municipal Water Supply and Sewerage Company Wroclaw, Torun Water Supply, SAUR NEPTUN Gdansk, Polish Heating Group PRATERM, Capital Heating Company Warsaw, AQUA Bielsko-Biala, Municipal Heating Company Olsztyn



Agriculture

The **IACS** system implemented by ABG (as HP's subcontractor), handles approx. **4,500** simultaneous users, **60 million** documents and more than **PLN 7 billion** in direct subsidies a year

Agriculture

OFFER

- Custom Software
- GIS Systems:
 - LPIS – Land Parcel Identification System
 - Farm Register
- ERP systems
- Subsidy administration systems (**SAPARD, IACS*, OFSA, PROW***)
- Agricultural Information EU Reporting Systems (**SIR**)
- Animal identification and registration system **IRZ***
- Systems supporting data archiving and scientific research for the Institute of Agricultural and Food Economics (**SAD and SAD-XT**)
- Electronic submission platforms (Administration To Administration)*

* implemented as HP's subcontractor

SELECTED PROJECTS

- Implementation of **IACS** - direct subsidies in **Poland** (approx. PLN 7 billion a year) and **Romania** (approx. EUR 1 billion a year).
- Implementation of **IRZ** - strict protection of more than **28 million farm animals** (implemented as HP's subcontractor).
- Implementation of **PROW** - key structural changes for Polish agriculture.

SELECTED REFERENCES

Agency for Restructuring and Modernization of Agriculture, Agency for Payments and Interventions in Agriculture, Institute of Agricultural and Food Economics, Agricultural Market Agency, Agricultural Property Agency, APIA (Romania), Ministry of Agriculture and Rural Development,



Defense & security
services

ABG has completed **several dozen contracts** for international institutions of NATO and the European Union. We are an **unquestionable leader** among Polish IT companies operating in the uniformed services sector

Defense & security services

OFFER

- Financial, ERP and HR systems
- Business Intelligence and Enterprise Search Platforms
- Workflow and Document Management Systems
- Internet portals and CMS systems
- Videoconference systems
- NATO Agency-dedicated systems
 - NICE Management Services
 - NCS
 - NATO C3 Portal
 - JALLC
- Management of cryptographic equipment of NATO Secret WAN
- ICT infrastructure integration (JFTC)

SELECTED PROJECTS

- Implementation of **NICE** Management Services - for the NATO SHAPE agency (Supreme Headquarters Allied Power Europe).
- **JFTC** in Bydgoszcz – IT system implementation at the first NATO command in Poland (the most advanced IT project for NATO, **the most extensive NATO IT project in Poland**).

SELECTED REFERENCES

NATO agencies and institutions (NC3A, NCSA, NACMA, NAMSA, SHAPE), European Union Agency FRONTEX, Ministry of National Defense, Land Forces Command



Telecommunication

The SERAT 2 billing system implemented by ABG at TP S.A. handles **more than 11 million** subscriber accounts. The system is one of the very few billing systems of this scope in the world in terms of the number of managed accounts

Telecommunication

OFFER

- **Portal Solutions**
 - e-Shop, Self Care, Loyalty, Customer Care, Portal
- **Advanced e-commerce technologies**
 - IBM and ATG
- **Integration Solutions (middleware)**
 - **IBM WebSphere** and **webMethods**
- **VAS Solutions**
 - Proprietary platform **SMS/MMS/IVR**
 - Innovative solutions **VideoIVR**
- **Billing & RA Solutions**
 - Advanced real-time billing system
 - Extensive competence and experience in the field of billing systems

SELECTED PROJECTS

- Implementation, maintenance and development of the **Serat 2** billing system at TP.
- Maintenance and development of the **TP Portal**.
- Chief partner of the **ITI Group** for management of SMS competitions
- Supplier of **IVR** and **Video IVR** services

SELECTED REFERENCES

Telekomunikacja Polska S.A., Polska Telefonia Cyfrowa Sp. z o.o., Polkomtel S.A., Polska Telefonia Komórkowa Centertel Sp. z o.o, P4 Sp. z o.o., Netia, ITI Group (TVN, TVN 24, TVN Gra, Onet.pl Group)



Thank you for your attention

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