IBA Group
Numbers and facts

IBA Group slogan:
Effecting change & improving performance

Mission of IBA Group:
The IBA Group mission is to effect change and improve business performance of enterprises and organizations through the use of advanced information technologies

Facts about IBA Group:
- IBA was founded in 1993
- Headquartered in Prague, Czech Republic
- 20+ offices in 12 countries
- 2,500+ well-educated multilingual employees
- 2,000+ projects for Customers in 40+ countries
- Partnerships with leading IT providers.
Business problem solving

- Business Analytics Business Intelligence
- Product life cycle management system
- Maintenance and repair
- Procurement and supplier relations management
- Asset management
- Enterprise resource management and planning
- Business process management
- Personnel management
- Master data management
- Electronic document management
Trends and directions development

**Trends**

- Robotic Process Automation
- Machine Learning, ChatBots, AI
- Digital Twin
- Internet of Things
- Cyber Security
- Big Data
- Cloud

**TOP 10 competencies**

1. Custom Development
2. BI and Data Warehouse
3. Data Management and Data Integration
4. Corporate Performance Management
5. Enterprise Content Management
6. Web and Mobile Application Development
7. Migration
8. Support
9. Testing
10. IT Consulting
Key Directions
Main industries

- Energy
- Oil & Gas
- Banks & Finance
- Transport & Logistics
- Telecommunication
- Public sector
- Manufacturing
Our software products & solutions

IBA Group has 200+ officially registered software products

TOP 15 Products:
Our software products & solutions

Robotic Process Automation (RPA)
Business processes automation technology based on the use of robots in repetitive homogenous operations of the same type at the user interface level. RPA reduces the share of routine tasks for employees, increases their speed of their execution, reduces personnel costs, saves people from monotonous work, helps to set time free for performing key tasks. RPA helps the company to accelerate the exchange of data between employees and corporate systems, reduces staff costs, thereby increasing efficiency.

IBA EDI
Service of electronic exchange of commercial information between customers and suppliers in accordance with regulations and standards.
Our software products & solutions

**Start Point**
Software product based on the platforms PTC Creo and PTC Windchill of the company Parametric Technology Corporation (PTC), one of the world leaders in the production of computer-aided design software, engineering analysis, technological preparation of production, organization of group work of designers and product lifecycle management.

**IBA Talent Constructor**
A family of software products developed by IBA Group for effective human resource management. IBA Talent Constructor is the engine for development of human resource management system (HRMS) that integrates into the existing HRM system of the enterprise and expands with it.

**IBA eUni**
The distance learning management system, which provides all necessary tools for organizing and managing a learning process, creating training courses and ensuring group communication, implementing the principle of continuous in-service training at the enterprise, testing the qualification knowledge of personnel or job seekers.
Our software products & solutions

**Software metrological accounting system “Metrix”**
A program for metrology, standardized for CIS conditions, that provides metrological assurance of measurements at the enterprise in accordance with the requirements of international standards ISO/IEC 17025, ISO 9001 and the standard STB 941.3 of the Republic of Belarus.

**APPULSE**
Centralized support for applications running on z/OS servers.

**AgronomX**
Platform for crop production management with the use of monitoring and analysis of data on condition of soil, weather, vegetation, the need for fertilizers and moisture. Using the Internet of Things (IoT) and accurate agronomic models, AgronomX helps to make correct decisions on crop preservation.
Our software products & solutions

**Chancellor**
Software products based on the experience of the IBA Group in development of electronic document management systems and archival storage of documents since 1998. Chancellor products are created on the platform IBM Notes/Domino and free software and are intended for office automation, business processes of organizational and administrative workflow (ORD), archival processing and archival storage of documents that have been released from operational office management.

**IBA HOTD**
Online platform for identification and exchange of data on standardized characteristics of products based on technical regulations of INFKO MKS/ISO001-96.

**IBA Accelerator**
Comfortable environment for start-up development.
Our software products & solutions

**IBA AFC**
Automated system of travel payment and control

It is designed for travel payment, travel payment control, sales and replenishment of electronic travel documents on the basis of Mifare Plus SL3 contactless technology and sales of disposable travel documents, as well as collection and analysis of statistical information on performance of public vehicles.

**IBA AVM**
Automated dispatch control system

System purpose:
- Operational dispatch control and management of passenger transport
- Informing passengers of estimated time of arrival of route vehicles (RV) at stopping points.

Winner at the European Outsourcing Association Awards in 2015

The best vertical solution of the 2015 year at the IT Europa’s European IT &Software Excellence Awards
Our software products & solutions

**payBYcard**

**Mobile acquiring service**
Allows to accept payment for goods/services by bank cards БЕЛКАРТ, VISA, Mastercard using a smartphone/tablet and a bank card reader connected to it.

**Travel payment service**
It provides an opportunity for residents and guests of Minsk to pay one-time trips on the subway at all stations of the Minsk Metro, applying a Visa or Mastercard contactless card (including NFC devices added to it) to a validator when passing through the ticket gate.

**Transport application «Transport BY»**
The application allows to track the movement of public transport online, find out the current schedule, the actual time of transport arrival at a particular stop and build a convenient route to the destination place, including between cities in the region, taking into account the selected types of public transport.
Our software products & solutions

Payment systems based on self-service banking equipment:

- IBA PaymentSYSTEM payment acceptance system
- Application “Payments at IBA ATMPayment”
- IBA CONTACTLESS SYSTEM contactless technology system
- Monitoring and management system IBA MonitoringSYSTEM
- Self-service system for gas stations IBA Petrol PaymentSYSTEM
Our software products & solutions

- Self-service system for sales, replenishment and return of cards — iCard Distribution System
- Electronic travel document replenishment system (EPD — iCard) in the commodity distribution network
- IBA ASE video surveillance system
- IBA Mobile Internet Banking system
- IBA Mobile Banking system
- IBA SMS-Banking system
Our software products & solutions

Banking produced equipment:

- Payment terminal IBA PaymentTERMINAL
- Payment terminal IBA TicketTERMINAL for transport industry
- Payment terminal IBA PetroTERMINAL for gas stations
- Information terminal IBA InfoTERMINAL
- Information terminal for the automated system of local Councils of Deputies (AIS MSD)
Services of customer support center (IBA CSC)

The purpose of IBA CSC is to further improve the quality of customer service - users of all software and hardware solutions, as well as products developed by the IBA Group, using all available means of communication: telephone lines, facsimile communication, e-mail, the Internet.

IBA CPC services:

- Provision of reference and methodological information on all activities of companies of the IBA holding company in real time
- Consultation of payBYcard users — mobile acquiring service, travel payment service
- Consultation of users of software, CVT and specialized banking equipment supplied and developed by us and by our business partners.
IBA Security Center

IBA Security is the IBA Group's competence center in the field of physical, financial and information security, which delivers ready-made solutions, provides implementation and support services, and provides consultations and information security audit.
Services of the Testing Laboratory for Security Information Systems

- Assessment of information technology facilities (ITF) for compliance with safety requirements
- Evaluation of tasks according to information security
- Evaluation of information security management systems of organizations
- Methodological and technical support in preparation for assessment of compliance with the information system requirements
- Methodical and technical support in the development of security assignments for ITF and information security rules for organizations
- Evaluation of peripheral equipment software for transactions using bank payment cards.
IBA Technical Center Services

The main task is to meet the customers' needs for maintenance of complex electronic equipment.

The Technical Center offers services for:

• Warranty maintenance of servers, specialized banking equipment, etc.
• Post-warranty maintenance (equipment repair, subscriber maintenance, etc.)
• Service maintenance – an extensive network of regional service centers
• Maintenance of specialized equipment of IBA business partners
• Support and maintenance of software.

Specialists of the Center received training in specialized training centers of the IBA Group business partners and have the relevant certificates.
Data Center IBA Group Services

Data Center IBA Group is designed to ensure the guaranteed uninterrupted work of user information systems with the given levels of availability, reliability, security and manageability and provides cloud services for IaaS, PaaS, SaaS models.

- Provision of a site for creation of a disaster-proof backup complex
- Provision of computing equipment for rent (dedicated server), as well as of virtual space (virtual dedicated server) to users of telecommunication services to host their information resources
- Hosted backup, archiving and recovery of data with reimbursement of expenses only for the actual amount of resources provided.
Partner Relations
Partner Relations
2000+ projects on 5 continents for customers from 40+ countries

**Australia & Oceania**
- Australia
- New Zealand

**Asia**
- Azerbaijan
- China
- India
- Israel
- Jordan
- Kazakhstan
- Kuwait
- Kirgizia
- Saudi Arabia
- Turkey
- Turkmenistan
- UAE
- Uzbekistan

**America**
- Canada
- Mexico
- USA

**Europe**
- Austria
- Belarus
- Belgium
- Bulgaria
- Czech Republic
- Denmark

**Africa**
- Republic of South Africa

**Europe**
- Finland
- France
- Germany
- Greece
- Great Britain
- Hungary
- Iceland
- Ireland
- Italy
- Latvia
- Luxembourg
- Netherlands
- Poland
- Portugal
- Romania
- Russia
- Spain
- Slovakia
- Slovenia
- Sweden
- Ukraine
Key Clients in Western Europe, America, Africa, and Asia

Banks & Finance
- GE Money Bank
- ČSOB
- Standard Bank

Information Technologies
- IBM
- Lenovo
- SAP
- Fujitsu
- Interliign
- T-Systems
- AVG
- LUPUS
Key Clients in Western Europe, America, Africa, and Asia

Manufacturing
- ArcelorMittal
- Goodyear
- McBride
- ECO Group
- MERO ČR, a.s.
- ratiopharm
- Dermacol

Telecommunications
- Alcatel-Lucent
- nova
- T-Mobile
- O₂

Transport & Logistics
- Kapsch
- Hapag-Lloyd
Key Clients in CIS

Oil & Gas ►
- Bashneft
- Gazprom
- KMG

Telecommunications ►
- Azertelecom
- Lifecell
- MTS
- VimpelCom

Transport & Logistics ►
- O'zbekiston temir yo'llari
- TDY
- КазМунайГаз

Energy ►
- Экибастузская ГРЭС-1
- IDGC of Urals
- Екатеринбургская электросетевая компания

Manufacturing industry ►
- Uralkali
- Saint-Gobain
Key Clients in Belarus

Oil & Gas ►
- Газпром
- Belorusneft
- Belneftekhim

Energy ►
- Белэнерго

Transport & Logistics ►
- Беларусская железная дорога

Manufacturing industry ►
- МАЗ
- Купава
- Беларускali
- Pe leng
- Milavitsa
Key Clients in Belarus

**Banks & Finance**
- The National Bank of the Republic of Belarus
- BelVeb
- IdeaBank
- Priorbank
- Belagroprombank
- Alfa-Bank

**Information Technologies**
- Beltelecom
- MTS
- Belpochta
- Velcom
Our strategy is quality

Certified management systems
Our strategy is quality

Certified management systems
Our strategy is quality

Certified management systems
Awards & Achievements

IAOP The Global Outsourcing 100

Global Sourcing Association

100 Global Services

Winner of 2017 CEE Shared Services and Outsourcing Awards
Top CSR initiative of the Year
Awards & Achievements

IBA Minsk was awarded a diploma of the Council of Ministers of the Republic of Belarus for its great achievements in IT development and implementation.

IBA Minsk is the winner of the Commonwealth of Independent States (CIS) Prize for achievements in the field of product and service quality.
Awards & Achievements

IBA Group is a five-time winner of the Governmental Award of the Republic of Belarus for achievements in the field of quality.
Awards & Achievements

IBA Minsk is among winners of the contest “The Best IT Companies of Belarus through the Eyes of Employees”

IBA IT Park, the IBA Group development center, was awarded the National Golden Byte Award in the nomination The Largest Supplier of Solutions for the Belarusian Market
Throughout its existence, the IBA Group takes care of its employees, maintains relations with universities that train IT personnel, as well as interact with public organizations that provide assistance to vulnerable segments of the population.

In October 2008, the IBA Group adopted a unified corporate social responsibility (CSR) program.

**The purpose of the IBA Group CSR program:**
Attracting highly qualified personnel to our team, creation of a pool of young professionals, maintenance of good relations with local communities and contribution to environmental protection.

On November 28, 2017, the IBA Group signed an Agreement on interaction of socially responsible Belarusian companies when implementing corporate social responsibility projects.

The CSR program notes that in its daily activities, the company is guided by the principles of ethical conduct, transparency, respect for laws and international norms, as well as human rights.
Corporate Social Responsibility

**Employee support**
The IBA Group employees are provided with comfortable working conditions, a friendly atmosphere is created in the company and an individual approach is provided in the company. We offer a social package that is commensurate with the huge contribution of our employees to the combined success of the company.

**Public relations**
IBA Group seeks to contribute to the sustainable development of society, improve the quality of life and well-being of citizens. The company regularly sponsors the Social and Pedagogical Center of the Sovetsky District of Minsk, the Belarusian Children's Hospice, the Center for Out-of-School Work “Svetoch” in Minsk, the Belarusian Association of Sight-Disabled Persons, the Territorial Center for Social Services for the Population of the Sovetsky District of Minsk and other organizations.

**Environmental Protection. Green IT**
The Green IT practice (Green information technologies) is very important in the IBA Group work. The IBA Group development centers are located in countries that do not have large reserves of natural resources, so we try to effectively use electricity and other natural resources.
Corporate Social Responsibility

IT Education

In order to prepare a pool of young professional personnel, the IBA Group cooperates with universities of the Republic of Belarus leading in the field of training of IT specialists.

Belarusian State University (BSU)

Belarusian State University of Informatics and Radioelectronics (BSUIR)

Gomel State University named after Francisk Skorina (GSU)
Thank you for your attention!

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