

Expertware

Intro

Expertware – Who we are ?

Business Process Optimization

ERP deployments & upgrades, Process automation, Self-service portals, Cash collection orchestration, Resource planning and tracking, Auto bidding, Custom Web, Mobile, Desktop Architecture, Enterprise applications integrations (ITSM - CRM – HR- FI - CO).

Technology transformation

Hybrid Data Centre Design, Build & Migrations, Workspace & Unified Communications, Enterprise High Availability & Business Continuity, Application migrations & process transformation.

Cyber Security

End-to-End Protection, Vulnerability & Threat Management, Active Defense, Cyberthreat intelligence, Forensics, Advanced Hunting, Cross Reporting, Network Access Control.

Hybrid Cloud Design and Management

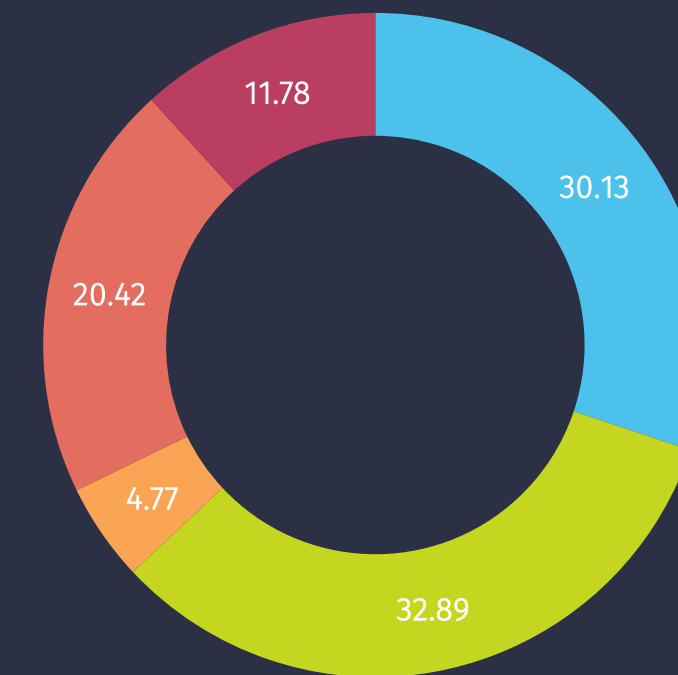
Microsoft Cloud Solution Provider (CSP), Azure Provisioning & Migration (O365), Multi-Cloud Integrations, Data Management, Network Connectivity & Design for Private, Public and Hybrid Clouds.

Business Intelligence & Analytics

Microsoft Data Platform and Bigdata Gold Partner, Virtual Data Warehouse design, deploy and operations. Rich dashboard and reporting capabilities unifying data, transforming and correlating across heterogeneous sources. Highlight real time KPIs and knowledge graphs.

Privately owned IT services companies: Romania & Belgium
5+ mil EUR Revenue 2022

Revenue split

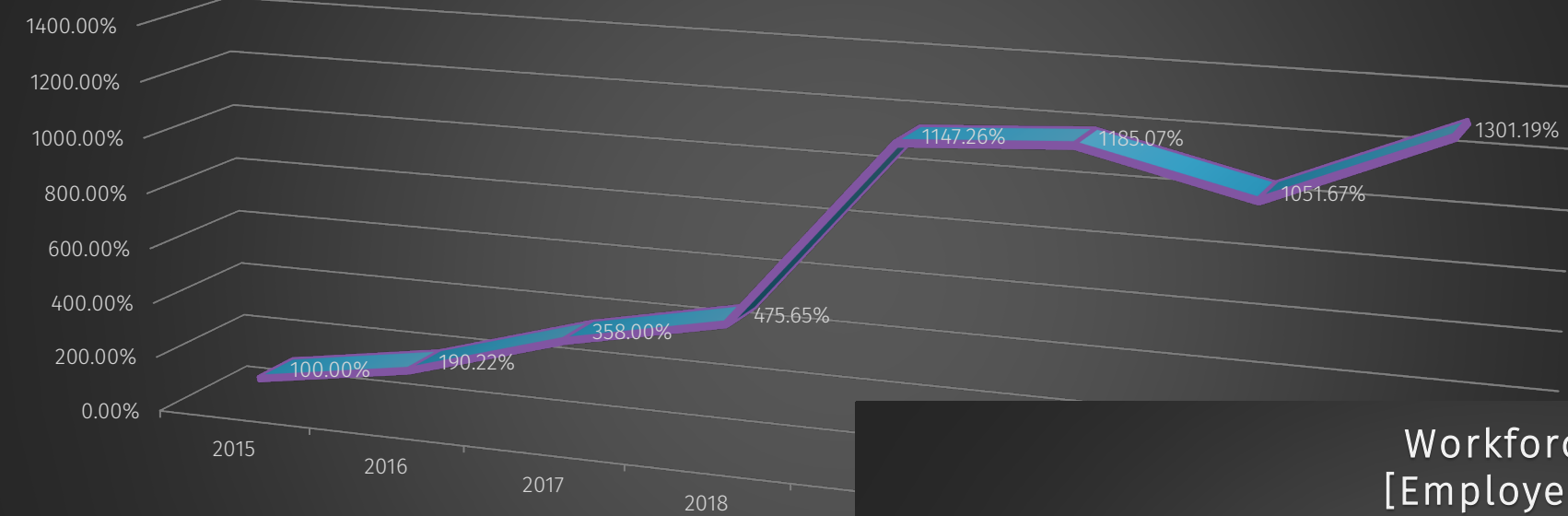


- Cybersecurity
- IT Transformation
- Development
- Hybrid Cloud
- BI & Analytics

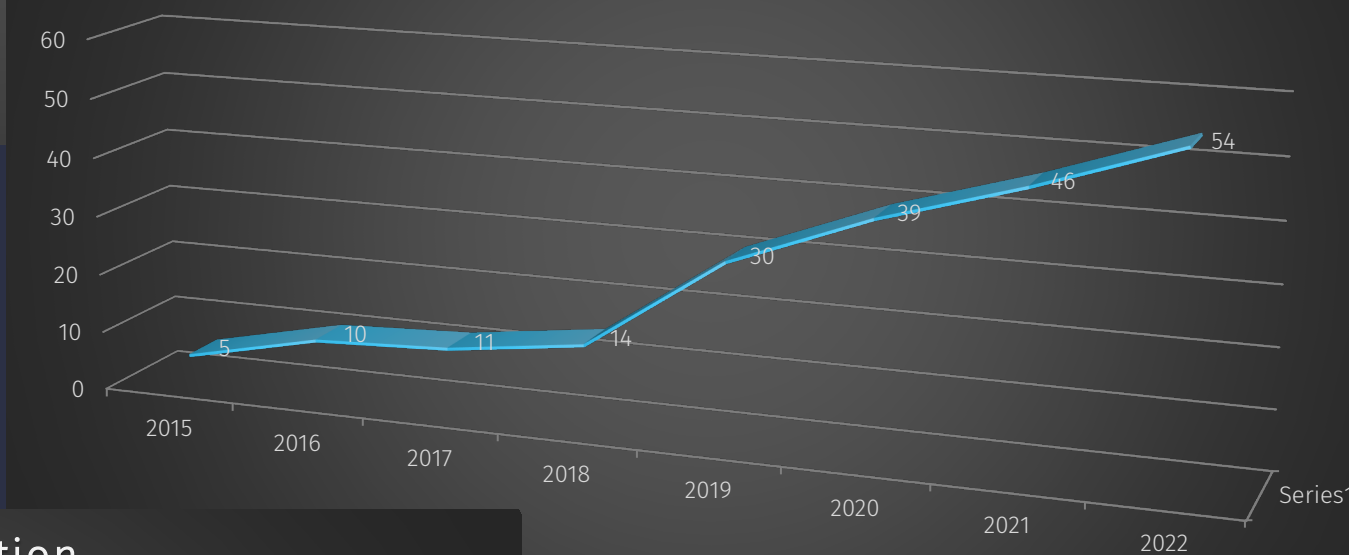


Expertware – Who we are ?

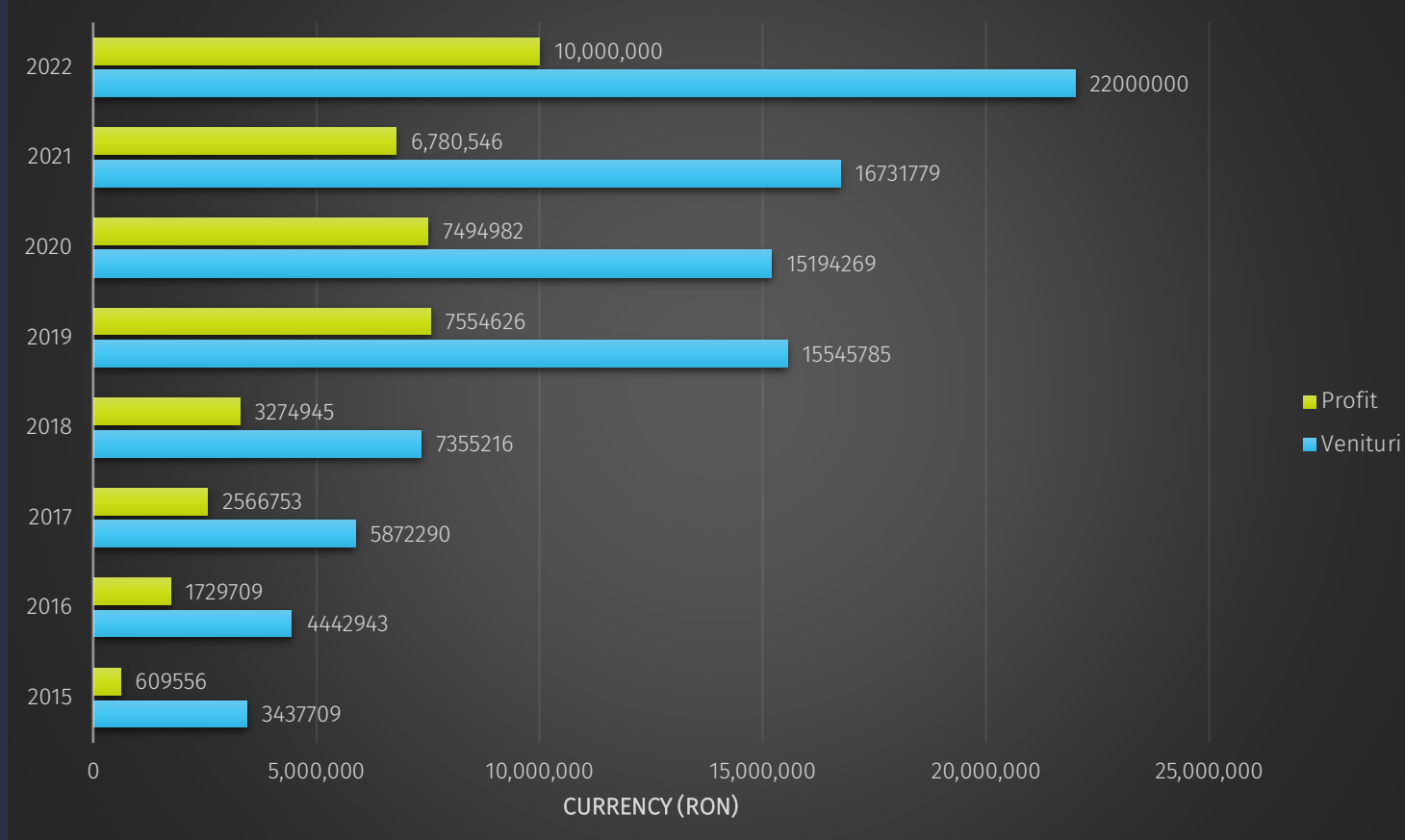
Growth ratio 2015 - 2022



Workforce
[Employees]



Turnover & Profit Evolution



History of proven results.

- **1st** IT consultancy company in NE Romania for the last years.
- **25x** financial growth in the last 15 years
- **20%** Year on Year Growth in number of employees.
- Research and project **partnerships with Universities** in Suceava and Iasi.
- **100%** customer retention over the last **5 years**. New large customers every year.
- Building **characters**, people, **teams**, applications and solutions.
- Acting as **VC and mentors** for regional startups.

Expertware – Why choosing us?



Synergies between skills, competences strategic partnership and track record.

- Microsoft **Gold** Partner (.NET Development, Business Productivity, Datacenter Services, Data Platform and BigData).
- Certified **ISO 27001** – audited for international standard for information security; Certified **ISO 9001** – quality management
- **70+** engineers and **150+** IT certifications
- High Profile Customers with **100% retention** for last 5 years (**multi billion companies**).
- **Optimal Mix** of IT architecture, datacenter capabilities, development and cybersecurity competences.
- Partnerships with **Dell EMC**, Cisco, VMware, **CrowdStrike**, Qualys, Veeam, **Palo Alto**, Fortinet, **HPE**.

Expertware – What we do with Econocom ?

Technology transformation

Hybrid Data Centre Design, Build & Migrations, Workspace & Unified Communications, Enterprise High Availability & Business Continuity, Application migrations & process transformation.



Revantage \ BRE Luxembourg (since 2022)

Modern Workspace, zero-touch device provisioning, BYOD, CYOD, VDis Intune MDM, M365 configuration and operations (Onedrive, Teams, SharePoint, Office), Defender ATP, policies and app deployments.

Cyber Security

End-to-End Protection, Vulnerability & Threat Management, Active Defense, Cyberthreat intelligence, Forensics, Advanced Hunting, Cross Reporting, Network Access Control.



Revantage \ BRE Luxembourg (since 2021)

NAC, SIEM, NOC, SOC incident response, vulnerability management, Security device management (Palo Alto, ZScaler, WAF), penetration testing

Hybrid Cloud Design and Management

Microsoft Cloud Solution Provider (CSP), Azure Provisioning & Migration (O365), Multi-Cloud Integrations, Data Management, Network Connectivity & Design for Private, Public and Hybrid Clouds.



Audi Belgium (since March 2023)

Remote IT Support for servers (Vmware ESX & Horizon, RedHat clustering, Oracle clusters, Windows clusters) and SAN (Brocade, EMC, HP, IBM DS), DBA (Oracle, MS SQL), SCCM, Acronis, Nessus, Veeam, CheckMK, Splunk, McAfee)



Engie, Equans, 3BFiberGlass, Boerendbond, Revantage (since 2018)

Azure hybrid clouds, design, operations, optimizations including identity management, security, applications services (AAD, SQL, Oracle, Apache, Tomcat, MySQL, MariaDB, etc.), business continuity, DevOps

Business Intelligence & Analytics

Microsoft Data Platform and Bigdata Gold Partner, Virtual Data Warehouse design, deploy and operations. Rich dashboard and reporting capabilities unifying data, transforming and correlating across heterogeneous sources. Highlight real time KPIs and knowledge graphs.



Revantage \ BRE Luxembourg (since 2022)

Asset CMDB Golden Record integration (Intune \ SCCM → CMDB → Service-Now)
Service Delivery Performance real-time dashboards
SOC alerts, incidents trending and performance
NOC alerts incidents trending and performance

Expertware – How we operate ?



24h/7 managed services with granular service levels



Optimal combination of skills, onsite, near-shore capabilities, multilingual resources.
As a Service delivery, guaranteeing resource availability and skills retention.



Cross platform, cross technology capabilities:
cyber security, analytics, workspace, technical architecture, bespoke development.



White label Partnership model with high (>45%) margins.
Partner services including pricing, onboarding, build, run & customer reporting. Trust & loyalty.



Flexible business model: shared service, out of hours complementary
services, dedicated teams, fully outsourced services.



Advanced analytics & KPIs ready to use.
Self-service insights, optimization, provisioning through Expertware developed platform.

Modern Workspace

Zero-Day provisioning, M365, Viva suite, Intune, SCCM, patching, reporting, administration, mail, Teams, SharePoint, Starter\Leavers

BI & Analytics

ETL, ELTs, t-SQL development, SAP Business Objects
Data architecture, Big Data, Data streams, Azure Data Factory,

Cybersecurity

Managed SIEM, EDR, Continuous Vulnerability Management,
Penetration testing, Security Audit & Remediation, DLP, NAC

Full stack development

Web apps, microservices transformation, .NET core, UI\UX
React, Vue.js, Node.js, design patterns, development teams

Managed Hybrid Clouds

Multi-cloud design, migration, and operations
Network managed services & NOC
Security Managed Services & SOC

IT Transformation

Business process optimization, automations, integrations,
bridge heterogeneous apps ERP, CRM, HR, ITSM, Analytics
Licensing cost optimization, Business continuity plans.

Customers' benefits

25% productivity gains

35% customer satisfaction increase

40% shorter project delivery times

98% staff retention for last 5 years

Contact us

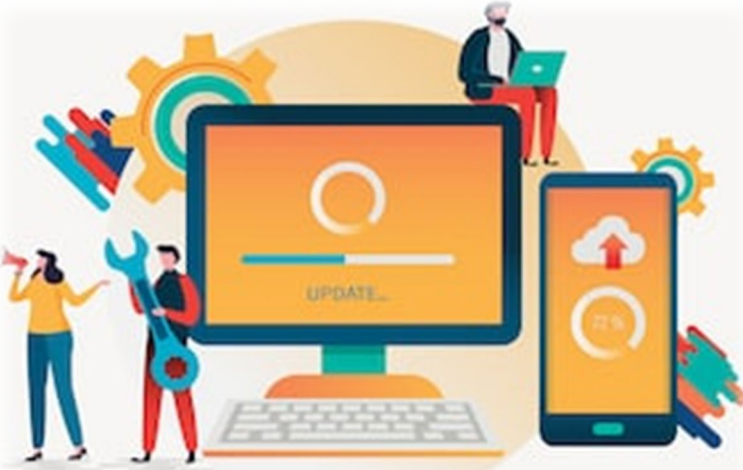
Expertware's

Solutions not yet leveraged by Econocom

Employees

Always up-to-date & compliant

Intune autopilot, MDM for BYOD, hybrid domain join policies, persona templates, user & device policies roll-out and compliance



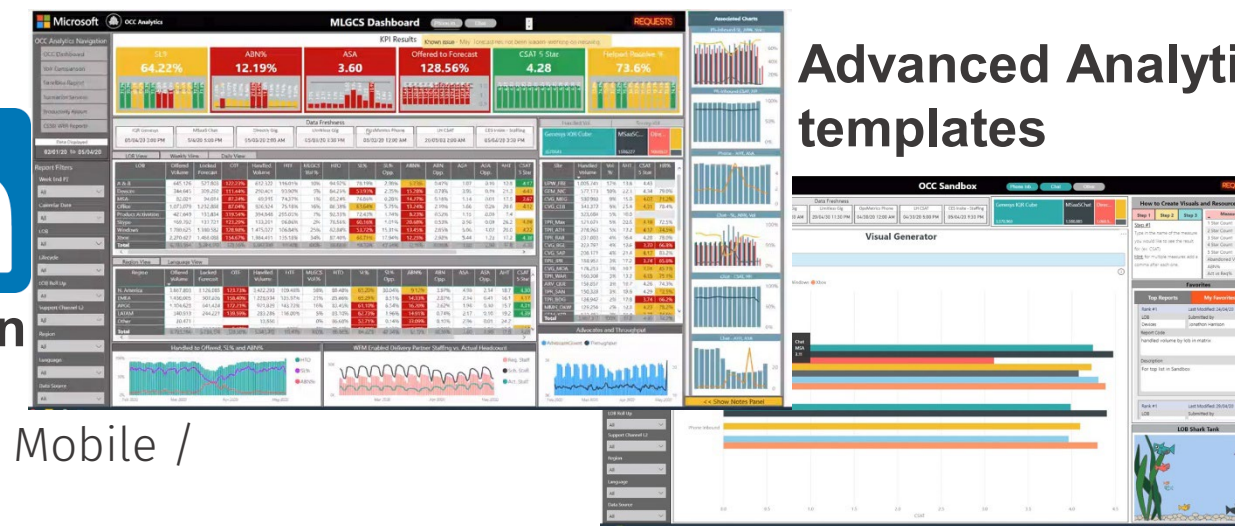
User & Device Provisioning and management

Optimize access, collaboration and governance



Multiplatform communication

News / Updates / Events / Announcements / Communities / Mobile / Social Platform updates



Advanced Analytics templates

Financials

- Comprehensive financial dashboards

Customers

- KPIs
- Get Well Plans
- Projects
- Sites, Services
- Business CheckIns

Innovation and Growth

- Sales progress
- ePMO Dashboards
- Marketing Data

Internal Business perspective

- Cost per hire
- Attrition
- Talent pool
- Shrinkage analysis
- WFM

Modern Workspace



Employee Portal Central Access Hub

Integrated smart notifications across all apps

Advanced analytics

Access to key accurate reporting

Identity management

Azure AD, Azure MFA, Conditional Access Policies, Self-Service capabilities, Just-in-Time access,

Business Applications Gateway

Workflow integrations, LogicApps, ITSM, integrations,

EPR,CRM,ITSM integrations

API integrations, B2B data exchange.

Communication & collaborations

Exchange, Teams, SharePoint, Yammer, Viva

Defender for Endpoints, Servers, Cloud, Apps

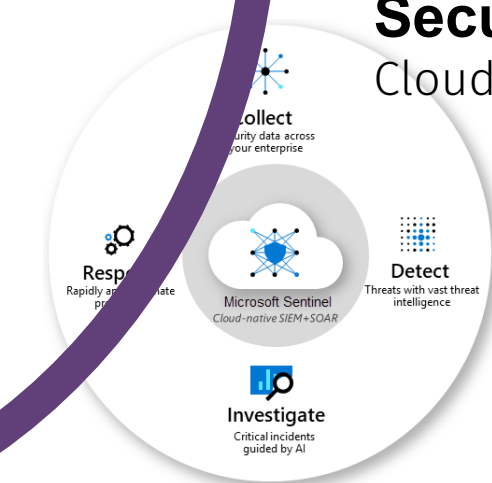
Advanced Threat Protection, Threat intelligence, Response books, Vulnerability Management



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Secure score

Cloud-devices-users-apps



Always Secure

Defender ATP, User Experience Behavior Analytics, SIEM & SOC & SOAR integrations, Data leakage prevention, vulnerabilities management, threat hunting

Customers & Partners

Sharing & Federation

External sharing policies and controls. Identity federation Azure AD B2C, B2C



Customers and partners

Security Operations Centre (SOC)

Complete Security Lifecycle

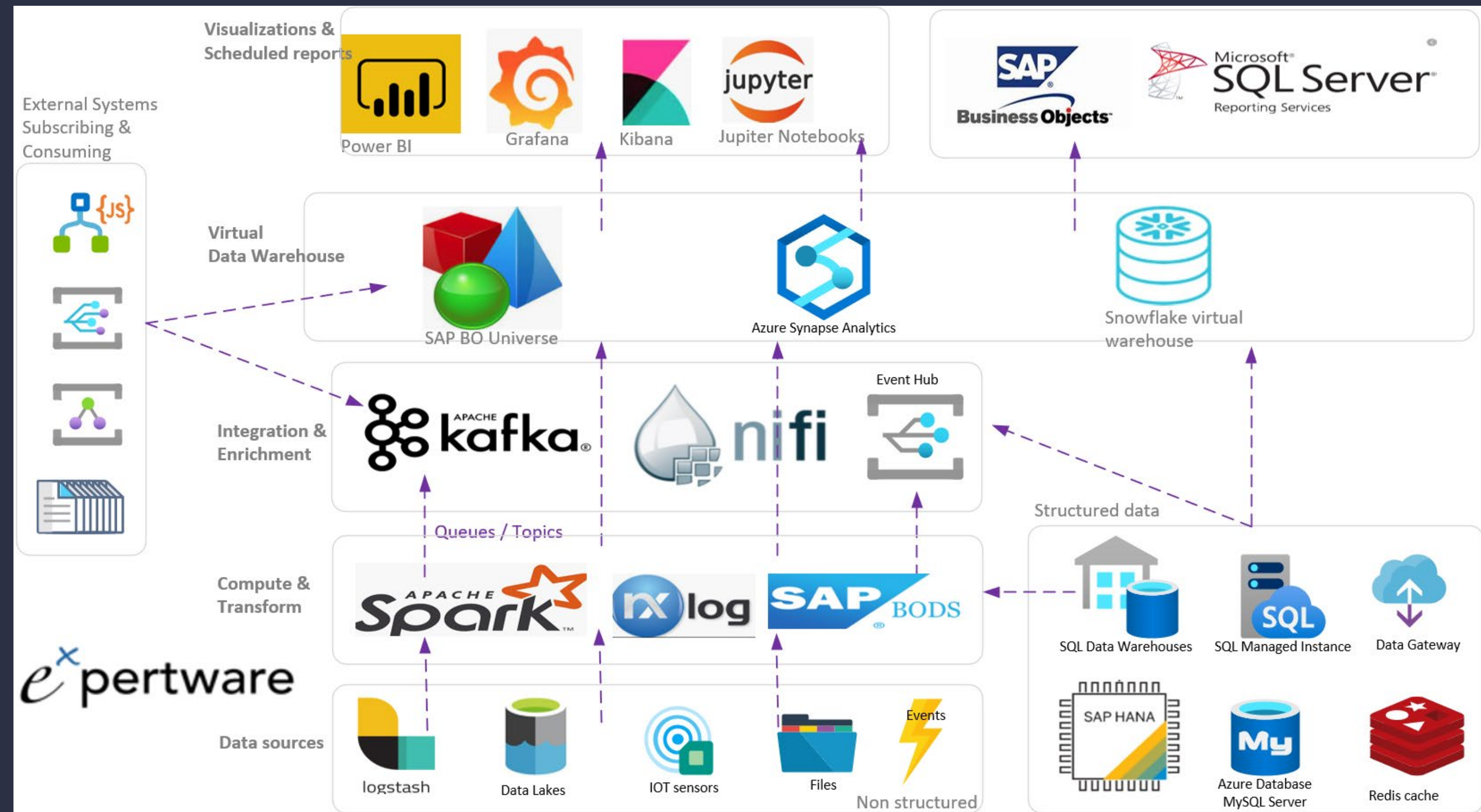


Virtual data warehouse

Traditional data warehouse solutions developed by enterprises in order to be able aggregating and keeping data snapshots for relevant metrics and calculated valued are difficult to extend and interconnect especially when the data sits in different clouds / data centers.

A new breed of solutions emerged: Virtual data warehouse which acts as a virtualization layer between the data structures, the aggregation layer and the information extraction. It is also referred as “Modern data warehouse” and one important feature is the capability to capture in stream data , enrich it and aggregating it on the fly.

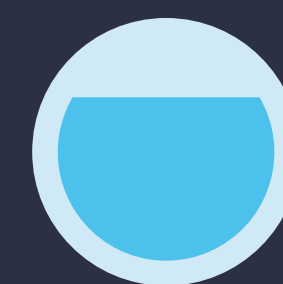
Expertware provides innovative eDWH services since 2012 for top companies



Certifications
1500+



Engineers
70+



Customers
30+



Projects
500+

Big Data and Analytics

Big data is a set of new technology which brings new approaches/solutions for existing problems: Its about SQL + a lot of NOSQL and how we used data efficiently to extract business information / We are matching the right technologies and combine them to gain unique business insights.

Virtual Data warehouse (design, build & operate)

- ✓ Structured data from ERP, ServiceNow, Jira, Salesforce, SuccessFactors,
- ✓ Standardize data model & dimensions across systems
- ✓ Define & optimize virtual data warehouse combining multiple data sources

Data Lake (design, build & operate)

- ✓ Gather, aggregate massive amounts of raw unstructured / non-relational data.
- ✓ Collect & Enrich types from sensors, web, devices, logs, sniffers.
- ✓ Archive for historical data.
- ✓ Correlate non-relational data with relational data.
- ✓ Test ML algorithms to detect patterns, anomalies, produce forecasts.



Customers

30+



Engineers

70+



Certifications

150+



Projects

500+

Solution

A set of integrated modules that work together to enable lifecycle management of MSP service offerings



Deployment models

MSP customer's private / public data center, SaaS using Expertware clouds.

XpertRecord connects to multiple data sources to accurately portray CI's in scope

XpertContract stores digitally signed customer/partners/supplier contracts, manages changes, contract chains, dependencies.



XpertPrice utilises the XpertRecord data allowing to build complex pricing models for managed services, products, IaaS / PaaS advanced bundles configurations

XpertInvoice creation of accurate MSP invoices based on consumption (IaaS, PaaS, managed services, ad-hoc requests).

Customers

Large IT Managed Service Providers offering hosting and management services and looking to automate pricing, inventory management, contracting and invoicing for their customers.

Our solution bridges pricing, inventory, consumption complex invoicing for infrastructure and services.

Thank you!

We'd love to hear from you!

Mail: info@expertware.net

<https://expertware.net>

Other Expertware
web projects:

<https://xpertime.net>

<https://standwithukraine.ro>

<https://weeglo.eu>

<https://demo.Expertware.ro>

<https://efiles.experwtare.net>

... and many others