



# How we can help you achieve more with digital technologies

**Customer presentation**

January 2023



# We are a global leader in Digital Transformation & Cybersecurity

At the centre of Digital Transformation (DX)

100s

of vendor relationships, covering all aspects of DX

c.75k

B2B customers to draw DX experience from

Full suite

of DX solutions for any organization

R&D

for complementary products

A global presence focused on outcomes in the emerging markets

c.60

countries of operation

London

headquarters of the global organization, incorporated in Cyprus, listed on the LSE

>25

years of experience in the IT market

11

24/7 delivery centres, serving customers in 8 languages

Our key advantage is the combination of scale, capabilities & offerings

\$1.1b

FY2021 turnover

All buying methods

supported by our systems and organization

5.7k

employees\*, delivering value to customers

13

recent acquisitions\* to grow capabilities and align closer to customers



# We help organizations to transform and operate efficiently and securely in an increasingly digital economy

## Businesses

We help develop and implement digital transformation scenarios to accelerate revenue, boost profits, enable new business models, and ensure overall resilience and agility

## Governments

We support governments in their digital transformation, so that they can deliver better outcomes to citizens and other stakeholders, and improve the overall efficiency of the public services

## Societies

Technology creates more opportunities for societies to develop faster and operate fairer. We promote diversity & inclusion when it comes to sharing those opportunities



# Our values resonate with the aspirations of our customers

## 1. Leadership

We strive to be No.1 in the key lines of our business. We take full responsibility for our commitments and actions

## 2. Customer focus

We create business value for our customers. We are focused on understanding and solving the issues they face, and helping them take the next step in their digital transformation journey

## 3. Teamwork

The team's success is everyone's success. We are one global team, and we foster long-term partnerships with our employees

## 4. Innovation

We move with market trends by investing consistently in cutting-edge technologies and innovative solutions. We ensure that we always have the latest angle on how to get the most from new technology

## 5. Responsible business

We support the sustainable use of the environment and development of societies. We observe laws and business ethics. We respect the traditions of every country where we operate. We are passionate about and committed to maintaining high ESG standards



# It is not just tech - we deliver meaningful digital transformation

- Digitization
- Cybersec
- Clouds
- as-a-Service
- Hybrid
- IoT
- Mobility
- Future workplace
- AI/ML

100s of Vendor-Partners... ...connected by Noventiq's solutions & services with... ...~75,000 Customers

**Focused on technology & revenue**

Software & Cloud    Hardware    Services

Sales, Support, Implementation, Training, Marketing, Payments, Compliance, Technical & Business Expertise, Engineering & Talent, Own R&D, System Integration

**Focused on business outcomes**

**Digital Platform**



# Through digital transformation, we make material changes to how organizations work

## Increase productivity

by transforming the way your teams work



We create **next-gen collaboration environments** for significant productivity gains using best technologies from Microsoft, Google and others together with our own products

## Build and scale faster

by modernizing digital infrastructure



We deliver and support AWS, Azure, GCP **multi-cloud** solutions together with **on-premises & device solutions** from Cisco, HP, Dell, HPE, etc. to ensure that your workloads are deployed and running efficiently

## Achieve peace of mind

by securing your organization in the digital space



Whether on premises or in the cloud, single project or on-going service, we can offer **advanced cybersecurity protection** for your organization, providing you with peace of mind

## Gain a competitive advantage and accelerate innovation

by deploying digital solutions & applications



We build digital solutions using the **best software** from the key vendors. Our SW engineering talent can help you **develop applications** for the core of your business. We deliver tools to **manage digital and software/IT assets better**

## Convert information into deeper insights & right actions

by leveraging your data and AI technologies



We combine Data and AI solutions from AWS, Azure and GCP as well as other vendors with our expertise and services, to help you dramatically **improve return on information**. With content management solutions, robotic process automation (RPA), chatbots, and AI inference in vertical use cases, we can help your organization to **take benefit of advances in AI**

# We have a complete solutions & services portfolio for digital transformation

## Full solutions provider



Software & Cloud



Hardware

- From major established international vendors & innovative vendors from different countries and regions
- Supported by advanced statuses with vendors
- With specialisation in licensing, consumption and transformation
- Delivered as a single procurement, subscription or as-a-Service

## Comprehensive services portfolio



Hybrid Infrastructure



Multi-cloud Services



Next-Gen Focus



Future Workplace



Cybersecurity



Customization Services

- Global, secure and effective
- Covering infrastructure, applications and data
- Support at every stage of implementation

**Our Digital Platform underpins customer interactions and delivers differentiated experience**



# We are a leading partner of Microsoft, a key enterprise technology provider

We specialize in multi-cloud environments with a focus on Microsoft technology, coupled with our own expertise in software, proprietary services & solutions

25+

Years of "Gold" collaboration

700+

Microsoft Certified Professionals

One of 10

Microsoft globally managed partners

Best licensing practices

LSP authorization in 34 countries  
CSP authorization in 50+ countries  
SPLA reseller for 8 years

Microsoft Partner of the Year



Bulgaria



Cambodia x2



Malaysia



Vietnam x2

2021  
2022

**Noventiq is a trusted partner in Microsoft Cloud Partner Program** with all six Solution Designations, deep solutions expertise supported by Azure Expert MSP status, 12 Advanced Specializations in Azure, Security, Modern Work and Business Applications. An active member of Microsoft Intelligent Security Association



Microsoft Partner  
Azure Expert MSP



Member of  
Microsoft Intelligent Security Association



Azure

**Solution Partner Designation**

Infrastructure, Data & AI  
Digital App and Innovation

**Advanced Specializations**

- Windows Server and SQL Server Migration to Microsoft Azure
- Linux and Open-Source Databases Migration to Microsoft Azure
- Microsoft Azure Virtual Desktop
- Kubernetes on Microsoft Azure



Security

**Solution Partner Designation**

Security

**Advanced Specializations**

- Cloud Security
- Identity and Access Management
- Threat Protection
- Information Protection and Governance



Modern Work &  
Business Applications

**Solution Partner Designation**

Modern Work  
Business Applications

**Advanced Specializations**

- Adoption and Change Management
- Calling for Microsoft Teams
- Teamwork Deployment
- Microsoft Low Code Application Development



# We attract top talent to deliver more value

Customer-first DNA & technology delivery & SW engineering capability...

As of March 31, 2022

5.7k including

Noventiq employees

Highly-motivated and talented teams

0.9k

&

3.9k

sales & marketing force, bringing our solutions to customers

engineers, developers and other IT specialists

## Our advanced Long-Term Employee Partnership Program attracts talent from the emerging markets and beyond

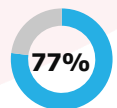
Announced Jan 2022

- **Comprehensive – 100% of employees** to be issued share options, including those coming from acquired companies
- **Fair – tenure- and term-dependent:** employees will receive options worth up to 45% of their annual pay each year at the Board's discretion, when the share price reaches certain growth targets
- **Generous – in addition to employees' regular income:** building a unique, long-term employee-company partnership thanks to each grant vesting over five years, and ...
- ... allowing employees to spend up to 15% of their annual income on acquiring shares at a 15% discount within our **Employee Share Purchase Programme**



84%

Employee Engagement Index<sup>4</sup>



Recommend to a friend<sup>3</sup>



# Six reasons to make Noventiq your DX partner

- 1** Recognized by customers, vendors, and market experts as a reliable, proficient and highly-qualified **Digital Transformation market leader** with 25+ years of experience
- 2** **One point for all your IT needs:** solving all tech-related issues, building multi-vendor solutions & providing support, and ensuring success in even the most complex transformation projects
- 3** Always on point. **We know what you should do next in your DX journey, and we can help you do it.** We speak your language in almost 60 countries
- 4** **Our own platforms, innovation, knowledge & experience** are available to accelerate your Digital Transformation
- 5** Our advanced vendor relationships translate into tangible **business value during your transformation**
- 6** The **best talent in the industry** thanks to our unique long-term employee-partnership approach

# Your next step in DX: get in touch with Noventiq

Do you have a plan for digital transformation? Do you know what to do next?  
We can help with both



Browse cases from different industries and markets at <https://noventiq.com> to see what solutions might be right for you.



Use our website to find your nearest office <https://noventiq.com/about/offices-worldwide>



Call or email us in your market to get advice, discuss ideas or request a quote



Or reach out to our London HQ at [hq@noventiq.com](mailto:hq@noventiq.com)



Thank you!

[WWW.NOVENTIQ.COM](http://WWW.NOVENTIQ.COM)

