NOVENTIQ
Global expertise, local outcomes

Helping you achieve more with digital technologies

Customer presentation

October 2023

We are a global leader in Digital Transformation & Cybersecurity

At the epicentre of Digital Transformation (DX), where advanced vendor relationships meet proprietary solutions & services

100s of vendor transacted, covering all aspects of DX

80k B2B customers to draw DX experience from

Full suite of DX solutions for any organization

R&D for complementary products, including AI

With a global presence focused on local outcomes in emerging markets

c.60 Countries where we transact

London headquarters of the global organization, incorporated in Cayman Islands

c. 30 years of experience in the IT market

11 24/7 delivery centers, serving customers in their languages

And with unique combination of scale, capabilities, and offerings

$1.6b FY23 gross revenue

All buying types supported by our systems and organization

c. 6.4k employees, delivering value to customers

14 recent acquisitions to expand capabilities and align closer to customers

Our mission is to 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 for citizens and other stakeholders, and make public services more efficient

Societies

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

Our values are in tune with your aspirations

1. Leadership

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

2. Customer focus

We create business value for our customers. We focus 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 forge long-term partnerships with our employees

4. Innovation

We move with market trends by investing consistently in cutting-edge technologies and innovative solutions. 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 we operate in. We are passionate about and committed to maintaining high ESG standards

We do not stop at tech. We help you achieve meaningful digital transformation (DX)…

Digitization | Software | Future workplace | AI/ML | Clouds | Hybrid | Cybersec | as-a-Service | Vertical

100s of vendors… **…connected by Noventiq's solutions & services with…** **…~80,000 Customers**

Microsoft, aws, Google Cloud, Adobe, Autodesk, Cisco, Check Point, Citrix, Dell, IBM, Fortinet, Hewlett Packard Enterprise, hp, Nvidia, opentext, Oracle, paloalto Networks, Trend Micro, vmware

Focused on technology & sales

Cloud | Software | Hardware | Services

- Sales
- Support
- Implementation
- Training
- Marketing
- Payments
- Compliance
- Technical Expertise
- Business Expertise
- Engineering Talent
- Own Solutions
- Systems Integration

Digital Platform

castorama, Grant Thornton, General Insurance Council, e.on, Panasonic, Hunland, Societe Generale, cinépolis, Berkeley, NCDEX, HPA Hamburg Port Authority, Thames Water, State Bank of India, Everise, Coveo, technicolor, Nissan, Cambodia Airports, Vinci Airports, Olympus, Raiffeisen Bank

Focused on business outcomes

...and unlock full power of your organization...

Increase productivity	Build and scale faster & efficiently	Achieve peace of mind	Gain a competitive advantage & accelerate innovation	Convert information into deeper insights & right actions
Transform the way your teams work	**Modernize digital infrastructure**	**Secure your organization in the digital space**	**Deploy digital solutions & applications**	**Leverage your data and AI technologies**
We create **next-gen collaboration environments** for significant productivity gains using best partner technologies together with our own products and solutions	We deliver and manage **multi-cloud estate** together with **on-premises & device solutions** to ensure that your workloads are deployed and running efficiently	Whether on premises or in the cloud, single project or on-going service, we offer **advanced cybersecurity protection** for your organization, providing you with peace of mind	We build digital solutions using the **best software** from key vendors. Our software engineering talent can help you **develop apps** specifically for your business. We build tools to **manage digital and software/ IT assets better and lower costs**	We combine industry leading solutions with our expertise and services, to dramatically **improve your return on information**. We deliver RPA, smart assistants & AI vertical use cases, so your organization can **take full benefit of advances in AI**

… with our comprehensive DX solutions & services portfolio

Full solutions provider

Cloud

Software

Hardware

Comprehensive services portfolio

Hybrid Infrastructure

Multi-cloud Services

AI & Data (Next-Gen)

Future Workplace

Cybersecurity

Customization Services

- The most established & innovative vendors
- Advanced statuses and proficiency
- Experts in licensing, consumption & transformation
- As a single procurement, subscription or as-a-Service

- Global, secure and effective
- For infrastructure, applications and data
- Supported at every stage of implementation
- Vertical use cases

Our Digital Platform underpins customer interactions & delivers a differentiated experience

We are a leading Microsoft partner

We specialize in multi-cloud with a focus on Microsoft technology. Our customers rely on our comprehensive portfolio of Microsoft Cloud services, supported by all 6 Solution Designations, alongside our own services for transformation, management, security and modernization

25+
Years of collaboration

600+
Microsoft Certified Professionals

One of only several
Microsoft globally-managed partners worldwide

Best licensing practices
LSP authorization in 36 countries
CSP authorization in 50+ countries
SPLA reseller for 8 years

Microsoft Partner of the Year

Oman

Bulgaria

Cambodia x2

Malaysia

Vietnam x2

2021
2022
2023

Microsoft Solutions Partner
Microsoft Cloud

Microsoft Solutions Partner
Infrastructure
Azure

Microsoft Solutions Partner
Data & AI
Azure

Microsoft Solutions Partner
Digital & App Innovation
Azure

Microsoft Solutions Partner
Security

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Business Applications

15 Advanced Specializations

Microsoft Partner | Azure Expert MSP

Since 2019

Azure

- Infra & Database Migration to Microsoft Azure
- Microsoft Azure Virtual Desktop
- Kubernetes on Microsoft Azure
- Analytics on Microsoft Azure
- Data Warehouse Migration to Microsoft Azure

Security

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

Modern Work & Business Apps

- Adoption and Change Management
- Calling for Microsoft Teams
- Teamwork Deployment
- Meetings & Meeting Rooms for Teams
- Modernize Endpoints
- Microsoft Low Code Application Development

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Six reasons to partner with Noventiq for your DX

1. Recognized by customers, vendors, and market experts as a reliable, proficient and highly-qualified **Digital Transformation market leader** with c. 30 years of experience

2. **Single 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 where you should go next on your DX journey, and we can help you get there.** We speak your language in almost 60 countries

4. **Our own platforms, innovation, knowledge** & **experience** are available to accelerate your Digital Transformation and to optimize the way you operate

5. Our advanced vendor relationships including the one with Microsoft and other leading public cloud providers translate into tangible **business value during your transformation**

6. The **best talent in the industry** thanks to our unique long-term employee-partnership approach

Planning your next step in DX? Get in touch

If you know where you're going with your digital transformation, we can help you get there.

If you're still looking at options, we can help you make the right choice.

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

Use our website to find your nearest office https://noventiq.com/contacts

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

Reach out to our London HQ at hq@noventiq.com

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Thank you!

WWW.NOVENTIQ.COM

Double click on the portfolio

Increase productivity by transforming the way your teams work

We build future-proven collaboration environments for material productivity gains using the best tech from Microsoft, Google & others with our own solutions

100s
workplace projects completed

200+
certified engineers in workplace technologies

70%+
adoption rate for MS Teams®

Deep knowledge of fundamental technologies for modern hybrid work

- Key vendor statuses
- Own experts
- Long track record

Microsoft, Adobe, Cisco, HP, Dell, Citrix, Aruba Networks, Google Workspace, VMware

Own products and solutions to augment vendors' technologies

- Total Voice® allows your company to keep on with telco billing processes
- Total View® is an easy-to-use M365 analytics and reporting tool giving insight on the adoption & productivity of M365 and much more

TotalView by NOVENTIQ, TotalVoice by NOVENTIQ

Own services to ensure smooth deployment and great adoption

- Migration and Deployment Services with embedded security and device management
- Training and Management of Change
- Ongoing support & Service Management

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Global expertise, local outcomes

Build and scale faster and more efficiently by modernizing digital infrastructure

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

200+
Infrastructure projects completed

Dozens
HW vendors

200+
certified engineers in cloud and on-premises infra technologies

Advanced knowledge of key technologies for modern hybrid infrastructure

- Multi-cloud capabilities with Expert, Advanced or Premier statuses in all major established clouds
- Deep knowledge of on-premises & cloud architectures

Own platforms for seamless digital infrastructure experience

- ActivePlatform® and MyAdmin® for intuitive and sophisticated ordering, billing, provisioning, management, and reporting
- Cloud Management Platform (CMP) providing integrated experience in running Azure workloads

ActivePlatform MyAdmin

Own services to ensure effective deployment and on-going efficiency

- Cloud enablement, workload & data migration and management
- Cost optimization and governance (FinOps)
- Infrastructure deployment, support & maintenance
- DevOps automation
- Azure Expert Managed Services Provider (MSP) & AWS MSP – main clouds

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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

c.300
Cybersecurity projects implemented

100+
Sales & pre-sales employees focused on cybersecurity

140+
Cybersec engineers

Enhanced expertise in fundamental technologies for modern cybersec

- Network & Endpoint Security
- Cloud Security
- Application & data security

CHECK POINT · FORTINET · FORCEPOINT · cisco · IBM · paloalto NETWORKS · SOPHOS · RSA · TREND MICRO · zscaler

Own cybersec integration capabilities for building or modernizing defences

- Architecture definition
- Solution design
- Implementation Services
- Cybersecurity Lifecycle Management
- Necessary cybersec standard certifications

Own services to ensure on-going security of the organization

- Vulnerability Management(VAPT)
- Device Monitoring
- SOC as a Service
- Governance Services
- Incidence response

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Gain a competitive advantage, accelerate innovation with digital solutions & software

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

100s
Software vendor relationships

120
SAM/ITAM consultants

Gartner
Magic Quadrant for SAM Services

Diverse experience in using off-the-shelf software to deliver business outcomes

- Solutions from a plethora of vendors
- Deep licensing and subscription expertise
- Solutioning, delivery and deployment know-how

AUTODESK. Adobe ABBYY
Red Hat Microsoft ORACLE
opentext VEEAM vmware

Own solutions for managing technology assets in the best way

- Visionary in Gartner Magic Quadrant for Software Asset Management
- Own methodology "House of ITAM": SAM to ITAM to ITSM migration
- Service Operation and Continuous Service Improvement

flexera snow servicenow

Own software development capabilities for your innovation

- Full-cycle SW development
- Dedicated teams & IT out-staffing
- SW maintenance and enhancement
- Azure & AWS expertise for cloud- native development and deployment

{REST-API} elastic
J2EE .NET SQL

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Convert information into deeper insights & right actions by using your data and AI tech

We combine Data & AI solutions from AWS, Azure, GCP and other vendors with our expertise and services, to improve return on information. With CMS, RPA, smart assistants, and AI in vertical use cases, we can help you to take benefit of advances in AI

Award winning Data & Analytics capabilities

AWS Partner of the Year award

100s
Cloud projects

c.1000
Engineering professionals for the FSI industry

Key partnerships with providers of data management technology

- Traditional RDBMS architectures
- Next-generation database management solutions
- Cloud-native data storage and processing

Own services and solutions in data engineering and analytics

- Services and strategies for absorbing & transforming data
- Big Data/Analytics on cloud for easy analysis & decision making
- DevOps & managed services for stress free management of data
- Hybrid AI/ML solutions for business decision making

Own vertical use cases to further increase the impact of the DX by using AI

- CRM and omni-channel AI banking & retail solutions
- AI smart assistants powered by LLMs for the next-gen customer engagements in FSI & other industries
- Integrated solutions for banks, e-commerce and exchanges

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