



# Company Profile

# Historical Milestones of Precicom SA

- PRECICOM ABEE, was established on July of 1993 by a team of Professionals with a long and successful experience in the area of IT Technology.
- Precicom SA started as a Distributor of Wang Labs minicomputer systems and evolved to a successful Solution Integrator for the Enterprise market.
- 2005: Citrix Solution Advisor
- 2006: Citrix Gold Solution Advisor
- 2010: Microsoft Hyper-V Silver Partner
- Driving force of Precicom are the highly trained and certified employees



# Business Target

- Business target of **PRECICOM SA** are the provisioning of specialized and high quality Products and Services, in specific sectors of IT area, and
- The gradual expansion to other similar sectors, according to the market demand and the evolution of the latest technology innovations, in order to serve the current and the future needs of it's Customers.



# Sectors of Activity

- Virtualization & Access Management
- Cloud Hosted Services
- Network Acceleration & QoS
- Storages & Data Availability
- Application Management (Root Cause Analysis)
- Desktop Management
- Advanced Network Solutions
- Equipments Technical Support





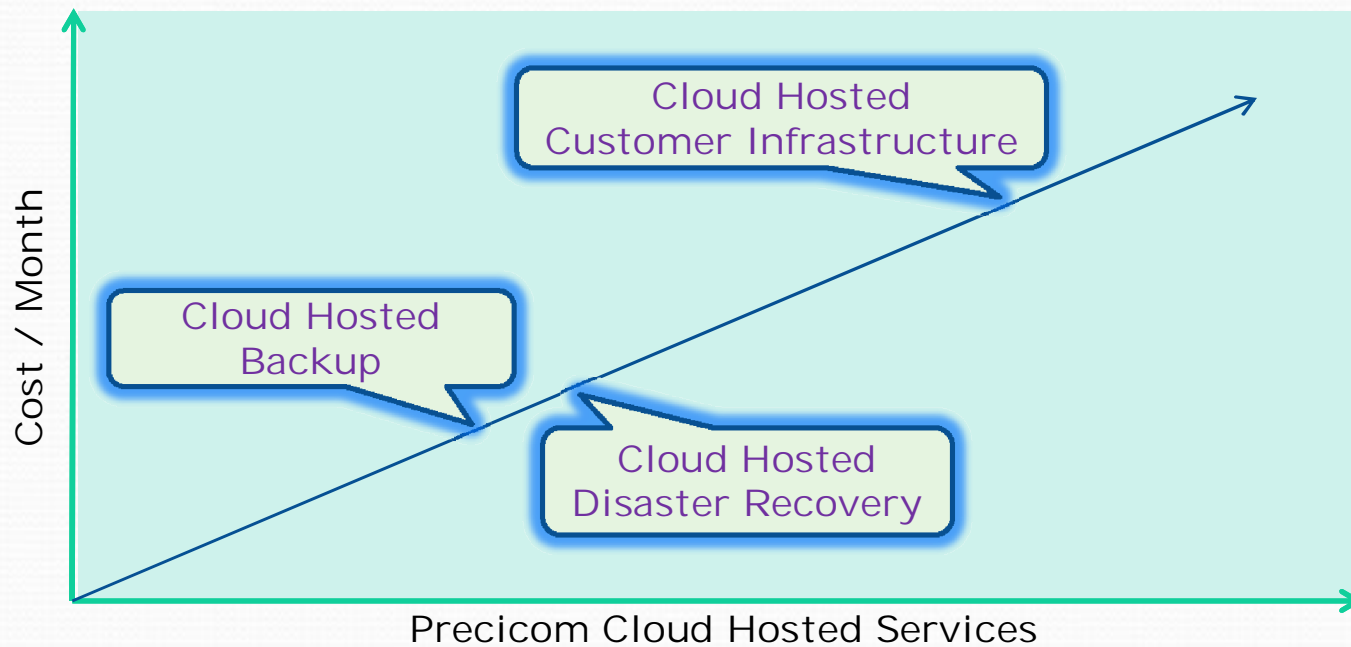
# Virtualization & Access Management

- The 1<sup>st</sup> Citrix Gold Partner in Greece:
  - *Since 2004, the Company has focused in Infrastructure Solutions provided by Citrix and is already established as one of the most successful company in this area.*
- On-Premises Implementation of Citrix Solutions:
  - *Application Virtualization (Citrix XenApp)*
  - *Desktop Virtualization – VDI (Citrix XenDesktop)*
  - *Server Virtualization (Citrix XenServer)*
  - *Virtualization Management (Citrix Essentials: XenServer & Hyper-V)*
  - *Remote Access Management (Citrix Remote Access)*
  - *Public Cloud Solutions (CloudPortal, CloudBridge, CloudStack)*
  - *Access Applications from Anywhere , using Any Device*



# Cloud Hosted Services: Our Vision

- State-of-the-art, scalable solutions, with no CAPEX
- Per Month Charge (OPEX)



# Precicom Cloud Hosted Services (1/2)

- Cloud Hosted Backup as a Service (BUaas)
  - *Automated & unattended Backup Service for Desktops, Laptops, Physical & Virtual Machines, Applications, Database Servers, eMail Servers, Mobiles, iPADS, iPhones, Tablet PCs, ...*
  - *Agentless Backup Solution, using Encryption, Compression & Deduplication technologies*
  - *Backed up Data are securely transferred offsite and stored in the Cloud, while parallel Local Data Store is also supported*
  - *Local, on-line, Data Restore & Recovery*
  - *Charge: Per Month / Used Space*
- Cloud Hosted Disaster Recovery as a Service (DRaaS):
  - *Customer Applications run on virtualized Cloud infrastructure, within a pre-agreed time period*
  - *Predefined number of Users access Applications remotely, from anywhere, using Citrix Platform*
  - *Charge: Per Month, according Customer's SLA*





# Precicom Cloud Hosted Services (2/2)

- Cloud Hosted Customer Infrastructure as a Service (CaaS)
  - *Moving Customer IT environment -as is- onto Cloud*
  - *Users access Applications via their existing terminals (PCs, laptops, Thin-Clients, Mobiles, PDAs, Tablets, ...), from anywhere, using Citrix Platform*
  - *High-Available & Redundant Cloud infrastructure (VMs, RDBMS's, Files, Backup Space, Security, Power, ...)*
  - *Scalable & Expandable Solution (add VMs, CPUs, RAM, Space, ... on demand)*
  - *Eliminates Hardware & OS Support & Maintenance costs.*
  - *Ideal solution for old & out-of-support infrastructures.*
  - *Charge: Per Month / User / Used Cloud resources*





# Network Acceleration & QoS

- Network Acceleration:
  - *Citrix NetScaler: WEB Applications Acceleration – Load Balancer – Application Firewall – SSL VPN*
  - *Citrix WanScaler: WAN Acceleration & WAN Network Lines Bandwidth Management*
- Network QoS:
  - *BlueCoat PacketShaper: Quality-Of-Services (QoS) on Network Lines (WAN Monitoring, Optimization & Shaping)*

# Applications Management



- eG-Innovations: Root Cause Analysis
  - *"Applications Cause 73% of IT failures"*
  - *Focus on the cause rather than effects: eG Innovation's patented automatic triage capability makes problem diagnosis very simple on environments consisted of multiple Operating Systems, Servers & LANs*
  - *Single Agent Model Solution*
  - *Rapid Installation, Implementation & Deployment (HTTP Communication, Predefined Agents, Thresholds & Reports)*
  - *Less demanding on your operators*
  - *Supported Applications (>75): SAP R/3, Oracle Applications & Database Servers, MS SQL Server, IBM DB2, eMail Servers (MS Exchange & IBM Domino), Network Applications (Cisco, ...), Citrix Applications (XenServer, XenApp Server, NetScaler, ...), VMWare, Siebel, VERITAS Backup Exec, **κλπ***
  - *Supported Environments: MS Windows, HP/UX, SUN Solaris, Linux, IBM AIX & OS/400, **κλπ***



# Storages & Data Availability

- Storage Systems & Management
  - *Analysis, Design, Installation, Implementation and Rollout of Storage Area Network (SAN) Solutions using HP, EMC & NetApp Systems.*
  - *Analysis, Design, Installation, Implementation and Rollout of unified management solutions for heterogeneous Storage Systems using the Symantec / Veritas Storage Foundations Software.*
- Disaster Recovery Solutions
  - *Citrix Infrastructure*
- Data Backup & Archiving Solutions
  - *Symantec BackupExec*



# Desktop Management

- Symantec EndPoint Protection:
  - *Antivirus & Antispyware (Proactive Threat Prevention)*
  - *Single Agent & Console (easy to Install, Configure & Manage)*
  - *Network Threat Protection (rule-based Firewall Engine)*
  - *Integrated with Altiris, EndPoint Management Solutions*
- *Microsoft® Cloud: Business Productivity Online Suite (BPOS)*
  - *Microsoft Exchange Online: eMail & Calendaring*
  - *Microsoft SharePoint Online: Portals & Document Sharing*
  - *Office Communications Online: Presence Availability, Instant Messaging & Peer-to-Peer Audio Calls*
  - *Office Live Meeting: WEB & Video Conferencing*



# Advanced Network Solutions

- Analysis, Design & Implementation for:
  - *LAN Networks*
  - *WAN Networks*
  - *Network Structural Cabling*
- Associated Companies:
  - *Cisco Preferred Partner*
  - *HP Preferred Partner (3COM Bronze Partner)*



# Technical Support - Maintenance

- IT Services:
  - *Hardware Support for servers, Desktops, Networks*
  - *Microsoft Operating System Software Support*
- Maintenance Contracts for:
  - *On-Site, Remote & On-Call Support*
  - *Citrix Support Contracts*
  - *Cisco Support Contracts*
  - *HP Support Contracts*
- Capability for provision Support Contracts on the basis of "Purchased-In-Advance Hours", without an expiration date.

# Short list of Customers

- COSMOTE MOBILE COMPANY (*1.000 Users*)
- COSMOTE ROMANIA MOBILE COMPANY (*1.200 Users*)
- COSMOTE BULGARIA (*GLOBUL S.A. – 570 Users*)
- COSMOTE ALBANIA (*AMC S.A. – 200 Users*)
- AMERICAN EMBASSY
- HENKEL HELLAS ABEE / RILKEN SA
- ATHENS WATER COMPANY (EYDAP S.A.)
- PRIVATE SECTOR INSURANCE FUND (TA.P.I.T.)
- ANANGEL SHIPPING ENTERPRISES S.A.
- “LEONTIOS” PRIVATE SCHOOL
- EURODRIP SA
- MEVACO METALWORKS SA
- PLEXACO SA
- PANOS TH. SKOUTAS SA
- SEKAP SA

# Case Studies - COSMOTE

- Cosmote Mobile Telecommunication Company SA

Design, Implementation & Support of:

- *Citrix XenServer*
- *Citrix XenApp*
- *Citrix NetScaler*
- *Citrix Access Gateway*
- *Thin Clients*
- *Disaster Recovery (Active – Active: 70% / 30%)*

- Cosmote Romania, Bulgaria, Albania

Design, Implementation & Support of:

- *Citrix XenServer, Citrix XenApp, Citrix Access Gateway, Thin Clients*
- *On-line to the Athens central site*





# Other Case Studies

- HENKEL:
  - *Structure Cabling 6A, Data Center Infrastructure, Design, Implementation & support of VLANs using Cisco equipment.*
- AMERICAN EMBASSY:
  - *Structure Cabling, Network support & maintenance*
- Private Sector Insurance Fund (TA.P.I.T.):
  - *Citrix XenDesktop, Citrix XenServer – HP Thin Clients*

# Partners

- Citrix Gold Partner
- Microsoft Silver Partner
- HP Preferred Partner
- IBM Business Partner
- Cisco Select Partner
- NetApp Silver Partner
- Symantec Reseller
- EMC Reseller
- Blue Coat Reseller
- eG Innovations Reseller



Preferred Partner



Silver Partner



# ISO 9001:2000

- In May 2000, in a continuous effort to reorganize the support and services, PRECICOM received from the European Quality Assurance Organization the **ISO 9001: 2000 Quality Certification**, for Sale, Design, Installation Service and Support of offered solutions .





## Contact

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