

Software Applications, Tools, Complete Solutions

Market leaders from
Bangladesh, Bulgaria, Jordan, Romania, Macedonia, Serbia , and
Ukraine
Present their innovative solutions at the

CeBIT
HANNOVER
18. - 24. 3. 2004

Hall 3 B15



Patronage

seco State Secretariat for Economic Affairs, Bern

SIPPO

Swiss Import Promotion Programme
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SIPPO

SIPPO (Swiss Import Promotion Programme) is the official import promotion programme under the patronage of SECO, the State Secretariat for Economy of the Swiss government. It supports private businesses in emerging markets and markets in transition that are endeavouring to access the Swiss market as well as markets in the European Union.

SIPPO's services include business branch-related market information, advisory services for products and marketing, promotion in Switzerland as well as assistance at selected European trade fairs.

At the same time, Swiss and EU companies are informed about the requests for contact received from foreign companies and are given support in their search for new sourcing markets, products and cooperation partners.

The aim of this economic and trade promotion is to support emerging markets and markets in transition in their attempts at comprehensive integration into the global economy:

- an increase in the skills of small and medium-sized companies in selected countries in terms of product quality and marketing
- a strengthening of skills and the inclusion of trade institutions and business-branch associations in the trade development process
- an increase and qualification of small and medium-sized companies' trade contacts with the Swiss/EU import economy
- an improvement in the status of information in the Swiss/EU import economy regarding new sourcing markets in the partner countries

SIPPO's programme is a part of Switzerland's development and foreign trade policies. It is conducted complementary to other programmes involved in technical cooperation relevant to trade. Apart from a contribution to the costs by participants in the programme, the programmes are largely financed by the State Secretariat for the Economy, SECO.

Repeated participation at selected international trade fairs is a prerequisite for future success and a major milestone in the trade promotion process.

At SIPPO stand at Cebit 2004 – (Hall 3 stand B15) 14 selected market leaders from several transition countries are offering you excellent solutions (complete solutions, wide range of software applications, standard and customized solutions, security products and applications) with an outstanding price/performance ratio.

Attractive opportunities for long term co-operations on a win – win basis can be discussed directly with the company representatives.

In the framework of a Win –Win situation for all Swiss and EU companies an efficient solution for identification of new sourcing opportunities is being offered allowing in short and mid terms the increase of the competitiveness of their own products.

SIPPO



www.trado.org

Born as an idea two years ago, developed and implemented in 2002 the online B2B match making platform for IT services and products TRADO operated in the first stage between **Switzerland and Jordan** only.

Considering the current trends in the ICT world market and especially the need for networking activities, TRADO went international taking as new members **Bangladesh, Bulgaria, Lebanon, Macedonia, Romania and Ukraine** building confidence, trust and new relationships across the borders.

Final discussions and official signing of the related Memorandums of Understanding with the new partners on TRADO have been held in Geneva during the World Summit of the Information Society, December 2003.

TRADO is a unique opportunity to discover IT professionals and organizations in several countries working on the same issues and to let others know what you are doing.

It is also a unique tool to generate joint projects and launch new solutions.

TRADO is a networking opportunity for creating business communities based not on competition but on cooperation.

TRADO is the community platform for all IT companies and associations from transition and developed markets interested in a creation of a dynamic, free and open networking TRADO community.

You are encouraged to register your organization, company or association!

Swiss interactive and media Association , (simsa)	www.simsa.ch
Bangladesh Association of Software & Information Services (BASIS)	www.basisbd.org
Bulgarian Association of Software Companies (BASSCOM)	www.basscom.org
Association of the Lebanese Software Industry (ALSI)	www.alsilebanon.org
Macedonian Association for Information Technology (MASIT)	www.masit.org.mk
Romanian Association for Electronic and Software Industry (ARIES)	www.aries.ro
Ukrainian Association of Software Developers (UASWD)	www.uaswd.org.ua
Jordanian Computer society (JCS)	www.jcs.org.jo
Information Association of Jordan (Int@j)	www.intaj.net

More information about this online market place and how to use the opportunities offered can be received at SIPPO collective stand Hall 3 Stand B15 during Cebit 2004 or by email – bdoytchinov@sippo.ch

BANGLADESH

Company	DOHATEC New Media Ltd.
Address	43 Purana Pltan Line Dhaka 1000
Phone	880-2-8624987
Fax	880-2-9569326
Email	dohatec@bol-online.com
Internet	www.dohatec.com
Contact person	Ms Luna Shamsuddoha,
Products	Development of integrated multimedia presentation, web-based applications, database programming, CRM applications, electronic publishing, Outsourcing
Customer groups	International Organisations, Corporations, Research Organizations and Associations
Personnel	31
Languages	English
Exports	USA, Canada, Switzerland

Dohatec provides high quality software design and development services to corporations, institutions and government agencies. The company develops customized information systems and provides complete systems analysis, software development, and implementation of solutions to corporate clients in the United States, Canada and Switzerland.

Company	Technohaven Company Ltd.
Address	12 Karwan Bazar, C/A, BSRS Bhaban, 14 th floor Dhaka 1215
Phone	880-2-913 7375
Fax	880-2-913 3687
Email	karim@technohaven.com
Internet	www.technohaven.com
Contact person	(Mr.) Habibullah N Karim, CEO
Products	Enterprise-class business applications in reservation, core banking, ERP and leasing; web applications development in Java, EJBs, PHP, MySQL, Oracle AS; programming services in C++, C#, VB, D2K, etc.
Customer groups	Banking, Retail, Manufacturing, Leasing, Reservation and SI industries
Personnel	86
Languages	English
Exports	USA, Nepal, India

Technohaven Company Ltd. started in 1986 as a computer systems vendor but gradually transformed into one of the leading independent ISO 9001 certified software companies of South Asia. In 1994 Technohaven developed the Seat Reservation & Ticketing System of Bangladesh Railway and operate this on behalf of the client until April 2002. Besides, the company has developed centralized online banking system and

enterprise resource management system and other enterprise applications. It has business partners all around the globe to serve clients anywhere.

Company	The Computers Ltd. (TCL)
Address	Metro Scout Bhaban (1F), 54, Inner Circular Road Dhaka 1000
Phone	88 02-831 9091, 88 02-8317357 88 017538673 (Cell)
Fax	88 02-831 3616
Email	arabbani@agni.com
Internet	www.tcl-bd.com
Contact person	Mr. Atique – e- Rabbani
Products	(a) Total business solutions for trading, manufacturing clubs and social organizations, educational institutions, clinics and hospitals; (b) Web site design and e commerce applications; (c) Multimedia company presentation, training material, year book production, CD authoring; (d) 2D and 3D animation; (e) BPO work on Accounts, Payroll and HR
Customer groups	Govt., NGOs, Multinationals, Private Org., Manufacturing, Retail & Service companies, Educational Institutions, Clubs
Personnel	55
Languages	English
Exports	USA (People Soft)

The Computers Limited (TCL) began life in 1983. From a modest 3 person company out of a 300 sft office in Dhaka we are now a 55 member company with over 13,000 sft of office space spread over cities of Dhaka and Chittagong. The average annual growth has been 25%. We have developed our strength both in domain knowledge of business systems, the art and science of providing customer solutions and in imparting ICT education. The future focus is to consolidate our position as a top of the class BPO service provider, a 2D/3D animation house, a world class application software developer (internet applications, applications for PDAs, Mobile phones and other hand held devices) and to become a global outsourcing point of choice for above other IT enabled services. We seek partners who wish to outsource, partners for collaborative development and marketing.

BULGARIA

Company	Fadata Ltd.
Address	16, Cherny vrach Blvd. BG-1421 Sofia
Phone	+359 2 963 21 41
Fax	+359 2 963 31 81
Email	sky@fadata.bg
Internet	www.fadata.bg
Contact person	Mrs. Galina Koleva, Mrs. Lilia Popova
Products	<u>INSIS – Integrated Insurance Package</u> : based on the most modern software technology and designed using an

advanced concept to provide full parameterisation of: insurance products definition, contract registration process, premium payment process, claim settlement process, workflow definition and control and integration with other products.

System & Software Engineering (System Integration, System Software, Hardware & Firmware, Real-Time Operating Systems (RTOS), Embedded Systems), Information Systems (Insurance, Banking, Government Sector, Financial and Business Management), Customer Services (Consultant Services, Software & System Integration Technology, Implementation of Oracle Finance)

Customer groups	Insurance, Banking, Government and public sector, Utilities
Personnel	100
Languages	English, Russian
Exports	UK, USA, Japan, Greece, Romania, Slovakia, Hungary, UAE

Fadata is a Bulgarian company specialised on software/hardware- development and system integration and with a wide range of working experience in the field of information technology. The company has been established in April 1990 in Sofia. Nowadays Fadata has about 80 software engineers and more than 15 technicians, sales managers and administrative staff. Fadata has created an unique infrastructure for development, integration, operation and support of large information systems.

Fadata has built its reputation providing high quality engineering solutions and services in a broad range of business areas. Fadata holds the leading position in Bulgaria in development of information systems for insurance, financial and business management, document archiving and workflow.

Company	Musala Soft Ltd.
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Phone	+359 2 969 58 21
Fax	+359 2 969 58 22
Email	musala@musala.com
Internet	www.musala.com
Contact person	Ms. Elena Marinova
Products	Custom software development; enterprise application integration; re-engineering, migration
Customer groups	Software companies, IT consultants, Foodservice, Transportation & Logistics, Finance
Personnel	40
Languages	English
Exports	Austria, France, Germany, Netherlands, Norway, USA, Switzerland

Musala Soft is a software engineering services company specialized in e-Business solutions, information systems reengineering and integration, custom software development, and IT consultancy.

Musala Soft delivers professional services based on extensive expertise and experience in J2EE, Oracle, Microsoft.Net and open source. Reference projects include IBM Tivoli Directory Integrator, sales tracking system for British American Tobacco, web-based Business Intelligence solution for ScaleTools AG, etc.

Musala Soft is an IBM Premier Business Partner for Software, Microsoft Certified Partner, and a member of the Oracle Partner Program. Staff members hold professional certifications from IBM, Oracle, Microsoft, Macromedia, and Sun.

Jordan

Company	Integrated Systems Ltd.
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Phone	+962-6-5353070
Fax	+962-6-5353161
Email	info@integrated-systems.biz
Internet	www.integrated-systems.biz
Contact person	Mr. Amjad Abweh
Products/services	IT Security Solutions, Hospital Management Software, Medical Lab Management Software, Outsourcing
Customer groups	Banks, Insurance, corporates, government, hospitals, medical labs
Personnel	6
Languages	English / Arabic
Exports	Middle East, Switzerland, EU

Since its establishment in 1991, **Integrated Systems Company** has been a leader in the IT industry in Jordan. **Integrated Systems** services cover a wide range of customers in both the public and private sectors. Responding to market needs and realizing the growing potential for Information and Communication (ICT) Security, the company has been focussing on the ICT Security solutions for the last three years. Its services in this area covers consultation, education, integration, and installation of various ICT security solutions. It offers encryption devices for voice, fax and data, firewalls, Intrusion Detection Systems (IDS), and other security solutions.

Recently Integrated Systems has established a long term cooperation with a leading Swiss company in the sector of IT security products.

Integrated Systems has a very well designed software package for Medical Labs. & another package for Hospitals.

Macedonia

Company	Neocom AD.
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Fax	+389 2 24 65 236

Email	neocom@neocom.com.mk
Internet	www.neocom.com.mk
Contact person	Mr. Vladislav Popov, GM ; Mr. Krasimir Petrevski SW dep.
Products	Document management software; workflow management software; core banking/e-banking software; healthcare software; accounting software.; solution provider and consulting:
Customer groups	Banking, telecom, insurance, healthcare, legal, industries, educational/universities,
Personnel	50
Languages	English,
Exports	Serbia & Kosovo

Neocom was established in May 1990. Major investment in all these years is investment in training of its professional employees. Implementation of modern technologies and high professionalism of technical employees in accordance with the world standards and criteria, resulted Neocom to become the leading company in Macedonia in the area of information technologies having partnership with leading ICT companies HP, Oracle, CA, Microsoft, Cisco, 3Com, RAD etc.

Company's continuous growth in last years resulted with enviable financial level, crowned with the new modern business center with more than 7.000 m2.

As leading IT company in Macedonia, Neocom has the extensive area of business activities: Maintenance and support of hardware equipment, Maintenance, training and support of operating systems, databases and development tools, Designing and production of integrated computer network and systems, Assembling of personal computers, IT Consultancy, Application solutions for Document Management, archiving, editorial and agency system and integrated banking system.

Neocom was the first company in Macedonia certified according ISO 9001 standard in the year 2000 by LLOYD'S Register for: "Design, development, production and service of computer hardware and software and information systems".

In the year 2003, Neocom is certified according ISO 9001:2000 standard for "Software Development, Design and System Integration. Services and Sales of Information Communication Technology". NEOCOM's mission is to provide customers with high level of services, equipment and solutions, which will allow better competitiveness, quality and growth of their business.

Company	Pexim Solutions Ltd.
Address	Atinska 12,1000 Skopje
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Fax	+389-2-30733 99
Email	contact@pexim.net
Internet	www.pexim.net
Contact person	Mr. Slavco Angelovski
Products	Banking Software Networking services
Customer groups	banking and other financial sectors
Personnel	97
Languages	Macedonian, English, Serbian, Albanian
Exports	Serbia & Montenegro, Bulgaria, Bosnia & Hercegovina

Pexim Solutions is the leading provider of information technology products and services for the financial world in Macedonia, Serbia and Montenegro, and Bosnia & Herzegovina.

Integration of different platforms, communication protocols, applications, banking and computer technology these are all Pexim's advantages. As System Integrator, Pexim has implemented a wide range of turnkey information systems in banks, post offices, in Telecom and other large organizations. For this very reason, PEXIM is able to offer a complete solution and guarantee functionality of the whole system rather than its individual components.

Pexim's dedication to the high quality products and services is confirmed with the ISO 9001:2000 certification.

At the moment they are in the final stages of acquiring a Cisco Professional Services certificate.

ROMANIA

Company	ARoBS Transilvania Software
Address	11 Donath St. M4-28, 400301 Cluj-Napoca
Phone	+40 264 598 204
Fax	+40 264 598 426
Email	vo@arobs.com
Internet	www.arobs.com
Contact person	Mr. Voicu Oprean
Products	software development, legacy software maintenance, business process outsourcing, Microsoft Technologies, OS/400, offshore software development, e-learning application
Customer groups	Tourism, Distribution, Warehouse Industry, Retail, Direct Marketing,
Personnel	30
Languages	English,
Exports	USA, Germany, Austria, Norway, Belgium, Spain

ARoBS Transilvania Software is a global provider of software solutions and is specialized in offshore software development for countries in Europe and Northern America .

ARoBS focuses on developing of internet, intranet and client-server; applications for AS/400 IBM, Windows, and UNIX platforms. Development of client/server applications in different fields (medical, economic, management);

The ARoBS staff is able to provide expertise in a large range of technologies and programming languages. Companies from Germany, the Netherlands, Switzerland and the U.S. have chosen **AroBS** as their trusted partner in the software development.

Company	Data Invest Ltd.
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Fax	+40 232-242001
Email	commercial@datainvest.ro
Internet:	www.datainvest.ro

Contact person	Mr. Dan Galea. Mr. Ilian Basu
Products	GIS Software production; NetSET by DataInvest is a powerful GIS solution designed for supporting the decision making process by helping to create, visualize, analyze and present the information in the best effective way.
Customer groups	several.
Personnel	9
Languages	English
Exports	SUA, Canada, Germany, Hungary and Bulgaria

DATA INVEST is a leading Romanian company of IT professionals, with headquarters in IASI, Romania, specialized in designing and creating original software platforms for Geographical Information Systems (GIS). DATA INVEST offers GIS software solutions for integrating databases with visual information (maps, drawing photos etc..). The mission of DATA INVEST is to provide high quality and perfectly customizable GIS software solutions.

Company	Net Brinel Computers
Address	b-dul N. Titulescu nr. 4, Cluj-Napoca, 400420
Phone	+40-264-414610
Fax	+40-264-414617
Email	nbc@brinel.ro
Internet:	www.brinel.com
Contact person	Mr. Marcel Borodi
Products	System integrator, Outsourcing and Services Software development and outsourcing
Customer groups	several
Personnel	49
Languages	English
Exports	EU

Net Brinel is a leading Romanian information technology company, founded in 1991. They offer a comprehensive portfolio including consulting services, software solutions and systems integration in a wide range of business: manufacturing, banking, government, education, and commerce. **Net Brinel** has done international projects as well, keeping a high level of customer satisfaction. Their headquarters is situated in Cluj-Napoca, in the middle of Transylvania, at less than 2 hours from Vienna. They have subsidiaries in Bucharest, Timisoara, Oradea and business partners in every major city in Romania.

Serbia

Company	APOLLO.
Address	Djure Djakovica 5, 1100 Belgrade
Phone	+ 381 11 334 74 73
Fax	+ 381 11 334 74 73
Email	apollo@ApolloG4.com

Internet:	www.ApolloG4.com
Contact person	Mr. Branislav Djurkovic
Products	eBusiness Solutions in Oracle environment, ERP Systems, Internet computing.
Customer groups	wide range of SMEs in several sectors
Personnel	10
Languages	English
Exports	EU

Apollo is an independent software vendor established 1992 in Belgrade and specialized in business solutions in Oracle environment. From the beginning the company has maintained technology leadership on the local market, appreciating partnerships with global IT industry leaders such as Oracle, Sun, HP and Intel. The latest, fourth generation of Apollo's flagship product is Apollo G4 eBusiness Suite, set of shared midrange eBusiness applications designed for ASP deployment and "data processing as a service" business model. The production version is released in 2001 and Apollo has started establishing network of local and international distribution and implementation partners. **Apollo G4 EBusiness Suite** covers SME market in wide range of industries including production, trade, distribution, insurance and higher education. Advanced features, like hierarchical structure of (in)dependent companies with sharing of common data and consolidation of reports and statements, simultaneous multilanguage user-dependent interface, multiple accounting schemes in each company, flexible tax and multicurrency operations, etc, make Apollo G4 also attractive for enterprise market in multinational environment.

Company	ICTT Ltd.
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Email	manager@ict-tower.com
Internet	www.ict-tower.com
Contact person	Mr. Konstantin Savicevic
Products	IT Business Incubation, Software Solutions for the health sector, ERP B2B, OpenSource solutions
Customer groups	large IT companies, hospitals, SMEs
Personnel	8
Languages	English,
Exports	Slovenia, USA, UK

ICTT is the first Serbian incubator and business accelerator for supporting companies operating in the field of ICT. Their main goal is to foster start-up development in Serbia through entrepreneurial and professionally managed incubation center.

Today, in Serbia, ICTT actively participates in supporting business growth based on knowledge and Information Communication Technologies. Investing in people, ICT related companies, and knowledge, will greatly improve mid to long term economic competitiveness of the country. The incubator creates jobs, revitalizes neighborhoods, commercializes critical new technologies and strengthens local and regional economies. Registered at the Belgrade Commercial Court, ICTT is a Serbian limited liability company.

UKRAINE

Company **eSP & Ukrainian Software Consortiums**

1. eSP Consortium:

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Phone +380 572 58 70 84
Fax +380 57 700 49 32
Email salenko@elite-sp.com
Internet www.elite-sp.com
Contact person Mr. Sergiy Salenko

2. Ukrainian Software Consortium:

Address 16/15, Vyborzka St., 03056 Kyiv, Ukraine
Phone +380 44 461 8898
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Email info@UkrSoft.biz
Internet www.UkrSoft.biz
Contact person Ms. Irina Konyakhina

Products Custom software development, software migration, porting and reengineering, system integration, GIS and remote sensing, information security systems, Internet Solutions, web design and computer graphics, legacy application services, business processes outsourcing

Customer groups Retail, Banking & Financial Services, Insurance, Telecommunication, Manufacturing, Real Estate, Tourism, Entertainment, Computers, High-Tech, Software

Personnel 195

Languages English, German, French

Exports Switzerland, Germany, UK, USA, Netherlands

eSP & Ukrainian Software Consortiums are clusters of top-quality Ukrainian software development and hi-tech companies. Starting from 2003, they work in close partnership, providing their customers with highest quality software services and IT solutions.

eSP Consortium

The eSP Consortium specializes in providing professional software services, IT consulting, business process outsourcing and graphic design. They provide full-service software development – from detailing project parameters to testing and quality assurance, utilizing state-of-the-art software and project management tools for the development of the products.

By utilizing skilled software specialists and experienced managers from Eastern Europe (with a strong background in programming for the space industry in the former Soviet Union), significant cost savings are passed on to the customer without compromising quality.

Ukrainian Software Consortium

The Ukrainian Software Consortium (USC) offers flexible partnership for companies looking for innovative software technologies and aiming to gain competitive leverage

from IT outsourcing. USC's customers benefit from innovative approaches and strong technology skills, as well as from affordable terms of cooperation. To ensure that customers are provided with competent expertise and the best development resources, the USC structures business in the form of verticals- and technology-focused competence centers. The competence centers model is intended to best integrate development capacity, expertise, and academic resources. Coordinated by managers with strong industry experience, our competence centers provide set of skills and knowledge that suit the majority of corporate IT needs.



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Swiss Import Promotion Programme

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