



Smart Solutions

Delivering Complete IT Solutions

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Company overview

- **Our company was founded in 2000 to provide businesses in Macedonia the latest information technology products and premium services. Today Smart Solutions is a leading provider of end-to-end IT solutions in Macedonia and the region.**

Company overview

- **Our formula for success is simple —**

**understand customer's technical objectives,
accurately assess the technological need and
implement the solutions that meet or exceed
customer's goals.**

Company overview

- Smart Solutions has developed all of its products and services around this same formula of tailoring solutions to achieve goals that exceed our customer's expectations.

We welcome you to become a part of our proud tradition.

Company overview

- **Smart Solutions delivers complete IT solutions tailored to meet most sophisticated market demands:**
 - consulting services
 - system integration
 - maintenance and support of the most complex IT infrastructure
 - application software development

IT Products and Services

The IT products and services that our company offers are:

- **System Integration services-**

Specialized in IT consulting, design and implementation of completely new infrastructural ICT solutions

IT Products and Services

- **ICT equipment and software sales from world wide known partners like**

Hewlett Packard, Hewlett Packard Enterprise, Dell, Cisco, Microsoft, Autodesk, Adobe, Symantec/ Broadcom, Veritas, McAfee, VMware, Corel, Citrix and many more.

IT Products and Services

- **IT Professional services –**

Maintenance (hardware and software administration and management) and support of computer systems based on outsourcing contracts.

IT Products and Services

- **Development of software solutions based on specific needs of our clients.**

Our solutions are based on Microsoft and Java technologies.

Market Position

- **Leading regional (Macedonia, Kosovo, Albania) provider of software products and solutions**
- **Established cooperation with all key hardware and software vendors**
- **Established channel of partners in the whole region**
- **Established cooperation with all key IT companies in the region**

Key Partners- Dell EMC



- **Complete Dell EMC portfolio:**
 - **Servers**
 - **Storage**
 - **Business Desktop computers**
 - **Business Notebook computers**
 - **SonicWall Products and Solutions**
 - **Dell support services**

Key Partners- Hewlett Packard Enterprise and HP Inc.

- Complete HPE/HPI Portfolio:



- Servers
- Storage
- Business Desktop Computers
- Business Notebook Computers
- Workstations
- Networking
- Imaging equipment (Printers, Scanners, MFP)
- HP Software and Services

Key Partners- Cisco



- Complete Cisco portfolio:
 - Routers
 - Switches
 - Security solutions
 - Servers - Unified Computing
 - Unified Communications

Key Partners- Microsoft

- We provide implementation and support services for:

- All Windows products
- All Office products
- All server and cloud products
- Exchange
- SQL Server
- Visual Studio



Key Partners- Autodesk



A leader in 3D design, engineering and entertainment software. Complete Autodesk portfolio:

- **3D CAD software**
- **3D modeling**
- **3D animation**
- **Civil engineering**
- **Drafting**
- **Manufacturing**
- **Product design**

Key Partners- Symantec/ Broadcom

- Complete Symantec portfolio with focus on:

- Endpoint Protection Solutions
- Advanced Threat Protection
- Mail Security Solutions
- Data Loss Prevention



Key Partners- Veritas

- Complete Veritas portfolio with focus on:

- Backup Solutions
- Disaster Recovery Solutions
- Archiving Solutions
- Storage Management

VERITAS™

Smart Solutions is Veritas Silver Partner

Key Partners- Citrix



- Complete Citrix portfolio with focus on:
 - Enterprise Mobility
 - Application and Desktop Virtualization
 - Cloud Networking
 - Solutions for optimizing and securing networks
 - Solutions for unified apps and data access

Key Partners- GFI

- Complete GFI portfolio with focus on:

- Network security solutions
 - Patch management
 - Vulnerability assessment
 - Web monitoring
 - Network monitoring
 - Portable device



Key Partners- VMware

- **Complete VMware portfolio with focus on:**
 - **Data Center & Cloud Infrastructure**
 - **Storage & Availability**
 - **Data Center & Cloud Management**
 - **Desktop & Application Virtualization**



Marketing Activities (general)

- Continuous education of our customers and partners about new products and solutions
- Regular joint events, conferences, presentations with our key partners (Adobe, Autodesk, Microsoft, Symantec, Veritas, Hewlett Packard/Ent, Dell and etc.)
- Sales and Technical presentations for customers
- Running sales and marketing campaigns and promotions for various products and solutions

Team/Resources

We have a team of highly trained professionals (Sales, Pre-Sales and Technical Specialists) who have certifications for products and solutions from the following vendors:

- Microsoft
- Adobe
- Autodesk
- Citrix
- Hewlett Packard Ent
- McAfee
- Sonicwall
- Symantec
- Veritas
- Dell
- VMware
- Cisco
- GFI

THANK YOU!

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