

Business Objects in Romania prin Romsym Data

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15 ANI

1992 • 2007

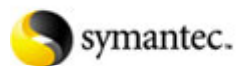
**DE EXCELENȚĂ
ÎN DISTRIBUȚIA
DE SOFTWARE**

Despre Romsym Data

- Fondata in 1992
- 25 de angajati
- Peste 200 parteneri in tara
- Peste 200 de clienti
- Peste 7 mil. euro CA in 2007 (35% crestere)
- 2 filiale: in Republica Moldova si in Serbia

Despre Romsym Data

- Aproape 100 de distributii software



Despre ITtraining

- Symantec Authorized Training Center
- Adobe Authorized Training Center
- RedHat Authorized Training Center
- SPSS Training Center
- Business Objects Authorized Education Partner

w w w . i t t r a i n i n g . r o

Despre Romsym Data si Business Objects

- 2005 Partner Business Objects
- 2006 Silver Partner Business Objects
- 2007 Gold Partner
- 2007 Crystal Reports VAD
- 2008 Business Objects Authorized Education Partner
- 6 Persoane dedicate
- 4 tehnicieni certificati

Clientii Romsym Data



Fresenius Medical Care



Business Objects an SAP company





**SAP AND BUSINESS
OBJECTS
BETTER TOGETHER.**

SAP AND BUSINESS OBJECTS A NEW LOGO

Business Objects™
an SAP® company

SAP



Business Objects™
an SAP® company

SAP AND BUSINESS OBJECTS COMBINING TWO HISTORIES OF SUCCESS



Leader and Pioneer in
ENTERPRISE APPLICATIONS
~\$10B SSRS Revenues in 2007

- **Governance, Risk, and Compliance** **#1**
- +120% in business user-related business
- 14,000 SAP NetWeaver BI and SAP Business Information Warehouse productive systems
- SAP NetWeaver BI Accelerator



Leader and Pioneer in
BUSINESS INTELLIGENCE
~\$1.25B SSRS Revenues in 2007*

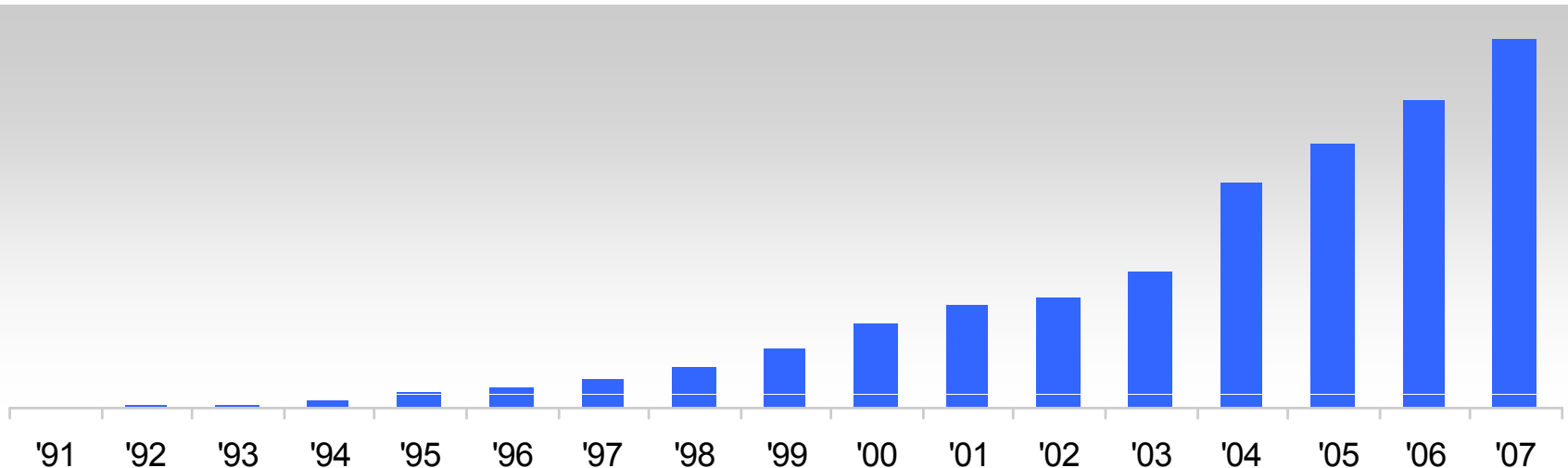
- **Business Intelligence** **#1**
- Fastest growing player in financial performance management
- Unique access to structured, unstructured, and external data

MARKET LEADERSHIP

- #1 in total BI revenues
- 45,000 customers, 75,000 on demand subscribers
- 3,000+ channel partners
- Query, analysis and reporting, data integration/data quality, and performance/analytic apps
- Broad industry presence

GLOBAL ORGANIZATION AND CAPABILITIES

- Global brand recognition
- 1,750 developers
- 700 quota carrying sales reps
- 50% of revenue driven by channel sales
- 1000 consulting / training professionals worldwide
- 700 global support staff, 24/7 support



UNMATCHED PARTNERSHIPS IN BI WITH 3,000 PARTNERS



Business Applications



PeopleSoft



Teradata
a division of NCR

Strategic Integrators



Deloitte

OEM



Development



Borland

Databases

ORACLE



Teradata
a division of NCR

Hardware Vendors



Technology Partners



HyperRoll

NETEZZA



salesforce.com

OVER 45,000 CUSTOMERS WITH QUANTIFIABLE ROI

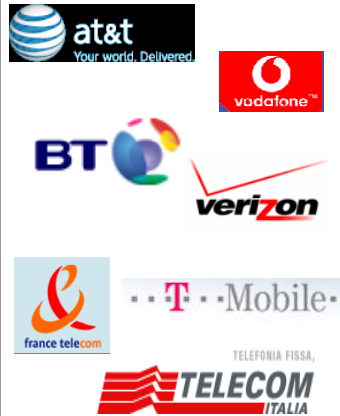
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an SAP[®] company

SAP

Financial



Telco



Retail CPG



Public Sector



High Tech



Energy



Automotive



Healthcare



Pharma



Other



WITH INDUSTRY ACHIEVEMENTS TO BACK OUR POSITION



Business Intelligence Platform

Query, Reporting, and Analysis

#1

SAP BOBJ

IBM COGNOS

ORACLE HYPERION

Enterprise Information Management

IBM COGNOS

INFORMATICA

SAS

#4 SAP BOBJ

Performance Optimization Applications

Operational Performance Management

#1

SAP BOBJ

ORACLE

IBM COGNOS

Financial Performance Management

ORACLE HYPERION

#2

SAP BOBJ

IBM COGNOS

Governance, Risk, and Compliance

#1

SAP BOBJ

Business Intelligence Platform

Query, Reporting, and Analysis

#1

SAP BOBJ

Enterprise
Information
Management

#1 SAP
BOBJ

Performance Optimization Applications

Operational Performance
Management

#1

SAP BOBJ

Financial
Performance
Management

#1
SAP
BOBJ

Governance,
Risk, and
Compliance

#1
SAP
BOBJ

SAP and Business Objects: Mission


Business Objects[™]
an SAP[®] company





**TRANSFORM THE WAY THE WORLD WORKS
BY CONNECTING PEOPLE, INFORMATION, AND BUSINESSES**