

MAKEDONSKI TELEKOM

## B2B Portfolio

Goce Mitevski\_Chief Commercial Officer B2B

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2. CERTIFIED PROCESS AND OPERATING PROCEDURES
3. SMART CITY PROJECTS
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7. OUR ICT SERVICES
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LIFE IS FOR SHARING.

## TECHNOLOGY AS A FORCE FOR GOOD

As a leading national carrier of electronic communications, Makedonski Telekom offers its customers **a wide array of top excellence telecommunication services and amusing contents** within the scope of the fixed network, broadband services and integrated solutions, also including TV over Internet Protocol (IPTV).

The Company's product portfolio includes Internet Protocol – based services, data transfer, sale and lease of equipment and services for system integration.

By providing innovative services with high quality and efficiency in all fields of operation, the Company has a key place and role in modernizing and **supporting telecommunication market and overall digitization of the businesses & society in** in the Republic of North Macedonia.

By developing innovative products and services, the Company promotes the personal and social networking among the people in the **Macedonian** society which makes it **the major national core for engineers of the**

## CERTIFIED PROCESS AND OPERATING PROCEDURES

- ✓ **ISO 20000** - Certificate of compliance with international standards for provision and management of IT services
- ✓ **ISO 27001** - certificate of compliance with international standards for information security management
- ✓ **ISO 9001** - certificate for meeting international quality management standards
- ✓ **ISO 14001** - certificate for compliance with international standards for environmental management and maintenance
- ✓ **ISO 22301** - certificate for continuity management in business operations

## SMART CITY PROJECTS

Makedonski Telekom continues with its determination and its work to be **innovation and technology leader on the market**. Among the main focuses, as a continuation to the previous years, are the projects in the area of the Smart City. Year 2020 was breakthrough in the area of Smart City. MKT has won 3 Smart Light reconstruction projects for smaller municipalities, and at the end of the year We have signed the contract for the Capital of North Macedonia, **Skopje**, with smart lighting, parking, air quality, citizen engagement, water metering and mayors dashboard.

From society digitalization perspective, support activities for e-health and e-education strategy preparation are ongoing.

Makedonski Telekom is offering **intended products and solutions for various market segments** (Manufacturing, Retail, Agriculture, Financial, Communications, Health and Hospitality).



## INNOVATION SYNERGIES – WIN WITH PARTNER

Under the motto - INNOVATION SYNERGIES – WIN WITH PARTNER, we keep further on our strategic technology partnerships - **Cisco Gold, Microsoft Partner Connect (both LSP & CSP certified) and VMware Partner Connect**

We started offering **SAP Business One** exclusively on our market, completely localized in Macedonian language, covering all business processes in an organization.

Driven by the impact of increased need for remote working, Makedonski Telekom exclusively started offering **Time Tracking service** as a useful tool for modernizing the work environment and increasing the efficiency by smooth organization of the time and work tasks of the employees.

Collaborating with our partners MKT established a (web-based) integrated communication and data management system for documents and workflows – **DX Office**. Using **DX Office**, customers that will digitize and automate the existing work processes and documents



## OUR CONNECTIVITY, Voice and data services

- ❖ Services for Broadband Internet Access
- ❖ Telephony
- ❖ Data transfer services
  - VPN - Virtual Private Network
  - IBPN - Internet Based Private Network
  - Metro Ethernet
  - Internet leased lines
- ❖ IPTV
- ❖ M2M data solutions
- ❖ Fleet Management

## OUR ICT services

### ❖ Cloud infrastructure

Virtual Desktop Infrastructure, Virtual Private Server, Hosted Business Mail, Office Fax, Virtual Disk, WEB Hosting, Internet Data Hosting Center

### ❖ Cloud Software

Microsoft Office 365, InOne, SAP Business One, HR4ME, Envoice, Epistum, DX office, Time Tracking

### ❖ Security products and services

Digital Certificates, Time Stamp, Antivirus Software, SAFENet mobile, SAFENet Office

### ❖ Cloud Managed Solutions

Cisco Meraki Managed Network, CISCO BCS

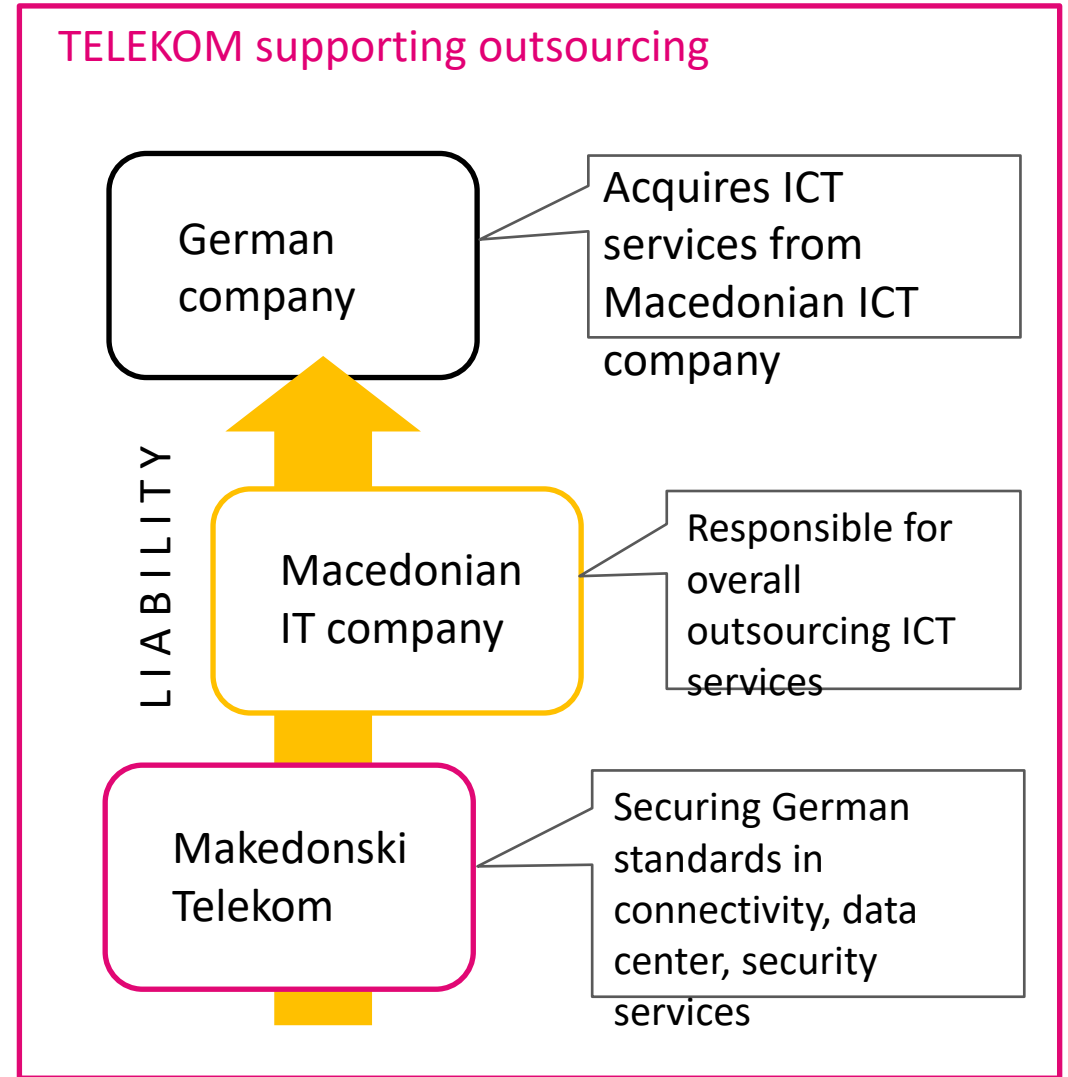
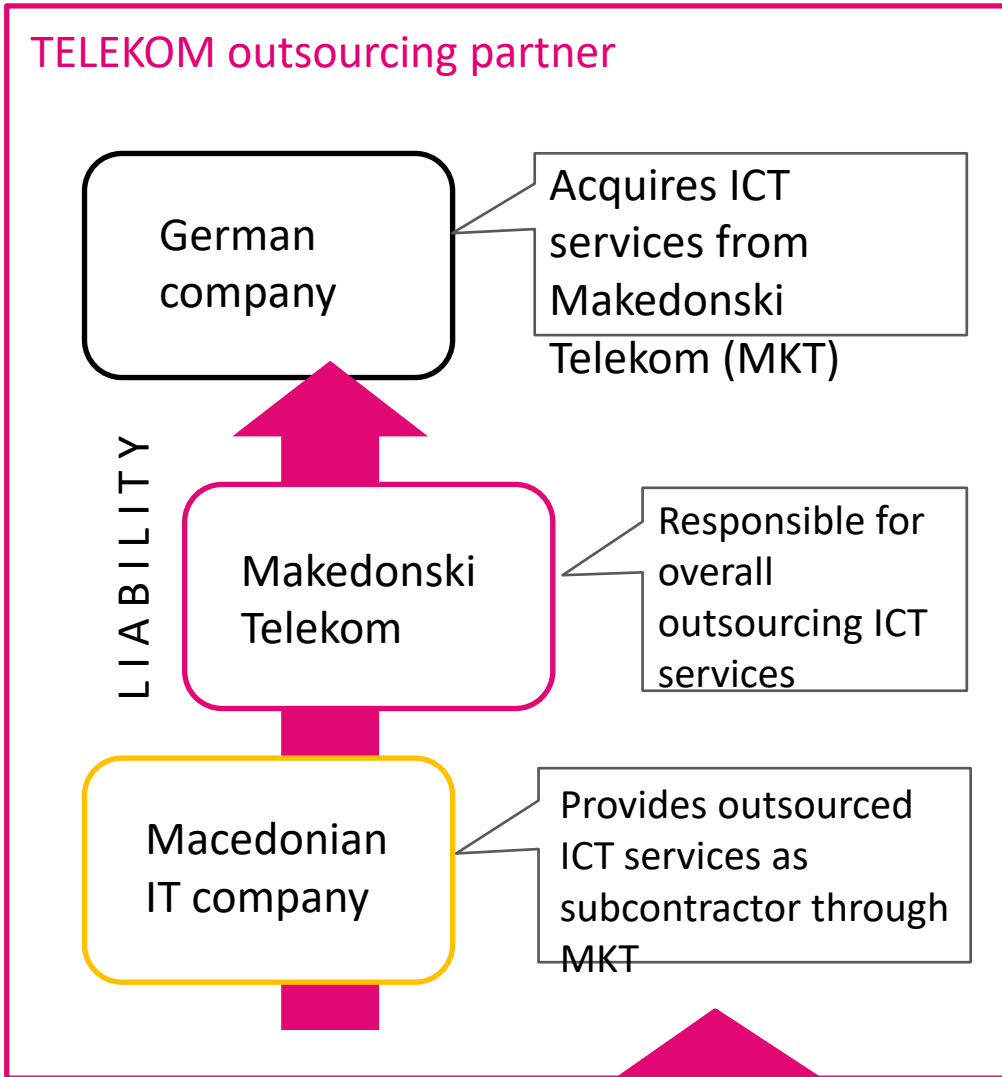


## OUR PRODUCTS

- ❖ IT equipment (PC, Servers, Printers...)
- ❖ Structured cabling (copper and fiber )
- ❖ Corporate VOIP Solutions
- ❖ Hospitality TV
- ❖ Building Management / Automation Systems (BMS / BAS)
- ❖ Systems for Access Control
- ❖ Video surveillance (CCTV, IP)
- ❖ Remote management and monitoring of IP equipment
- ❖ Detection systems and fire alarm
- ❖ Systems for energy monitoring and smart metering
- ❖ Video Conferencing systems (CISCO WEBex based)



# POTENTIAL MODELS OF COOPERATION



Comply faster & better with German corporate standards, both improve liability/risks toward German companies

MAKEDONSKI TELEKOM  
BE SMART – GO DIGITAL

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