Our International Business Unit Activities

Moscow, 2020

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GMCS

Our Company

20+ Years on the IT Market

500+ Specialists

700+ Projects

20+ Years On The IT Market

GMCS is a leading company on the Russian IT market

GMCS helps customers accelerate their digital transformation using technologies and solutions from leading suppliers, as well as the company's proprietary solutions

What We Do

- ERP
- CRM
- Business Intelligence
- Data Analytics
- SCM
- Mobility

Services

- Technical support and maintenance
- Systems Integration
- IT Outsourcing
- Application Development
- IT Infrastructure Services

Industry Expertise

- Retail, FMCG
- Telecommunication
- Manufacturing
- Utilities
- Oil&Gas
- Finance
- Public
- Transport

GMCS

The Leading IT Market Position

CNews,
the leading IT and technology analyst in Russia and CIS

One of the largest IT suppliers for Retail (2019) and **Manufacturing**, 2019

One of the Leading Developers of Mobile Apps for Business and Public Sector, 2019, 2018

TOP 15 Largest BI Providers in Russia, 2019, 2018

TAdviser,
Russian news portal and IT analytical agency

One of the largest IT suppliers for Retail, 2019

Participant of **a smart card "Information technologies in retail" in a category "IT services",** 2019

The industry portal **"Production management"**

TOP 10 Largest IT Providers for Manufacturing, 2019

Largest IT Provider of **EAM, HRM, SCM and WMS** Solutions, 2019, 2018

TOP 10 Largest IT Providers of BI Solutions, 2019

The CIOs official portal Global CIO

"The best regional project" in Central Federal District with the Project in ABI PRODUCT, 2018

"The Best Retail Project" with the Project in Hoff, 2017

"The Best CRM Project" with the Project in Tricolor TV, 2016

Digital breakthrough,
the All-Russian Hackathon

Finalist in Tatarstan Ministry of Informatization and Communications' track, 2019

Our Partners

Microsoft Partner
Microsoft
Gold Enterprise Resource Planning
Gold Data Analytics
Gold Data Platform
Gold Application Development
Gold Application Integration

IBM Gold Business Partner

UiPath™ Partner GOLD

Qlik Partner Solution Provider

Microsoft Partner
Microsoft
Gold Collaboration and Content
Gold DevOps
Gold Windows and Devices

MECOMS a Ferranti company

RIVERLOGIC GOLD SOLUTION PARTNER

SAP Silver Partner

anylogic®

WEBSOFT

БОСС кадровые системы

UTRACE

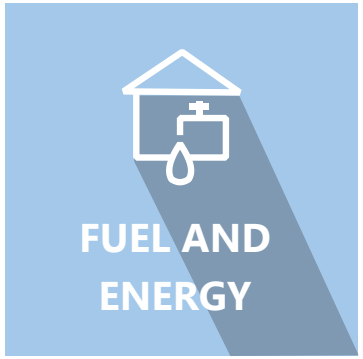
GOLD CERTIFIED PARTNER

GMCS

Our Customers and Industries

X5 RETAIL GROUP
lamoda
askona
Hoff
LEROY MERLIN
ROSINTER RESTAURANTS
L'Etoile
CHANEL

Rostelecom
TELE2
MTT
nbn netbynet
Yota



ROSSETI
RusHydro
TRANSNEFT
ЮНИПРО
SUEK
НИПИГАЗ

ALROSA
SIBUR
MAGNITOGORSK IRON & STEEL WORKS
ABI PRODUCT
Valio
Roca

RUSNANO
Skolkovo
OTKRITIE BANK
IRC
KORTROS

CONTAINER TERMINAL SAINT-PETERSBURG
RUSSIAN POST
SHEREMETYEVO CARGO
ROSSIYA
TRASKO

GMCS

Project Geography

Over 700 projects
in Russia, Europe and CIS

GMCS

Our Advantages

Reliable Digital Transformation Partner

Extensive expertise and deep industry knowledge, 20+ years on the IT-market

Full Range of Services

Design, implementation and maintenance of business applications and digital services

Unique Experience

Implementation of large-scale IT projects, including cooperation with Big4

Professional Team

Resource centers in several regions. Internal Competence Centers

Customers' Trust

Across Russia and beyond. Customers are core value

Innovation in Action

Advanced Digital Technology. Multiproduct portfolio. Our own solutions

GMCS

GMCS

Value Proposition

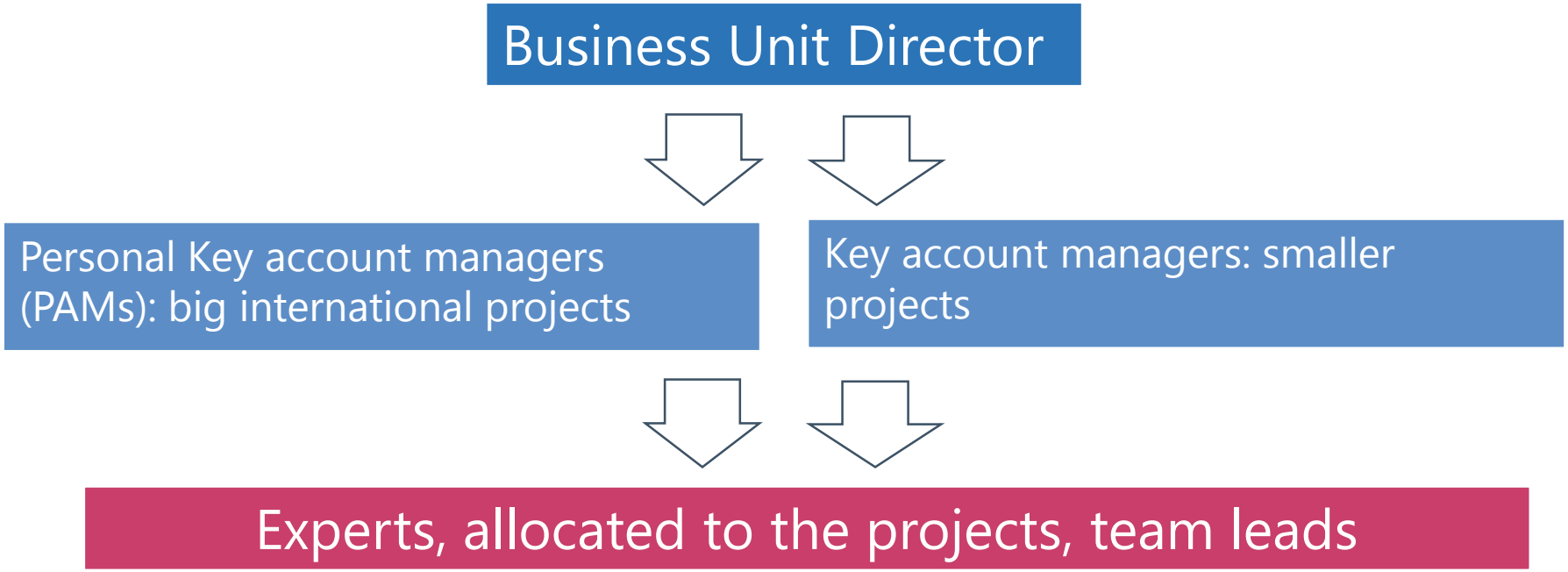
Creating Value For Our Clients

- **Transparency and visibility**
- **High level of expertise**
- **Connectivity and responsiveness**
- **Competitive pricing**
- **Integrity and compliance**
- **Well-proven reliability**

GMCS

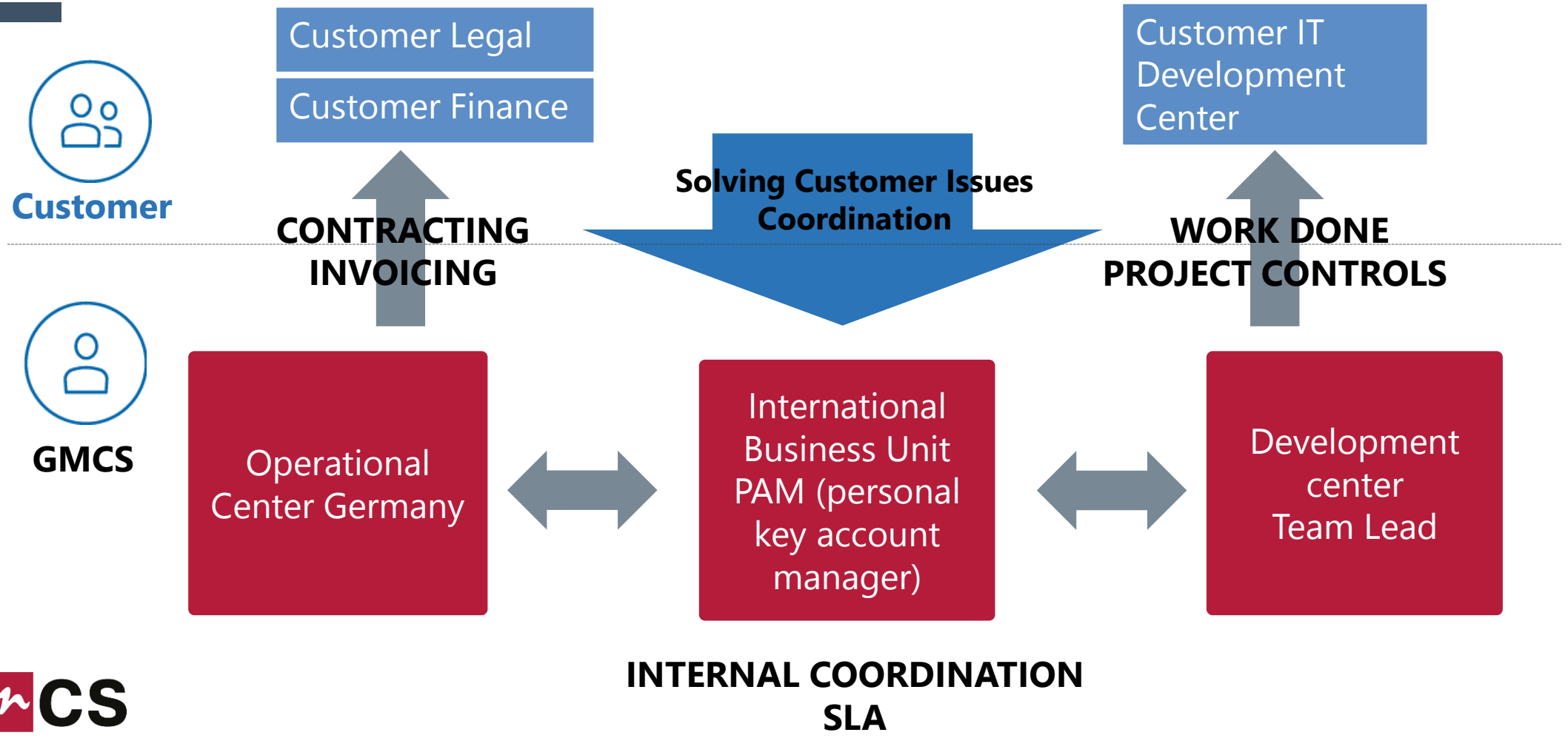
Value Proposition: Transparency and visibility – simple and efficient organization

We manage our international projects through a separate business unit within GMCS



In order to facilitate business processes for our foreign clients all invoicing is done through our operating center in Germany

Value Proposition: Transparency and visibility – simple and efficient organization



Value Proposition: Highly-skilled professionals

We are continuously investing in our personnel through:

- Participation in large system integration projects (500+ projects in 20 years)
- Participation in developing local IT solutions (Verex, mobility solutions)
- Training and certification process
- Extensive courses of English

High professional standards and wide expertise:

- Company management is the leading IT experts implementing international and local project more than 20 years
- We have a unique mix of people with multi – industrial and cross functional experience (IT, Sales and Marketing, Finance, Purchasing, Logistics)

GMCS

Value Proposition: Connectivity and responsiveness

Personal key account manager (PAM) for each big client responsible for solving all related issues

We are motivated to build a long term relationship with our clients: continue to support 50+ companies after the first system integration

Full time availability

Key account managers for smaller projects are full time reachable through web and phone means

We are proactive and think ahead about each nuance

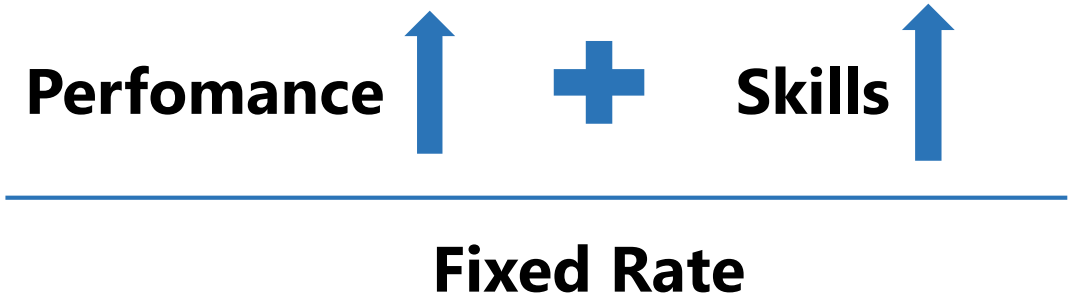
GMCS

Value Proposition: Competitive Pricing

We have competitive pricing policy with two major options for our clients:

- Average fixed price option – in general the base rate is around 60 EUR per hour
- Differentiated price per employee category depending on the expertise level and project role

As well as flexible discount policy depending on the volume



We are constantly increasing our Performance vs Rate Ratio

GMCS

Value Proposition: Integrity and compliance

We comply 100% with the local legislation

Our project teams **comply with the legislation and internal procedures** of our clients

We **monitor software lifecycle** and prepare our customer in advance to migrate to new versions eliminating extra TCO while supporting legal software

All employees working on international projects are **duly certified and speak English**

Our personnel has **medical insurance 100%** and is insured during business trips abroad

GMCS

Value Proposition: Well-proven reliability

We can guarantee to our client a stable level of high – quality performance

Together with clients we monitor our employees ratings and use clients feedback to improve performance quality

Our key employees turnover for years stays at very low level and average personnel tenure within our company is 7 years

Our people are developing rapidly in our company – average experience in one position before promotion is 1,5 years

GMCS

Our Resources

Microsoft Specialists

Specializations:

- Microsoft Dynamics 365, AX 2012 (Finance, SCM, Production, Service Management, etc.)
- Microsoft Dynamics for Retail (ePOS, mPOS)
- MECOMS/Ferranti (Certified for Microsoft Dynamics AX)
- Microsoft Dynamics CRM
- .NET development

Category:

- Consultant
- Architect
- Developer
- Tester

International Microsoft Implementations

GMCS

SAP Specialists

Specializations:

- SAP ERP (CO, SD, MM, LE)
- SAP BI (BO, BPC)
- SAP SCM (APO)
- SAP Success Factors
- SAP PO
- ABAP

Category:

- Consultant
- Architect
- Developer
- Tester

International SAP Implementations

xerox

Roca

GP Georgia-Pacific

GMCS

IBM Specialists

Specializations:

- IBM Cognos Planning TM1
  - Budgeting
  - Treasury
  - Investment management
  - MRO
  - Reporting systems for holdings
  - Unique solution for serial-parallel coordination of budgeting forms in holdings
- IBM Cognos BI
- Integration works, portal development, mobile reporting

Category:

- Consultant
- Architect
- Developer
- Tester

Large IBM Implementations

RusHydro, Почта России, ROSSETI, Юни про, BAITEREK, askona, HEINEKEN, TRANSNEFT 2018 YEAR OF ENERGY SAVING, ТРИКОЛОР, CONTAINER TERMINAL SAINT-PETERSBURG

GMCS

Testimonials

Partner's Reference case: Ferranti

Ferranti Computer Systems is a leading Belgian IT integrator, created in 1976.

GMCS had a successful partnership with Ferranti for several years in MECOMS implementations in Russia.

- In 2016 Ferranti started working on a big MECOMS upgrade project in UK with United Utilities
- Knowing already the competences of GMCS employees, Ferranti outsourced a number of activities on the project to GMCS
- The contract between Ferranti and GMCS was signed on a time and material basis with a fixed hourly fee

Results:

- Currently a number of GMCS testers and developers are performing core activities for the project
- All employees are based off - site
- GMCS has dedicated managers to supervise outsourcing activity an manage the organization
- Invoicing and administration in done by GMCS operating center in Germany
- Ferranti has already requested to GMCS to enlarge the number of outsourced personnel

Client's reference case: Match Hospitality

MATCH Hospitality is the industry leader in the management and sales of commercial hospitality programs for major sports events.

GMCS became a trusted partner for automation and support of large sport events such as Olympic Games and FIFA World Cup

- MATCH Hospitality headquarters are in Zurich, the company shares common application and database system (Microsoft Dynamics) with it's subsidiaries
- During 2013 GMCS has developed and integrated local Microsoft Dynamics solution for Russian Subsidiary
- In addition GMCS has developed a comprehensive events management solution for Olympic Games Organization Committee on Microsoft Dynamics

Results:

- Currently GMCS is successfully supporting local solution for Match Hospitality
- Based on high level of GMCS performance Match Hospitality asked GMCS to provide consultants to upgrade local solution for the purpose to manage business activities during FIFA tournaments in 2017 and 2018 in Russia
- Also by request of Match Hospitality GMCS specialists are assisting in development of Microsoft Power BI solution for Match Hospitality Headquarters in Zurich

Contacts

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