

CANCOM

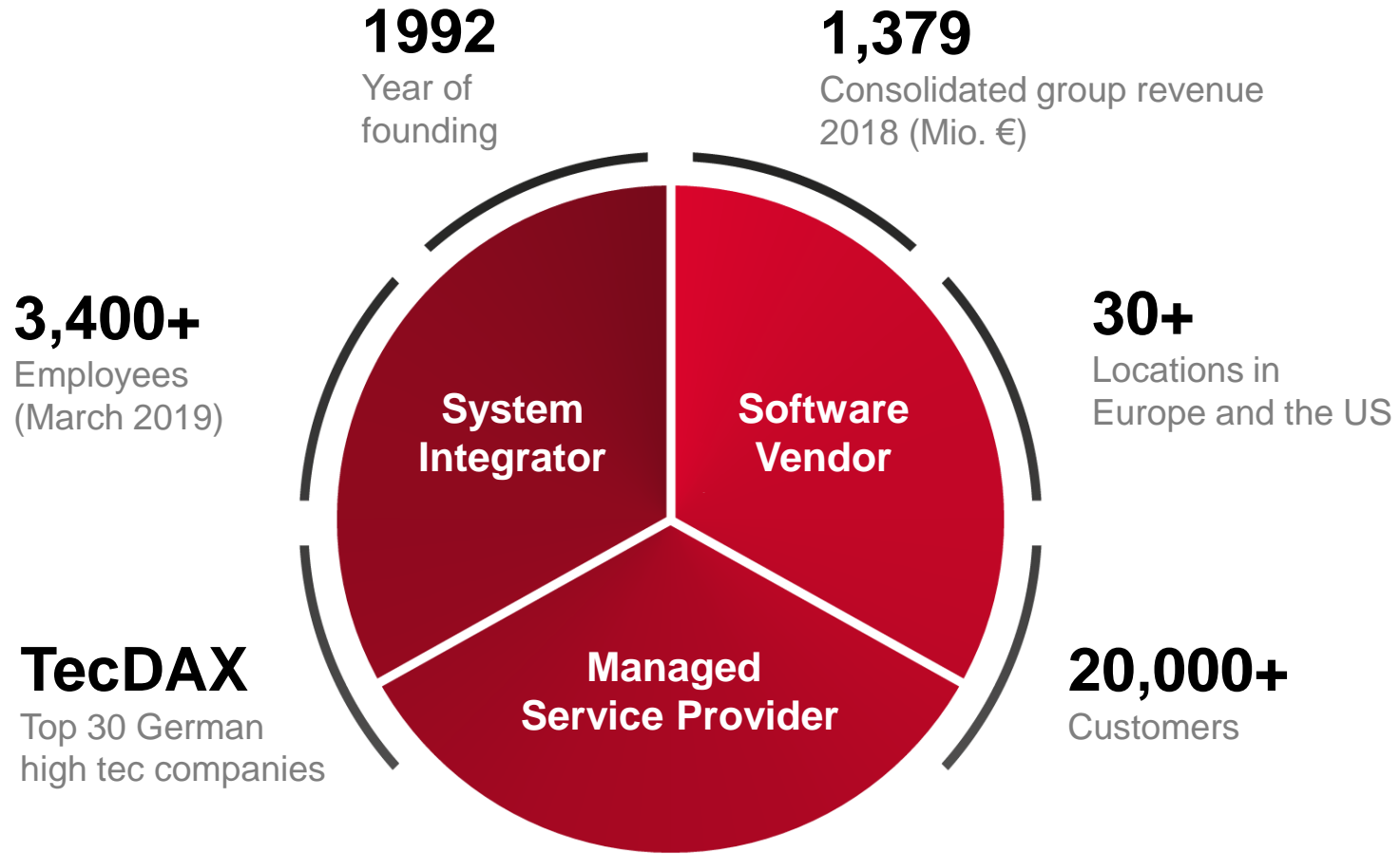
**THE LEADING
DIGITAL TRANSFORMATION
PARTNER**

Georgi Pisin

Account Manager UN & Global Public

New York, October 23, 2019

FACTS & FIGURES



Leading Digital Transformation Partner

VALUE PROPOSITION

We make IT easy and manageable for our customers.

- Single source for IT
- Provide control of hybrid IT
- Reduce IT complexity

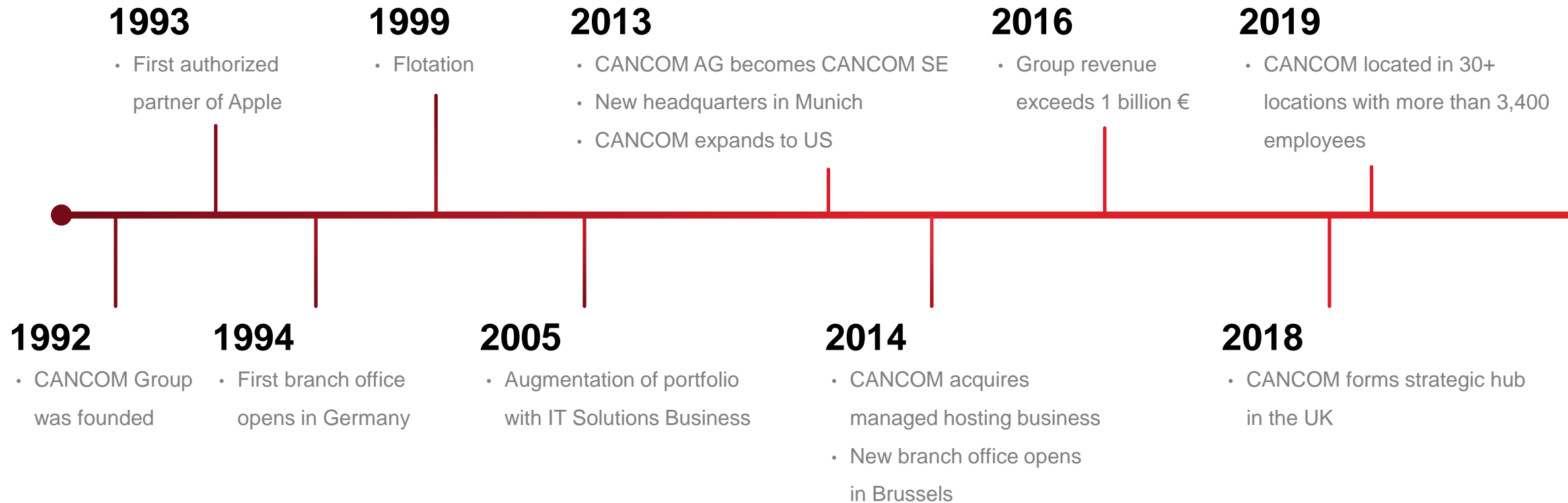
We help our customers to grow their business.

- Efficient, agile & scalable IT solutions and services
- Security to protect business
- Vertical solutions & services

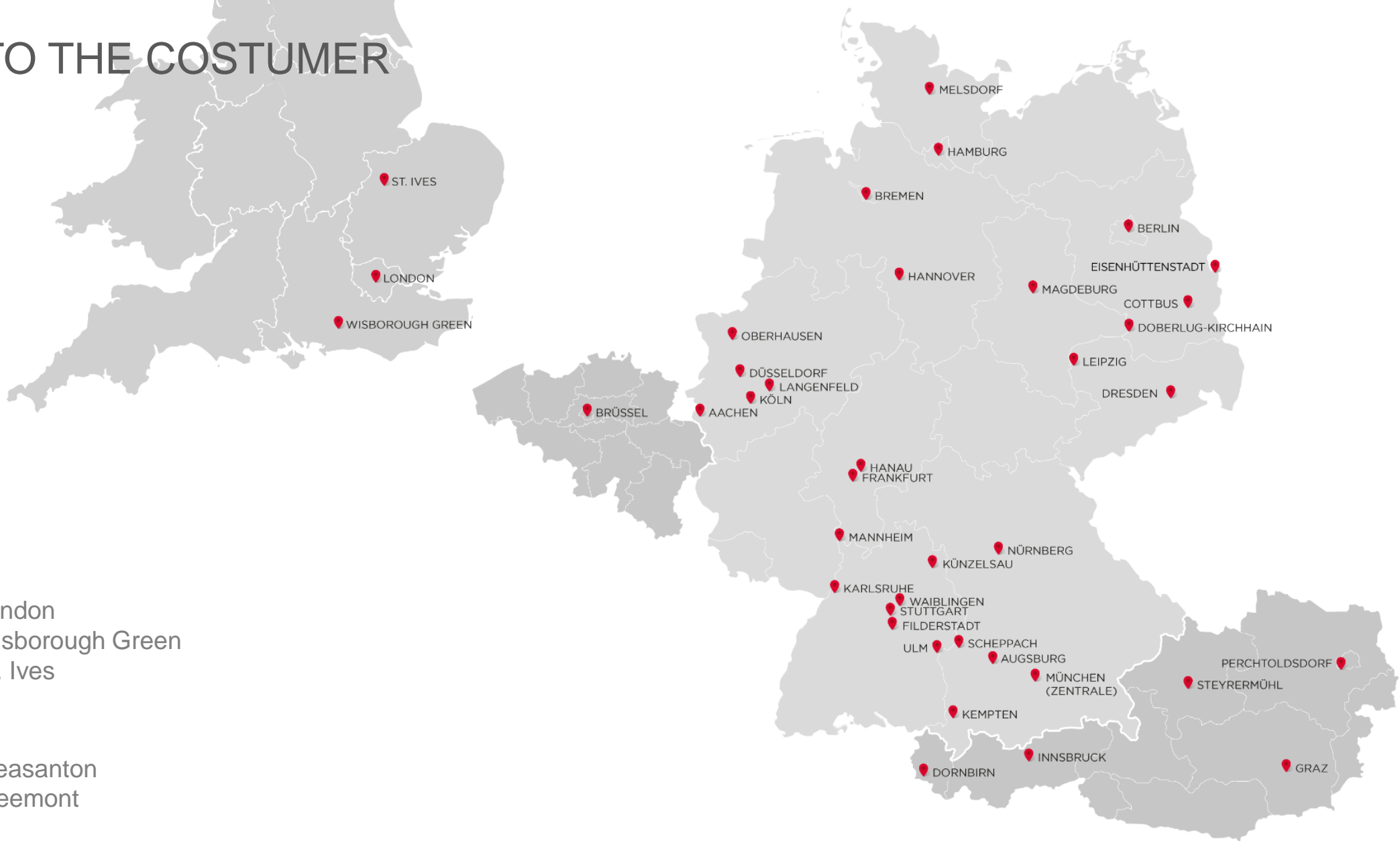
We deliver the best customer and service experience.

- Reliable partner for IT
- Deliver IT and business value
- Close to the customer

COMPANY MILESTONES



CLOSE TO THE COSTUMER



- UK**
- London
 - Wisborough Green
 - St. Ives

- USA**
- Pleasanton
 - Freemont

CANCOM SOLUTIONS PORTFOLIO

Industries

← CANCOM Services →



BUSINESS SOLUTIONS	
IT ARCHITECTURES	
IT SOLUTIONS	
IT PRODUCTS	



CANCOM SERVICE PORTFOLIO

ANALYSE ▶

- IT Audit
- TCO/ROI Analysis
- IT Maturity
- IT Organization
- IT Processes

PLAN ▶

- IT Strategy
- IT Architecture
- Proof of Concept
- Operational Process
- Project Planning

BUILD ▶

- Installation
- Configuration
- Rollout
- Scripting
- Project Management

RUN ▶

- Client Services
- Support & Repair
- Premium Support
- Managed Services
- CANCOM XaaS

Hardware / Software Delivery
E-Procurement / Financial Services

SERVICE FACTORY

- 2.000 m² area
- 24 Stream Tracks
- In-house Datacenter

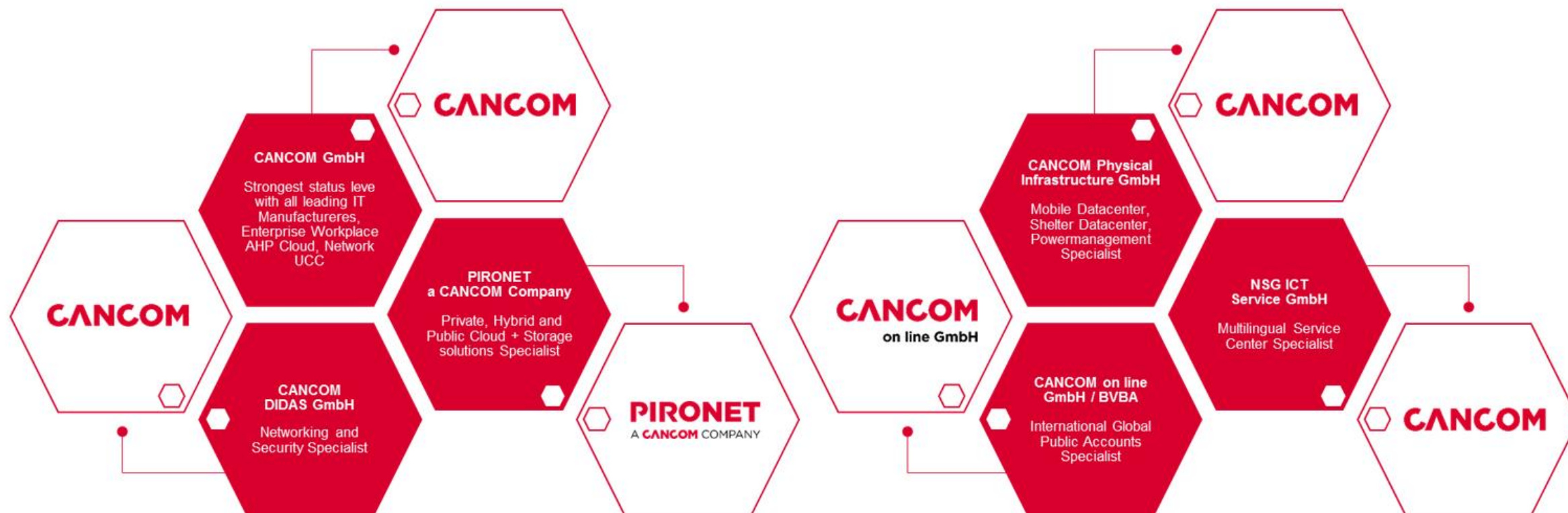


SERVICE FACTORY



CANCOM GROUP

Competence Center/ Competence Team Global Public

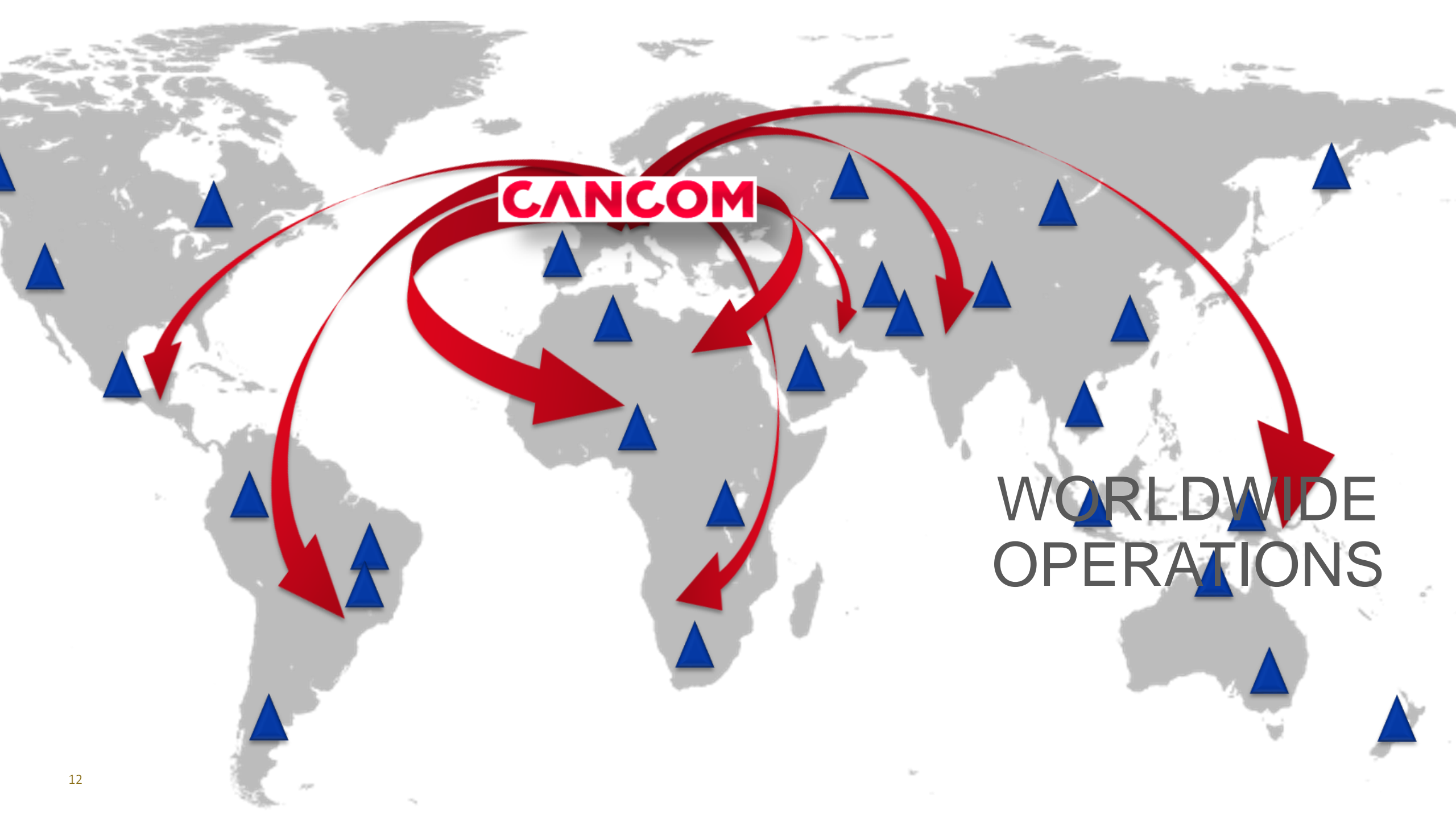


COMPETENCE TEAM GLOBAL PUBLIC

Mission

- Answering global tenders with a focus on framework contracts, consulting, IT services and supplies (financing - UN, EU, WB etc.)
- Focus customers: Global Public Accounts / Local projects with International Background/Financing
- Have an extensive worldwide partner network for onsite implementation, infrastructure services and vertical knowhow
- Joint adaption of the CANCOM portfolio and approach to enable WW sales





CANCOM

WORLDWIDE
OPERATIONS

PROJECTS

Project 1: Philippines

Complex project required IT Consolidators with WW trusted partner network

Unified educational system – Software and Hardware, to 184 Senior High-Schools in Philippines

Time frame: 6 months in 2016-2017

Volume: 2.6 million USD



PROJECTS

Project 2: Malawi

Connecting nationwide Election Centers in a single network linked to Government WAN

Challenge!

- Deployment of on site project manager, engineers
- Working in heavy conditions in rural areas
- Coordination with partners

Time frame: 6 months in 2019

Volume: 1.3 million USD



PROJECTS

Project 3: Solomon Islands

Election Centers System integration, building a Datacenter

Challenges:

- Logistics
- Coordination with the local UNDP Country Office
- Time constraints

Solution found!

Time frame: 6 months in 2018

Volume: 500K USD





CAPACITY BUILDING TRUST FUND

THE REPUBLIC OF SOUTH SUDAN
CAPACITY BUILDING TRUST FUND
FINANCIAL MANAGEMENT AGENT



IMPRESSIONS

BUSINESS WITH UN

CANCOM's experience

UN Global Marketplace (UNGM) registration

UN is not a single organization

Approaching the Customer – UN Agencies

Market research

UN is challenging

Demanding customer

Tight time frames for implementation

Tips

Use this event to learn where to position your company. UN is huge!

UN is a fair business partner

UN recognizes partner engagement within the boundaries of public procurement



UNITED NATIONS
GLOBAL MARKETPLACE

PARTNERS

a selection of
our more than 300 partners





THANK YOU!