

SOFTWARE SOLUTIONS FOR CORPORATION

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ABOUT THE COMPANY



What do we do?

Bit.net consulting means professional, modern and first of all complex information technology solutions for companies. We provide complex management of information systems, which is all that managers and employees need in order to work effectively, concentrating solely on their duties.

Bit.net does not sell products but provides solutions that are best suited to the client's demands. We deal with adjusting of the already existing information systems, making dedicated solutions, their maintenance, constant development and modernisation. We do all this so as to satisfy our Client's needs. Cooperation with us is to bring specific profits in business.

Our specialty is making and maintaining systems of managing contacts with customers (CRM), systems of consumers and suppliers assistance (ERC), systems supporting efficient planning of company resources (ERP) as well as solutions for integrating various systems (Middleware).

We also deal with trainings and content-related support for the employees of our Clients so that the already functioning as well as and introduced solutions can be the best possible help at work for their users.

We design, introduce and maintain complex, multi-stage support systems for users.

Who do we work for?

Our task is first of all to eliminate various problems concerning functioning of information systems in the company that our Clients have.

The most important value for our company is very simple – that highest level of satisfaction of our Clients. This is the fundamental rule that we follow in our everyday work.

Bit.net cooperates very closely with its Clients, so as to be able to understand their needs and supply them with products and services of best quality, best suited for their requirements.

Our offer mainly focuses on managers of medium size and large companies. Our activity is beneficial especially for the management of companies. It results in an increase in efficiency of management, simplifies

BUSINESS WE DO



the process of making key decisions, supports analysis, control, planning and coordinating activities in the company.

We achieve satisfaction of our clients due to the strategy that we have chosen. This strategy is based on attaining the highest level of professionalism in what we do.

How do we do our job?

Our ambition is that our employees achieve the highest level of specialisation in all the aspects concerning functioning of information systems that support doing business in companies.

Only due to extensive knowledge, experience and complete involvement of our team can we achieve full satisfaction of our clients.

Hence we strive at building a stable team of top class specialists of who are ready to face all kinds of challenges, even the most difficult ones. In order to achieve this, Bit.net concentrates on constant upgrading qualifications of staff and learning about all the news in information technologies.

Bit.net is a company that deals only with chosen projects. We do not aim at an uncontrolled growth or uncalculable share of the market.

We concentrate on constant improvement of the quality of services and qualifications of our personnel, through which we build trust and bond with our clients. Our company wants to be perceived as a synonym of high competence, top qualifications and a specialized company.

Our experience, knowledge and good team organization are key to the success of Bit.net. Besides high qualifications and extensive experience, we can offer big flexibility of our activities, which we obtained as a result of keeping the structure of organization connected matters simple in our company.

BUSINESS WE DO



Although our company has been operating under the name Bit.net only since 2000, the

beginnings of its activities date back to 1989, the time of economic and social changes in Poland. Already at the end of 1980ties a team of our specialist helped companies to adjust to the revolutionary changes in computer technology which then took place.

For the next couple of years we were a partner of the biggest computer companies which deal with making integrated software to manage a company.

Since 1994 we actively participated in designing and introducing the information system for publishers of colour magazines. It was an international project which allowed for introducing modern solutions for this business in Poland.

In the following years we worked on developing mobile telephone network in Poland. Our task in this process was to maintain and develop the system supervising the process of building of the GSM network. One of our successes was the effective securing of the system of one of the leading Polish mobile network operators against the so called problem of the year 2000.

Recently we have also designed systems of safe exchange of data in global companies which are based on the most modern methods allowing for total safeguarding of company secrets.

We also have extensive experience in building systems which support managing of the company, budgeting and controlling systems and of fixed assets service.

During the many years of our work we gained such extensive experience and knowledge that we were ready to make our own competence centre that is able to deal with challenge consisting in top quality of service required by international clients.

Most of the solutions that we have designed are under our constant supervision.

Maintenance and guarantee of undisturbed working of information systems as well as their constant development and modernisation belong to our everyday tasks.

THE COMPANY HISTORY



Bit.net company consists of over a dozen young and dynamic top class specialists who use their knowledge to achieve success the definition of which is the satisfaction of our clients.

These are people who have the ability to listen to their clients and recognize their needs very precisely. The goal of our employees is to help you use modern technological solutions in the best possible way for the development of your company.

Professional approach of the company consists in the professionalism of each of its employees. This is why Bit.net has carefully built and is still developing the team consisting of specialists, who are the best in their fields of knowledge.

Systematic trainings of our employees, which comprise information and technological knowledge as well as the most recent solutions in the areas of controlling, accounting, marketing and professional customer service are to guarantee the highest standard of services offered by Bit.net.

Our team aims at gaining the trust and satisfaction of its clients by giving them fully professional service which is adjusted to individual needs of each Client.

Depending on the scale of the project, Bit.net is able to provide a bigger number of specialists by hiring our long-term, reliable co-employees.

TEAM



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Bit.net designs, introduces, maintains and develops modern information systems. The company's activity focuses on two basic areas: designing software on the basis of specified requirements of the client (systems on request) and service of information systems. We also offer comprehensive services supplementary to our basic activity, such as trainings and providing support systems for target users.

CRM SYSTEMS

Integrated Customer Relationship Management Systems are intended for computer service of processes taking place in the company which are connected with activity at the point of contact company-customer, that is mainly in the sales department, marketing, hot-line, call-centre, etc. Applying this kind of systems in the company allows for better fulfillment of the needs of purchasers of our products and services, with simultaneous reduction of costs. CRM system that works efficiently should be the basic information tool in modern companies.

ERP SYSTEMS

Integrated Enterprise Resource Planning Systems are intended for computer service of internal processes taking place in the company. ERP allow for planning and coordinating activity of the company at various levels – from strategic to operational. ERP make assessments of different variants of action of the company and make it simpler for managers to take decisions optimal in particular circumstances. Modular structure of systems allows for connecting (if necessary) subsequent applications, which enables building a system that perfectly matches the Client's requirements. These are modules supporting production processes, managing materials, personnel, finances etc.

ECR SYSTEMS

Software that supports the Strategy of Efficient Consumer Response mainly aims at improving relationships among companies cooperating in a chain of product delivery so as to obtain the largest mutual benefits. Making these contacts more efficient allows for a better reaction to the consumers' needs as well as reduction of costs concerning distribution, which results in new market opportunities.

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MIDDLEWARE

Software used for obtaining data from various systems, their integration, processing into any necessary form and maintaining correctness. It can act as a link between different platforms, data bases, applications, etc.

MAINTENANCE AND ADMINISTRATION OF SYSTEMS

We are able to maintain every system that we have produced, as well as the one already existing in a particular company, with guarantee of the best quality of our service. Through maintaining a system we mean not only administrating the solution, that is taking care of how it works. Out of our concern about our Client's satisfaction we constantly improve the systems we maintain, detecting and eliminating possible mistakes, as well as adjusting the software to newly occurring requirements of the users. Lines of support made by Bit.net are very highly appreciated by our Clients.

TRAININGS

The trainings we offer can concern possibilities of use, service of our software as well as other issues concerning information solutions. Detailed range of topics and time of trainings depend on requirements and needs of the Clients.

OTHER SERVICES

Apart from producing dedicated solutions adjusted to the requirements of the Client, we also offer the possibility to adapt solutions available on the market to the specific needs of a particular company, as well as to expand or modify systems already existing in a particular unit.

We will be delighted to offer you our help in various kinds of work related to advanced information issues.

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The course of standard realization of the project

Bit.net deals with a comprehensive realization of projects concerning supplying the Client with information systems. Basing on our experience, we have developed the model of cooperation with Clients which optimizes these processes. In the first place it includes:

- professional pre-introductory analysis - objective examination of the actual needs of the Client, tools and methods of performance existing in the company, identifying a model of a business project,
- preparing the project – the structure of the project and communication concerning the project,
- choice of information solution which optimizes satisfying all the requirements of the Client, simplicity of use and costs of the solution,
- designing and producing the system together with procedures of service, line of support, etc.
- introducing a pilot installation,
- tests and modifications of the system in accordance with requirements,
- transfer of existing data bases into the new system,
- consultations and trainings,
- introducing the target installation and help in changing the philosophy of the company's performance so that appropriate utilization of the software can best serve the company in realization of its targets,
- maintenance and further development of the system.

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Why bit.net?

1. Because we are able to provide complex assistance for your information system. We do not limit ourselves just to administration of the system but we are able to modify it in accordance with your requirements, as well as modernize it, expand or secure. This will allow for an important comprehensive outlook and central management of information system of the company, which is so crucial.
2. Because we have and we are constantly developing the optimal team of competent people, who are able to set and achieve goals, take succeeding challenges and who are ready to succeed. They are top class specialists, and each of them can be said to be a true professional who combines knowledge, experience and enthusiasm.
3. Because Bit.net is a progressive and innovative organization. Whatever we do, we do it the best that it can be done. We try to constantly improve everything. We are eager to learn about new things and are open for changes.
4. Because in our job we are guided by the benefit of our clients. Our most important target is that those who trusted us are satisfied with our services. Owing to this a bond is developed between companies, and clients cooperate with us for many years.

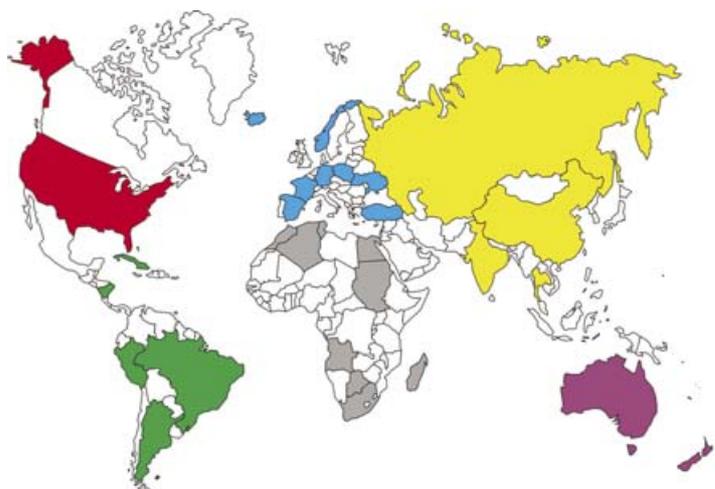
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EXPERIENCE



Our company has many years long experience in making and introducing modern information solutions for business, for small companies as well as far global corporations. At present the number of people using our solutions counts in many thousands in 70 countries on 5 continents.



Posiadamy umiejętności i doświadczenie w tworzeniu rozwiązań opartych o:

• Technologies

- Relational data bases – typical, relational approach together with component procedures on various platforms
- applications client-server – using standard mechanisms of connection with data bases and employment of component procedures
- multi-layer applications (application servers) – server of application together with 'thin client' connected with it, using DCOM technology (or COM+)
- Intranet – dynamically generated www websites on the basis of connection with DCOM servers
- solutions based on data warehouses – enabling collection of data in a central place, their complementation and multi-dimensional analysis.

EXPERIENCE



- **Programming languages**

- C/C++
- VB
- VB scripts
- Pascal/Delphi
- SQL
- PL SQL
- HTML
- Java
- Unix/Linux scripting
- RPG
- Cobol

- **Platforms**

- Windows 95/98/NT/2000/XP/W2003
- Unix
- AS400
- OS400

- **Systems of data bases**

- MS SQL
- Oracle
- SyBase
- DB2

Our line of support can provide professional service for our clients for 24 hours a day.

EXPERIENCE



• References:

Our best achievement is the satisfaction of our clients. Their opinions of our everyday job are extremely important to us.

Some opinions of people who receive our services:

- *"{...} I'd like to take this opportunity to thank you for the support that you and your team have been giving for us. So much for Nefam as well as for Nebac."*
- *"{...} Wishing you a merry Xmas and a happy new year . Thanks for all you help during 2002 and looking forward to work with you during 2003 .
May 2003 be a successful happy new year."*
- *"{...} thank you very much for your help with the Czech issue, everything works fine now. You have proven another time that you give good support.
In general, I can say that my main aim is more or less reached: to have a stable NEBAC with reliable support, not to continuously fight with new and old bugs, but to have the opportunity to realize some enhancements and improvements. This is the situation we have always been dreaming about, but we could not get it with another company.
So, just continue like this, I like it!"*
- *"{...} Thanks a lot for your support."*
- *"{...} I tested again your COGS changes, and now everything seems to be fine. Of course, my tests are not so deep, only users will be able to do heavy tests - and they will one day... But so far I can conclude that you did something in relatively short time, for what I was fighting with other consultants for two months without success, so I am very happy about your job!
I could do the corrections to the structures. Thank you for all your help. It is really appreciated."*

EXPERIENCE



- *"{...} at the end of the first NEBAC "chapter" with BitNet, I am very happy to summarize:
 - that the rewrite of the client part is completed successfully, the new client containing only very few new bugs
 - that the pilot migration in Portugal appears to be successful - famous Portuguese bug-detectives found only few problems, which were quickly solved by you*
- *I am especially very satisfied with your support, in terms of quality, availability and good motivation. You have made a lot of effort even in evenings and on holidays - this is questionable from philosophical point of view, but as your customer, I appreciate it very much.*
- *I feel that NEBAC is in good hands and I am looking forward to our further common work. Next months will be still not easy, as all markets will migrate and the other zones will join the support. But I am confident that everything will go fine."*
- *"{...} Thanks you Pawel and Tomek for puling out the stops to get this to us. It is very much appreciated.
Have a great Christmas and New Year !"*
- *"{...} I agree. Thanks for you speedy response to our request. We look forward to receiving the exe from you."*
- *"{...} We have run reports via the new exe last night and this morning.
It retrieves all the required information in a relatively short space of time.
Thank you to everyone who has worked on this area."*

**If you need professionals in order to succeed with your project
– bit.net invites you to start cooperation!**



CAREER



- Are you an energetic, creative, person of outstanding information skills that you want to constantly develop?
- Do you like facing new challenges?
- Would you like to carry into effect innovative ideas and technological news?

If you join our team, cooperation at designing and producing unique solutions will become your everyday experience!

We offer:

- an interesting job, plenty of new experiences,
- cooperation with young, energetic team of top class specialists,
- gaining experience at working in a modern company,
- constant development and gaining new qualifications,
- training with a possibility of employment,
- flexible employment conditions,
- a lot of independence and responsibility,

Our requirements:

- very good knowledge of information technologies – especially talented engineers and programmers, who combine technological skills with analytical- - business abilities,
- practical knowledge of many programming languages, backgrounds and operational systems,
- attitude directed at satisfying the clients' needs,
- easy functioning in relationships at work and good communication skills,
- ability to organize one's time of work,
- kind and assertive approach to people,
- ability to solve problems and inborn enthusiasm,
- reliability and conscientiousness,
- ability to learn fast,
- strong motivation in work and dedication,
- loyalty, honesty, solidity towards clients and the company,
- very good knowledge of English.

An additional advantage will consist in:

knowledge of topics connected with business processes, among others relating to finances and accountancy, human resources and payments, marketing and economy.

CAREER



CONTACT



If you wish to obtain detailed information about our offer or arrange a meeting concerning possibilities of cooperation we kindly request to contact us:

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We look forward to hearing from you!

CONTACT

