

**SOFTIP®**

**Company profile**

# Helping to better manage thousands of companies



## Who we are

We are SOFTIP and we are one of the most important providers of IT products and services in Slovakia



## History

Our long history proves that we are ready for new challenges



## People

Together we are creating the digital future



## Organizational structure

3 divisions, countless possibilities



## Portfolio

We have the most comprehensive portfolio of IT products and services



## Support

We offer a service you can rely on



## References

Our customers' satisfaction comes first



## Partners

We closely cooperate with the world's leading IT companies



## Partners

Evidence of our know-how and experience is provided by our certificates and awards from global leaders



## Management systems

Professionalism and quality are our basic principles



## Corporate social responsibility

Even small gestures can have a big impact



## SOFTIP in numbers

We don't just measure success by numbers, but they can tell you a lot about us



## Company profile

Our products and services cover all key business processes from HR management to finance, production, logistics, through to IT services. Using our many years of experience we've become a reliable partner for large and small companies in different branches of the industry, for companies involved in service provision, retail, utilities, finance and public administration. We have successfully established ourselves on foreign markets.

We are developing our own solutions and tailor-made tools to meet the clients' requirements and we cooperate with global players in the field of enterprise process digitalization. Our products and services integrate the latest trends, such as cloud, artificial intelligence, Big Data or the Internet of Things (IoT).

SOFTIP is a member of the SYNTECA group.



**We are SOFTIP and we are one of the most important providers of IT products and services in Slovakia**



**Dušan Guldan**

Chairman of the Board of Directors, Executive Director and ESS Division Director

## **Who we are**

### **We are the largest Slovak producer of Enterprise Resource Planning systems**

For quite some time we have claimed the number one position in the Enterprise information system manufacturer category of the annual ERP market survey organised by the technology magazine NEXTECH.

### **A Microsoft technology leader in the CEE region**

As a Microsoft Solutions Partner we have achieved the highest possible partnership level. For the fourth time we won the Microsoft Partner of the Year award, which Microsoft offers every year in recognition of its best partners in individual countries.

### **The most successful SAP Business One implementation partner**

We have received multiple awards as the Best SAP Business One Partner in Slovakia. Our teams have implemented more than half of all the projects involving the world's most successful ERP system in the Slovak Republic.

### **An exceptional business in terms of Corporate Social Responsibility**

For our engagement in corporate social responsibility, we have received the Outstanding Company of the Year 2019 award by TÜV SÜD in the Corporate Social Responsibility category.



## History

### Our long history proves that we are ready for new challenges

1991

#### SOFTIP Ltd. foundation

On 26.3.1991 SOFTIP Ltd. is founded in Banská Bystrica. Our software application for Payroll and Salaries is a huge success - in the very first year of our existence we have 223 contractual partners and 27 employees.

1994

#### Entry to Czech market

We successfully enter the Czech market of information systems for pension funds. We found our subsidiary in Prague.

1997

#### SOFTIP Ltd is transformed into a joint-stock company

2004

#### Quality Management System Certificate

We vindicate the Quality Management System Certificate according to ISO 9001:2000 for all company processes.

2005

#### Microsoft GOLD Partner

We meet the qualification requirements of the Microsoft Partner Programme as a gold competency partner.

#### National Quality Award

We win this award for excellent results in the final of the Slovak National Quality Award competition in the category of large service providers.

2007

#### Start of the cooperation with SAP

We sign the partner contract on cooperation with the global leader in the field of enterprise information solutions – SAP.

2012

#### PMK Invest entry

New stakeholders enter SOFTIP.

2013

#### Implementation of the Integrated Management System (IMS)

The quality management system according to ISO 9001:2008 is supplemented by four other management systems: the Information Security Management System, the Project Quality Management System, the Environmental Management System and the Occupational Health and Safety Management System.

2017

#### Acquisition of GT Systems 2

We further strengthen our position in the SME segment. By combining the SOFTIP and GT Systems 2 product portfolio, we create the most comprehensive offer of information systems for small and medium-sized enterprises.

2019

#### Award of Excellence

We won the 2019 Award of Excellence in the category of Corporate Social Responsibility.

#### SAP Gold Partner

We achieved the highest status under the SAP partner programme.

2020

#### Extension of the Integrated Management System (IMS)

We are adding three new areas of certification to our long-established management systems: the Anti-Corruption Management System, the Cloud Privacy Management System and compliance with the requirements of the GDPR.

2022

#### Microsoft Solutions Partner

In the new partner program, we get up to 5 designs out of 6, as the very first company in Slovakia and on the same day as Microsoft published the new terms and conditions.

## People

### Together we are creating the digital future

Our team consists of 200 professionals across the country supported by our virtual assistant Marika. We are united by a passion for modern technologies and a desire to constantly discover new possibilities in this field



**Marika**  
Virtual assistant



**Dušan Guldan**  
Chairman of the Board of Directors,  
Executive Director and ESS Division  
Director



**Radovan Báľent**  
Member of the Board of Directors and  
SME Division Director



**Martin Vlčko**  
Member of the Board of Directors and  
Finance Director



**Ján Schwarz**  
Technical Director and CES Division  
Director



**Marek Sedliak**  
Innovations Director and ESS Division  
Sales Director



**Miroslav Tobiáš**  
SME Division Sales Director



**Marián Baranovič**  
ESS and SME Divisions Operations  
Director



**Patrik Nota**  
CES Division Operations Director



## 3 divisions, countless possibilities



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Executive  
Director

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**CES  
Division**

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Sales  
Operations

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**ESS  
Division**

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Sales  
Operations

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**SME  
Division**

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Sales  
Operations

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**Finance  
Director**

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Corporate Affairs & IMS  
Finance and Office Management  
Human Resources · Marketing  
Internal Systems

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**Technical  
Director**

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**Innovations  
Director**

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## Organizational structure

In terms of organizational structure, SOFTIP now has 3 divisions and central supporting units. Competence centers also operate within the divisions in relation to individual product lines or service segments with the aim of concentrating unique knowledge or employees' relationship to the given products and services, and thus creating ideal conditions for their further development.

### **CES Division Cloud Enterprise Solutions**

Provides infrastructure and cloud services, hardware deliveries and support for completed projects. It covers the knowledge competence and the sales of Microsoft solutions.

### **ESS Division Enterprise Solutions and Services**

Designs and implements specialized systems matching the specific requirements of clients, characterized above all by their uniqueness.

### **SME Division Small and Medium Enterprises**

Implements custom ERP solutions, HR systems and partner SAP solutions with numerous add-ons. It also provides a complex customer support through the Call Centre, Helpdesk, and Remote support.



## We have the most comprehensive portfolio of IT products and services

### ERP systems

An Enterprise Resource Planning system focused on the area of production, logistics, distribution, supplies, invoicing and accounting concerning companies of all size.



### HR systems

An information system for HR management from staff recruitment and selection, their adaptation, development, education to assessment and remuneration.



### Production systems

The most complex offer of solutions within production enterprises operating in different industrial segments.



### Customer IS

Complex and unique solutions and products covering the most specific customer requirements.



### Cloud Solutions

Cutting-edge cloud solutions with the guarantee of the best service from an experienced Microsoft Cloud Solution Provider.



### Services

The widest IT service portfolio in Slovakia covering all needs in the IT area.



**Radovan Bálent**

Member of the Board of Directors and SME Division Director

## Product portfolio

### We have a solution for every area of your business.

We know the specifics and peculiarities of individual segments and related processes. A broad portfolio of our own solutions is complemented by the top products resulted from strategic partnerships with Microsoft and SAP. We develop all the solutions to meet individual needs of each customer.

Except for the ERP systems, we design IT infrastructure, implement custom products and solutions and provide complex IT services and consultations.

The scope of our services makes us a Slovak IT market leader.

## Product portfolio

### ERP systems

#### SOFTIP PROFIT Plus

The most popular Slovak ERP system

#### SAP Business One

Globally widest ERP system for small and medium-sized enterprises

#### SAP ERP

An ERP system with a high segment specification for medium-sized and large companies

#### KEEPI – Cloud by SOFTIP

Online accounting for sole-traders with the basic functionality provided free of charge

### HR systems

#### SOFTIP HR Plus

The most popular information system for salary and wage processing

#### SOFTIP Happy HR

An upgraded web application for modern HR management

#### SOFTIP Dochádzkové Systémy

An intelligent solution to register staff attendance

### Production systems

#### SOFTIP Production

A complex information system for planning and managing custom-made production

#### SOFTIP Monaco

A next generation information system for technical documentation

#### SOFTIP AddOn Production

SAP Business One AddOn application for production register and management a riadenie výroby

### Customer IS

#### SOFTIP Audit

Complex planning and processing of internal audits in line with EN ISO 19011:2011

#### SOFTIP Author Royalties

An information system for calculating author and artist royalties

#### SOFTIP BI

A custom-made management information system

#### SOFTIP EVO

Information system for electronic public procurement

#### SOFTIP EZO

An information system for recording contracts and orders

#### SOFTIP FRP

An information system for project financial management

#### SOFTIP Garant

A group of products focused on supporting pension company performance and management

#### SOFTIP HR Portal

Information system for modern Human Resources management

#### SOFTIP Consolidation

An IS for fast and repeated setting of consolidation package

#### SOFTIP Aerial Monitoring

Unmanned research, monitoring, surveillance and processing of scanned data

#### SOFTIP Receivables

Information system for registration and management of receivables

#### SOFTIP Insurance

An information system to manage the processing of insurance events in companies

#### SOFTIP Commissions

IS for registration and management of the network of traders and intermediaries

#### SOFTIP SimBiz

An economic simulation game focused on teaching economic praxis

### Cloud Solutions

#### Security

Intelligent tools to secure enterprise IT processes

#### Microsoft Azure

Flexible cloud platform for the modern company focusing on operational efficiency

#### Modern Workplace

Collaboration, communication, and data sharing tools

#### Power Platform

Data analysis and enterprise process automation applications

#### Service Level Agreement

Repeated provision of tailored services in the agreed quality and scope

#### Cloud Solution Provider

Simple licensing of Microsoft cloud services with a support of its top partner

### Services

#### IT Development Concept

IT strategy created in cooperation with experts

#### Service Outsourcing

Personnel and salary outsourcing, e.i. outsourcing in the IT area

#### Maintenance and service

A wide spectre of professional services from Audit to Back-up


#### Software House

Custom software development, including follow-up support and care

#### Trainings

Legislative seminars, trainings on SOFTIP applications, individual education





**We offer a service you can  
rely on**

Our customers have the opportunity to establish a long-term relationship with us via contract on Service Level Agreement (SLA – Service Level Agreement).

It is a repeated provision of service in agreed quality and size. From the point of view of a customer a tailor-made SLA can be perceived as an additional service with an added value related to the usually provided service.

## **Support**

### **Call Centre**

Need expert advice on our applications? We provide immediate telephone consultation with an expert for all applications you use at the phone numbers listed in the Customer zone at [www.softip.sk](http://www.softip.sk).

### **Helpdesk**

You can find updated current information on software products, including the possibility to download a new version and related auxiliary documentation at [cpz.softip.sk](http://cpz.softip.sk). Here, you can also register your problem or a question on the software you use, as well as to monitor the solution status. All SOFTIP customers can become the CPZ users when they fill in a registration form.

### **Service line**

Are you interested in the services of our expert consultants? In the Customer zone at [www.softip.sk](http://www.softip.sk) you will find both a service line telephone number and an e-mail address where you can order service intervention by our consultants, including Remote Customer Support services.

### **Remote Support**

A remote support allows our customers to use all services provided by our consultants in the shortest time possible.



## References

**Our customers' satisfaction comes first**



### Size doesn't matter

We provide our IT services to thousands of companies ranging from small businesses to multinational corporations whose products are popular and well-known.

### Retail and Services

AGGLU SK, AIR CARGO GLOBAL, Amberg Engineering Slovakia, ARVAL SLOVAKIA, ASBIS SK, ATENA - PERSONAL CONSULTING, Direct Parcel Distribution CZ, Direct Parcel Distribution SK, FORTUNA SK, Fresenius Medical Care Slovensko, INDEX NOSLUŠ, KOSIT, KPMG Slovensko Advisory, Manuvia, Medirex Servis, MEDITRADE, MEDUSA GROUP, Odvoz a likvidácia odpadu, Slovenská autobusová doprava Dunajská Streda, Slovenská autobusová doprava Trenčín, Slovenská autobusová doprava Žilina, Trenkwalder

### Industry

2J Antennas, ATTACK, Auguste Cryogenics Slovakia, Baliarne obchodu Poprad, Berndorf Sandrik, BETAMONT, Curium, Danfoss Power Solutions, Deutsche Telekom Systems Solutions Slovakia, ELBA, ENPAY TRANSFORMER COMPONENTS, europlac, Heineken Slovensko, Chemosvit, IKEA Industry Slovakia, Illichmann Castalloy, Klauke Slovakia, KLAUKE UK, Letecké opravovne Trenčín, Liberty Ostrava, linea – D, LOKO TRANS Slovakia, MERCHYOU, Metsa Tissue Slovakia, MATADOR HOLDING, MEDIN, MH Teplárenský podnik, Novoplast, O2 Slovakia, OMNIA KLF, Pivovar STEIGER, Považská cementáreň, RKS Trenčín, QUILTEX, SHP Harmanec, SL SLOVAKIA, Slovalco, STAROPRAMEN-SLOVAKIA, STAVEX Nitra, TATRA TRUCKS, TESLA STROPKOV, TuCon, U. S. Steel Košice, VIPO, WAY INDUSTRIES, Witzenmann Slovakia, ZF Slovakia

### Utilities

Podtatranská vodárenská spoločnosť, Severoslovenské vodárne a kanalizácie, SLOVENSKÝ VODOHOSPODÁRSKY PODNIK, Stredoslovenská vodárenská prevádzková spoločnosť, Trenčianske vodárne a kanalizácie, Východoslovenská energetika Holding, Západoslovenská vodárenská spoločnosť

### State and Public Administration

GENERÁLNA PROKURATÚRA SR, LESY SR, Mesto Banská Bystrica, Ministerstvo kultúry Slovenskej republiky, Ministerstvo životného prostredia Slovenskej republiky, Národná agentúra pre sieťové a elektronické služby, Národná zoologická záhrada Bojnice, Slovenská agentúra životného prostredia, Slovenská akadémia vied, Slovenská inovačná a energetická agentúra, Slovenská pošta, Slovenská zdravotnícka univerzita v Bratislave, Slovenské národné múzeum, Štatistický úrad Slovenskej republiky, Štátna ochrana prírody Slovenskej republiky, Úrad pre dohľad nad zdravotnou starostlivosťou, Úrad pre verejné obstarávanie, Ústredie práce, sociálnych vecí a rodiny

### Finance

Conseq penzijní spoločnosť, DÔVERA zdravotná poisťovňa, Erste Group, KB Penzijní spoločnosť, NOVIS Poisťovňa, Slovenská sporiteľňa, OVB Allfinanz Slovensko, PB Finančné služby, Prvá stavebná sporiteľňa, Union poisťovňa, Union zdravotná poisťovňa, Všeobecná úverová banka

### Wholesale and Retail

COOP Jednota, BILLA, dm drogerie markt, IKEA Components, K O F T, LORIKA Slovakia, MABO, MEDITRADE, NITRAZDROJ, PHOENIX Zdravotnícke zásobovanie, SLOVWOOD Ružomberok

### Healthcare


Detská fakultná nemocnica s poliklinikou Banská Bystrica, DÔVERA zdravotná poisťovňa, Svet zdravia, Univerzitná nemocnica Martin, Ústredná vojenská nemocnica SNP Ružomberok, Železničné zdravotníctvo Košice



We closely cooperate with the world's leading IT companies

 Microsoft  
2024 Partner of the Year

Finalist  
Modern Workplace for Frontline Workers  
Award


 Microsoft  
Solutions Partner

Digital & App Innovation  
Azure

 Microsoft  
Solutions Partner

Security

Specialist  
Cloud Security  
Identity and Access  
Management  
Information Protection and  
Governance  
Threat Protection

 Microsoft  
Solutions Partner

Data & AI  
Azure

Specialist  
Infra and Database Migration

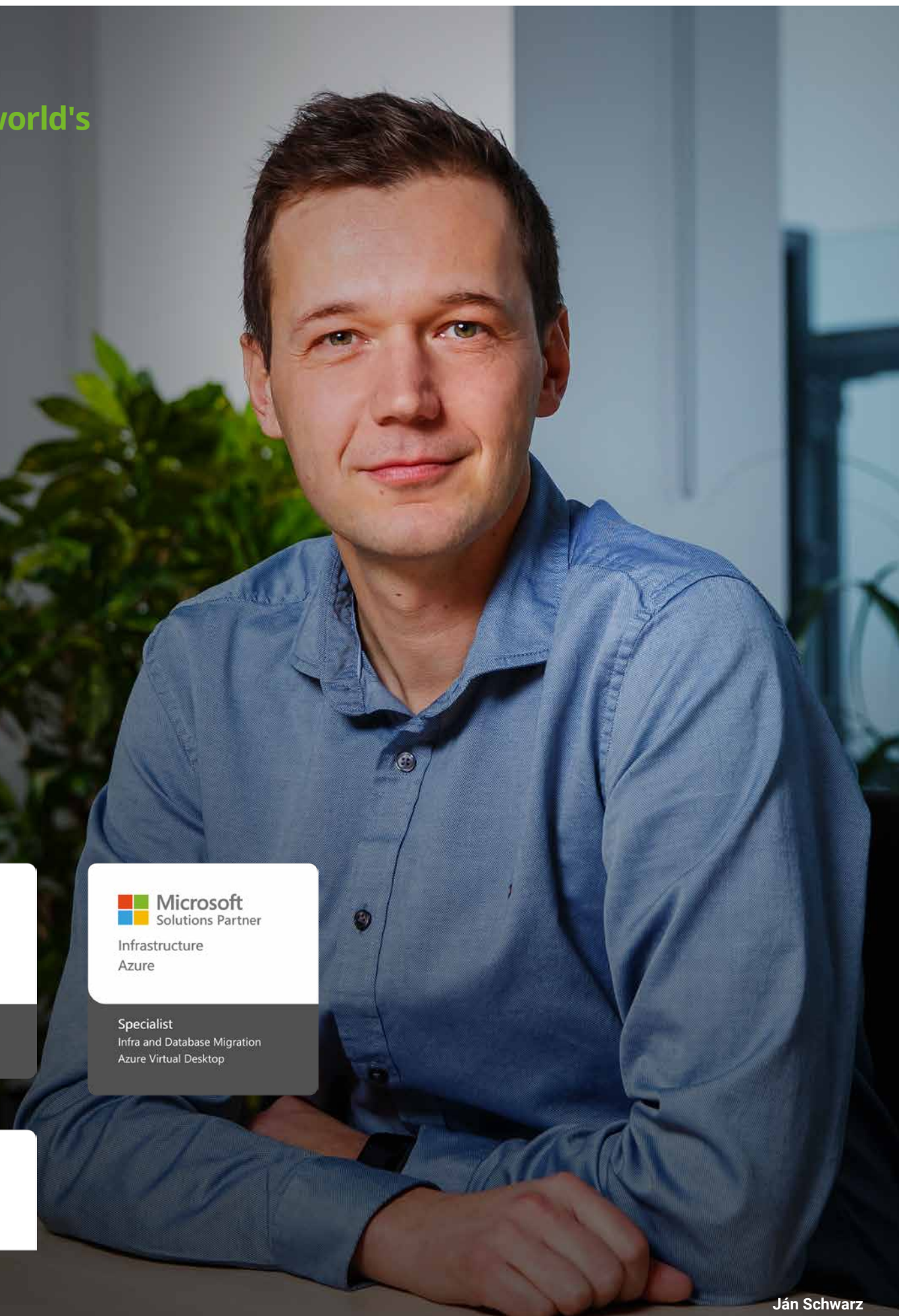
 Microsoft  
Solutions Partner

Infrastructure  
Azure

Specialist  
Infra and Database Migration  
Azure Virtual Desktop

 Microsoft  
Solutions Partner

Modern Work



Ján Schwarz  
Technical Director and CES Division Director

## Partners

### Microsoft Solutions Partner

SOFTIP is one of the first global Microsoft partners with Microsoft Solutions Partner status. In the new partner program, we received up to 5 designs, as the very first company in Slovakia and on the same day as Microsoft published the new terms and conditions.

As a five-time winner of the Microsoft Partner of the Year Award for Slovakia and a finalist in the global Microsoft Partner of the Year 2024 competition in the Modern Workplace for Frontline Workers category, we are among the most successful Microsoft partners in the Central European region.

Currently, we are the only partner on the market that can cover the entire lifecycle of a solution based on Microsoft Cloud services (from Microsoft Azure through Microsoft 365 to Security).

As a Cloud Solutions Provider, we also provide customers with comprehensive licensing of Microsoft products and services, including the professional support that this licensing program includes.

Evidence of our know-how and experience is provided by our certificates and awards from global leaders



## Partners

### SAP Silver Partner

SOFTIP has been a partner of SAP since 2007. We have received multiple awards as the Best SAP Business One Partner; SOFTIP is also the largest and most successful implementation partner for this solution in Slovakia.

Our expert consultants have already implemented more than 200 SAP Business One implementations in Slovakia and abroad. We have customers in the Czech Republic, in Poland, Hungary, in the Ukraine, and even in Hong Kong.

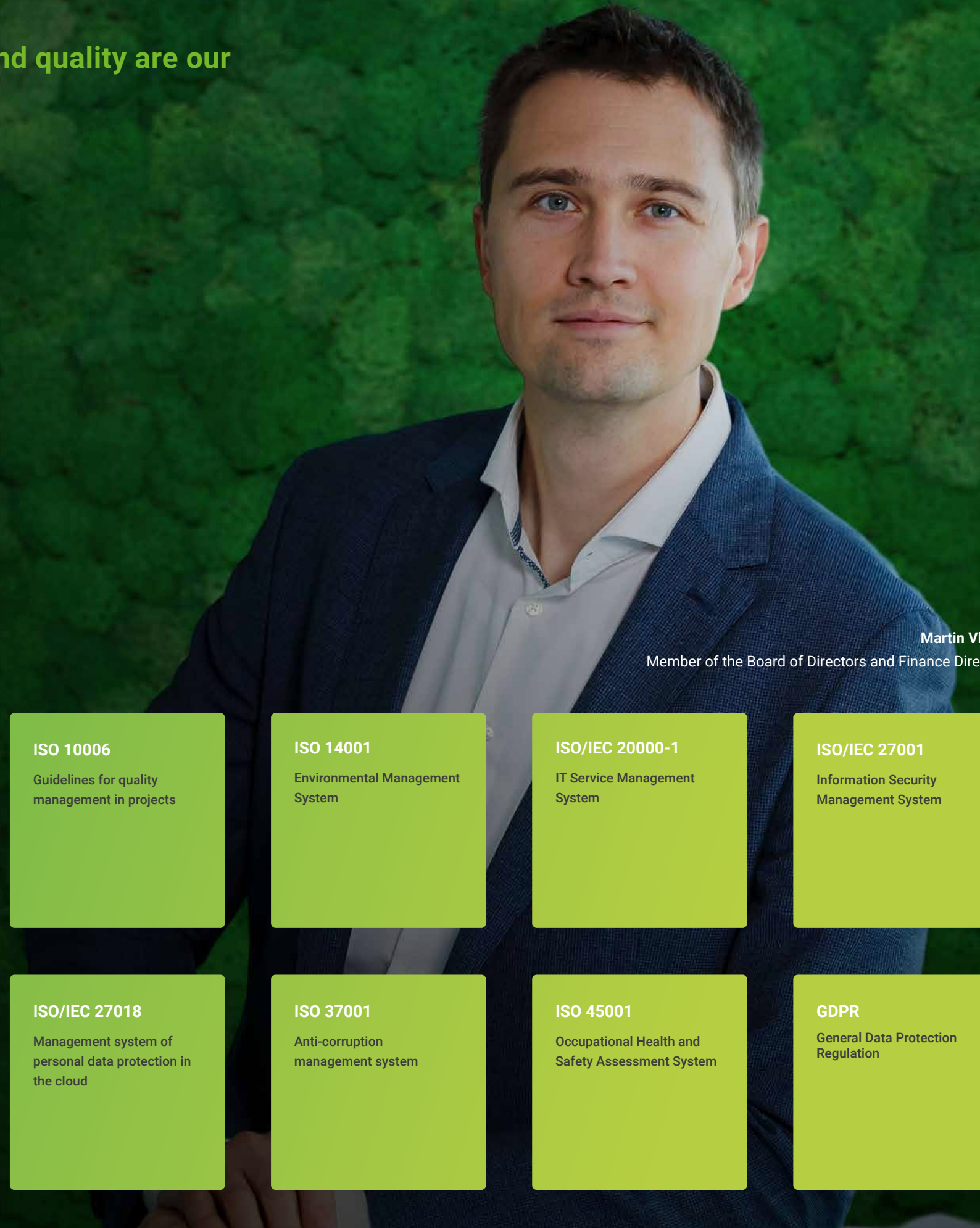
### Strategic partners



A list of all partners is published at [www.softip.sk](http://www.softip.sk)



Professionalism and quality are our basic principles



Martin Vičko

Member of the Board of Directors and Finance Director

**ISO 9001**

Quality Management System

**ISO 10006**

Guidelines for quality management in projects

**ISO 14001**

Environmental Management System

**ISO/IEC 20000-1**

IT Service Management System

**ISO/IEC 27001**

Information Security Management System

**ISO/IEC 27018**

Management system of personal data protection in the cloud

**ISO 37001**

Anti-corruption management system

**ISO 45001**

Occupational Health and Safety Assessment System

**GDPR**

General Data Protection Regulation

## Management systems

**SOFTIP has built-in Integrated Management System (IMS) according to international standards.**

The Integrated Management System was certified by the renowned TÜV SÜD Slovakia certification company. SOFTIP successfully met all conditions and requirements of the certification, approving its responsible attitudes towards environmental issues and employees' health, as well as information security and access control. SOFTIP is also bound to apply the latest techniques for effective system and process management.

The built-in Integrated Management System entitles SOFTIP to be considered the responsible company providing the highest added value for its customers



## Corporate social responsibility

### Even small gestures can have a big impact

Environmental protection, increasing the quality of education and improving the health and quality of life. These are the main areas we have been working on for a long time at SOFTIP and we want to actively participate in their positive change.



#### We inspire to donate blood

We organise the SOFTIP KVAPKA KRVI (SOFTIP blood donation) event in Banská Bystrica, which attracts dozens of volunteers every year and takes place at the turn of October and November. The main goal of this event is positive motivation for all those who are considering donating blood.



#### We are fans of recreational sport

For several years, SOFTIP has been the titular partner of the Three Kings Night Run through the streets of Banská Bystrica, which regularly starts the Marathon BB Tour season on 6 January. We support several amateur sports clubs and organise sporting events, including the SOFTIP CYKLO TOUR spring cycling tour



#### We are interested in strong human stories

SOFTIP has long been one of the largest supporters of the Down Syndrome Society in Slovakia. We are very glad that our employees have taken it under their wing and initiate various volunteer events and collections to support its activities. We have been a long-time supporter of Light of Hope. We help people in difficult life situations.



#### We care about the quality of education

We have established long-standing cooperation with schools. We share know-how through lectures by our staff on campus and free admission for students and faculty to our professional events. We also help with the technical equipment of professional classrooms or the furnishing of relaxation zones.



#### We are being kind to the planet

We have implemented an Environmental Management System (ISO 14 001). We minimise the waste we produce and separate what we do produce honestly. We are electrifying processes, saving paper and toner. We optimise business travel, use conference calls and remote file sharing for communication. We cycle to work.



#### We are one of the exceptional companies

We are a proud holder of the Exceptional Company Award, which was awarded to us for our activities in the field of social responsibility by the renowned certification company TÜV SÜD Slovakia.





## SOFTIP in numbers

We don't just measure success by numbers,  
but they can tell you a lot about us

1991

Year of foundation

9

Offices

13 500+

Customers

200

Employees

19,4

Revenues 2023  
in mil. EUR

13,9

Added Value 2023  
in mil. EUR

### Seat & invoicing address:

SOFTIP, a. s., Krasovského 14  
851 01 Bratislava – mestská časť Petržalka

### Post address & contact:

SOFTIP, a. s., Europa Business Center  
Na Troskách 26, 974 01 Banská Bystrica  
+421 48 4340 111, softip@softip.sk

[www.softip.sk](http://www.softip.sk)



the 1990s, the number of people in the UK who are employed in the public sector has increased from 10.5 million to 12.5 million (12.5% of the population).

There are a number of reasons for this increase. One of the main reasons is that the public sector has become a major employer of young people. In 1990, only 1.5 million young people were employed in the public sector, but by 2000, this number had risen to 2.5 million (25% of the young population).

Another reason for the increase is that the public sector has become a major employer of women. In 1990, only 5.5 million women were employed in the public sector, but by 2000, this number had risen to 7.5 million (75% of the female population).

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