



PERFORMANCE TECHNOLOGIES A.E.
July 2016

The Company

- Performance Technologies S.A. is a leading enterprise IT solutions provider with a long, rich history of providing IT infrastructure, software, services, and cloud solutions to a very diverse range of enterprise clients, leveraging state-of-the art technology.
- 20+ years of continuous profitable growth
- Customers include major companies in Telco, Banking, Utilities and Manufacturing Sectors
- Privately held; 80% shareholders are founders & key managers of the company
- Listed its shares in ASE/EN.A. market in Sept 2008
- ISO 9000, ISO 27001 Certified

About Performance

Making technology work. The solutions that simplify IT are the hardest to find, and finding them is what sets us apart. Our expert capability delivers reliable and practical outcomes, so you can get on with running your business.

INFRASTRUCTURE

Our infrastructure offerings bring together planning, architecture, implementation and support within every project.

CLOUD

Our expertise supports your organization, whether you require managed private, public or a hybrid cloud.

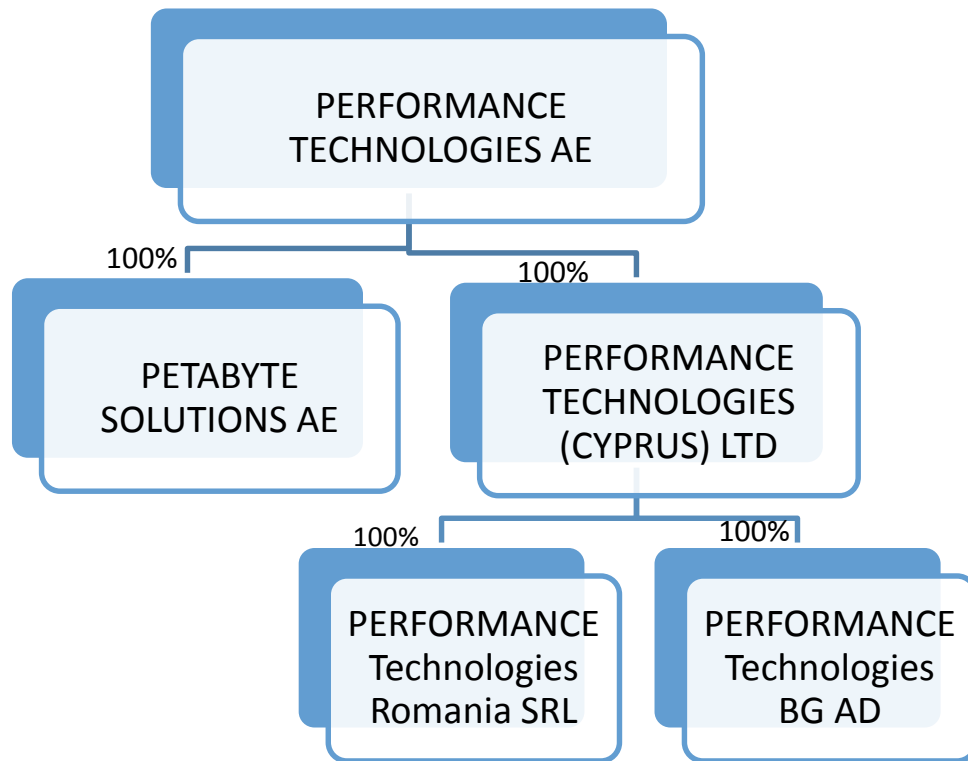
MANAGED SERVICES

As an extension of your IT team, we free up their time while maximizing your organization's output, growth and innovation.

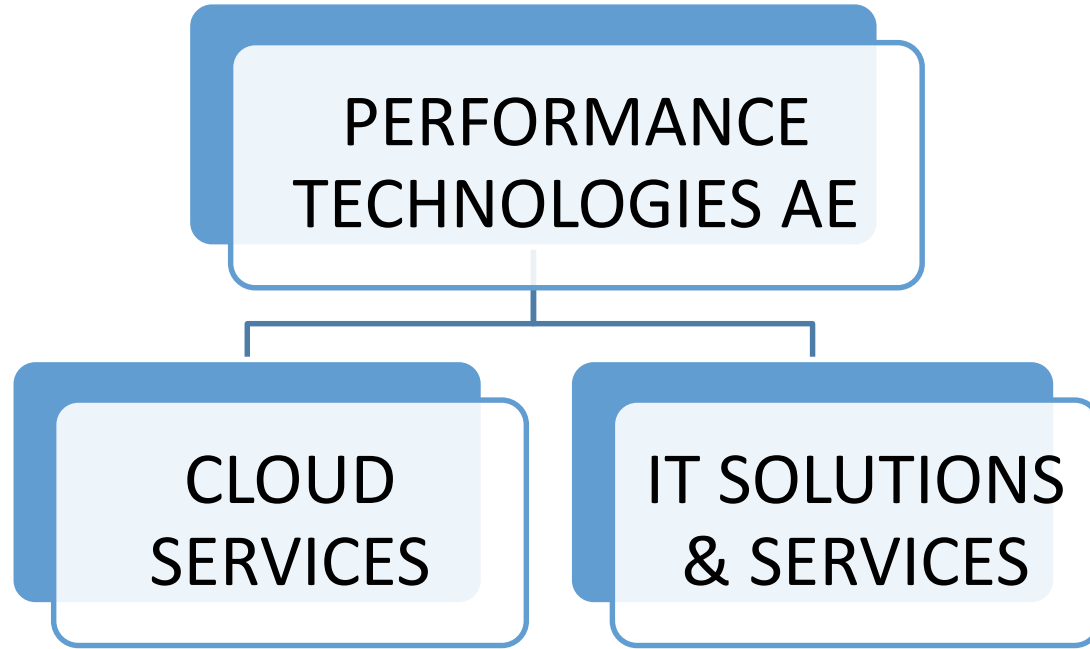
BUSINESS SOLUTIONS

We design and deliver software solutions for LOB needs and for optimizing your business operations.

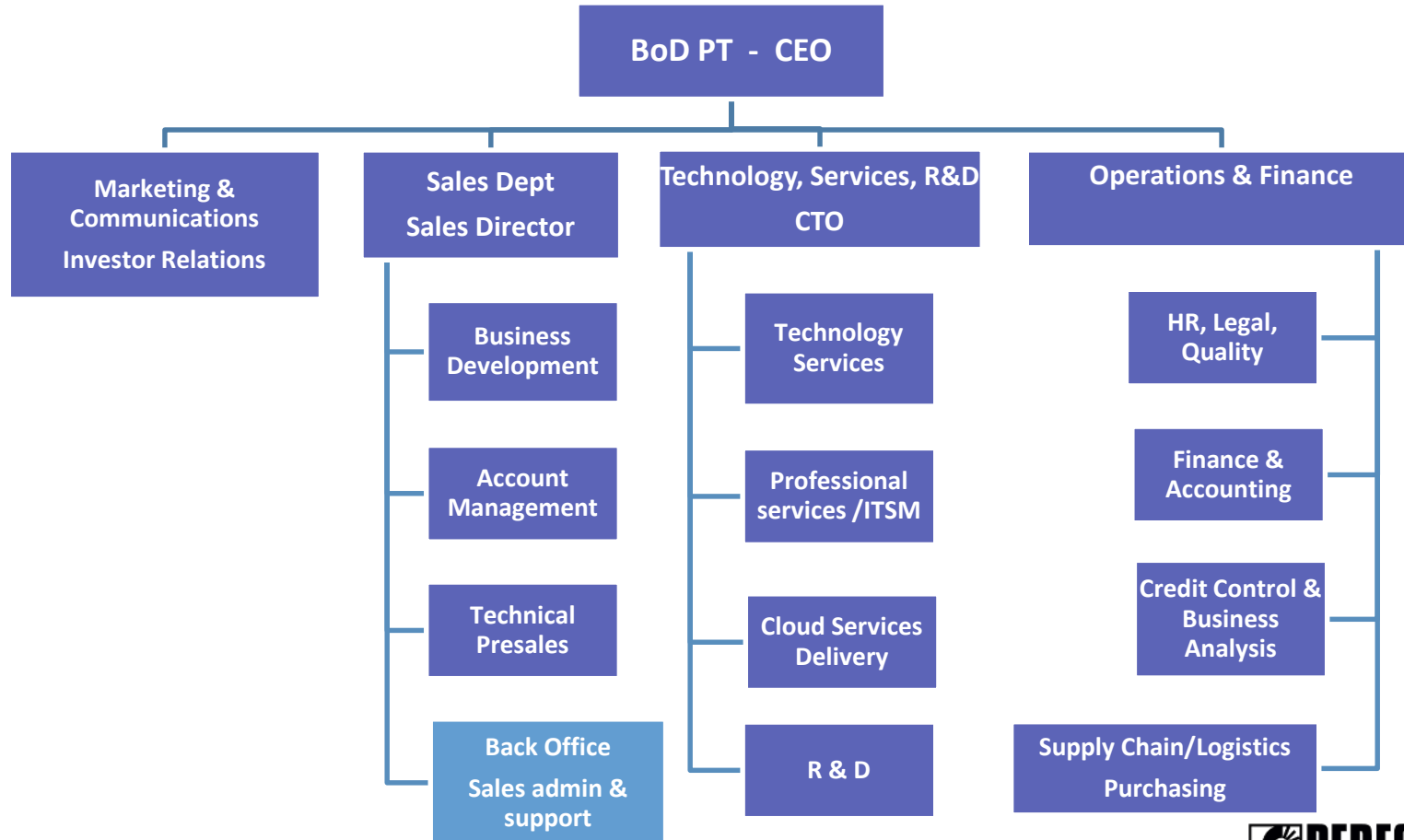
Performance Group of Companies



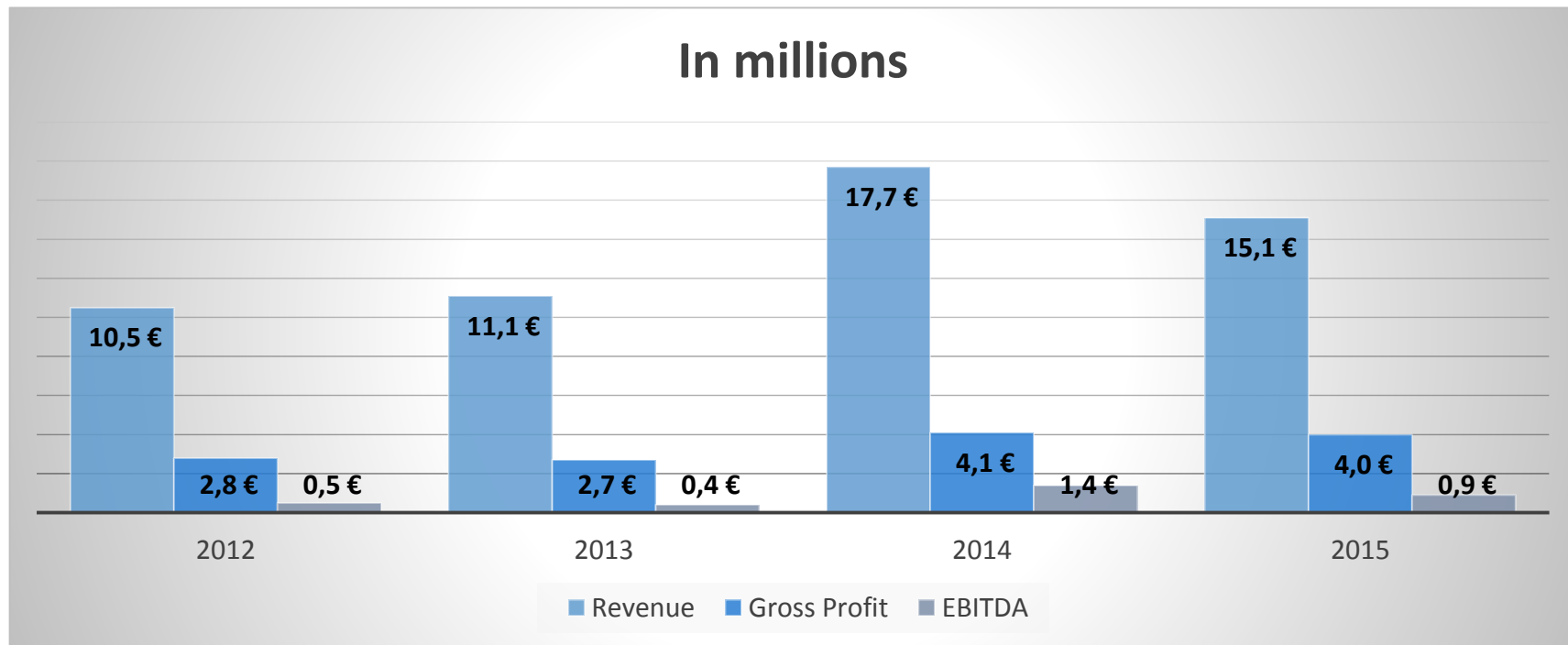
Business Units



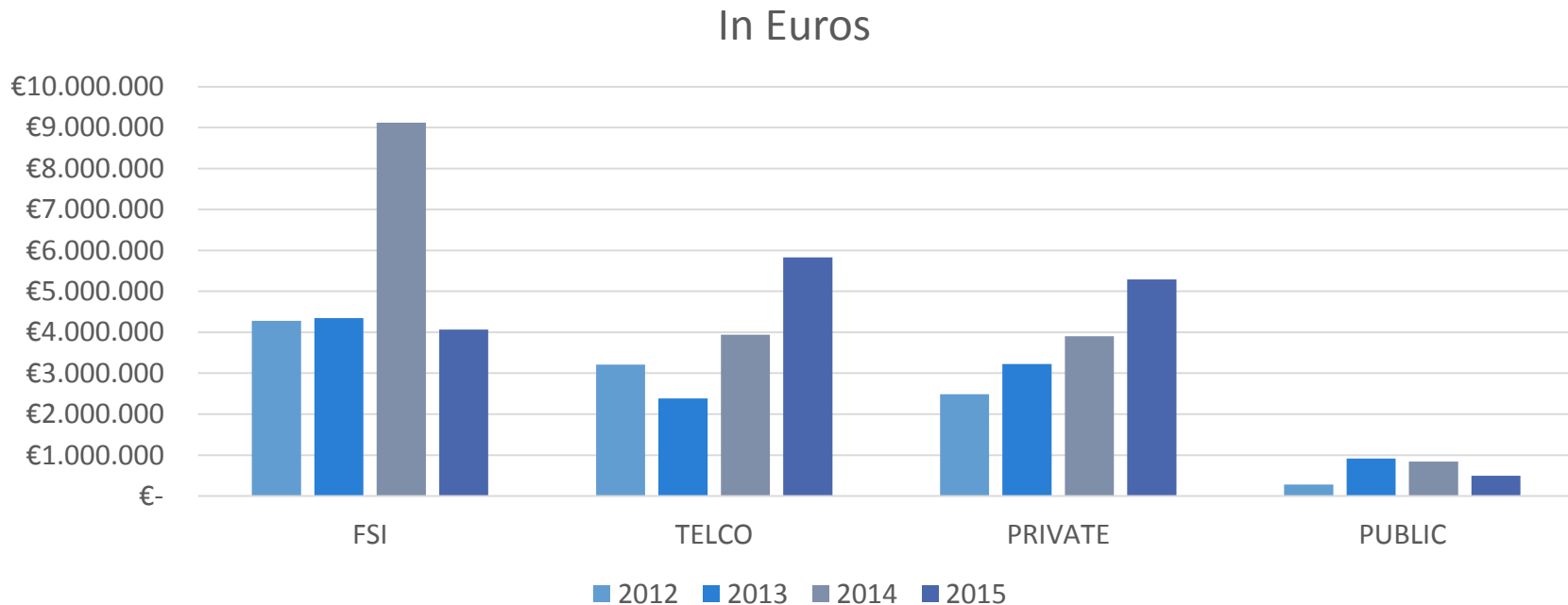
Organizational Chart



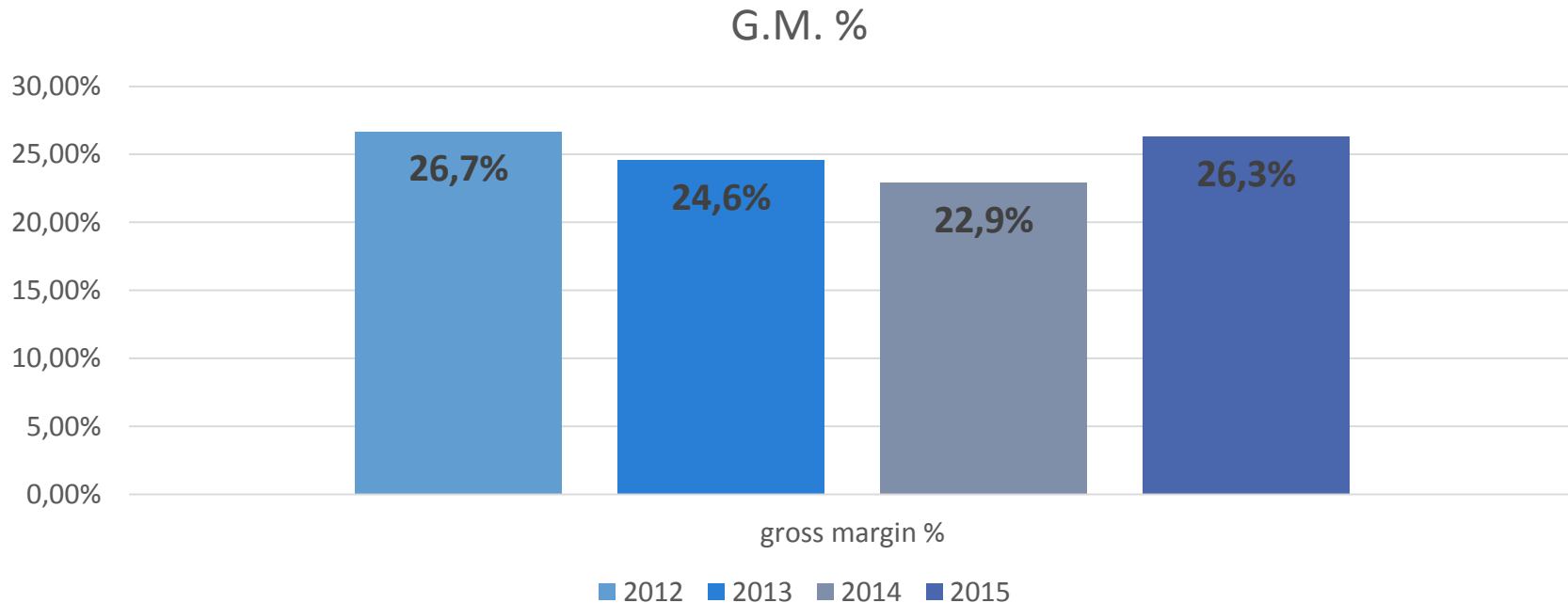
Financial Data 2012-15



Revenue per sector 2012-15

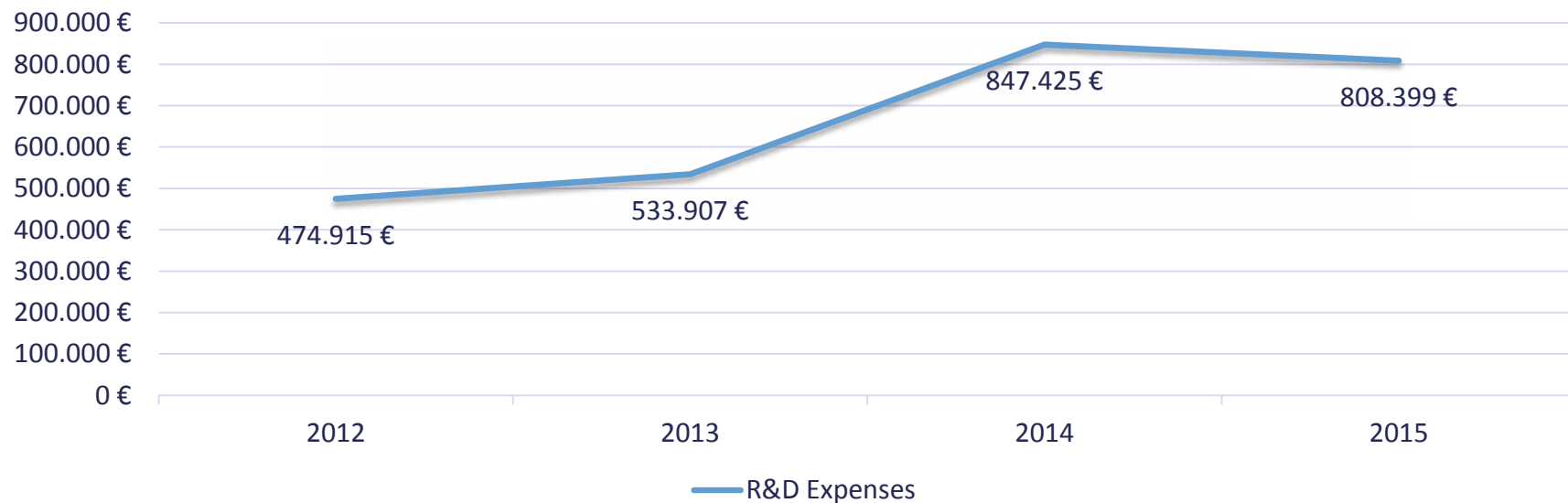


Gross Profit Margin 2012-15



R&D Investments 2012-15

In Euros



Our Strengths

Results have been achieved by leveraging our strengths and our main competencies:

#1 World-class competences in key solution areas:

- Virtualization & data center transformation
- IT resilience: backup/restore, DR & BC
- ITSM processes and IT automation
- Cloud Services building and provisioning

#2 Business partnerships, alliances and direct cooperation with top IT vendors, at the highest possible level.

Partners include:

Cisco, Dell, EMC, HPE, IBM

Automic, Citrix, Microsoft, Red Hat, Symantec, Veritas, VMware

#3 Ability to engage and execute well on complex, demanding projects, delivering rapidly business value.

#4 Long lasting customer relationships, based on trust and mutual respect.

Our People

- ❑ Currently Performance Technologies comprises of 71 full time staff. Out of these 40 are delivering Technology Services, (e.g. implementation, support and outsourcing) and Consulting Services.
- ❑ Our people are responsible for making Performance Technologies the successful company that it is today. We have accomplished this by assembling a team of exceptionally talented and dedicated individuals who are challenged every day to work hard in order to exceed client expectations.

Partnerships & Alliances

Unique qualifications and competencies:

vmware



**Hewlett Packard
Enterprise**



EMC²

Automic[™]
Let's Automate Business.



VEEAM

simpli**ity**™ 

VERITAS[™]

- **VMware** Premier Partner
- **HPE** Platinum & Service One Partner
- **IBM** Premier Business Partner
- **Red Hat** Premier Business Partner & Training Delivery Partner
- **EMC** Silver Partner
- **Automic** Business Partner
- **Microsoft** Gold Partner in Data Center
- **Veeam** Silver Partner;
- **SimpliVity** Business Partner
- **Veritas** Business Partner - Master Specialist

Focus Areas

- **Existing Areas:** Specialized System Integrator - Datacenter infrastructure
 - Virtualization, cloud computing, data center computing & storage, data availability, disaster recovery & business continuity, information security
 - End to end Deployment
 - Managed/Outsourcing Services
 - Multi-vendor Support Services
- **Expanding focus:** Consulting and Professional Services in areas such as:
 - Business Service Management, Operations Management, IT Service Management
 - Job Scheduling / IT Automation
 - Automated Software Release Management
 - Mobile Device Management
 - Asset Management
 - Business Process Management

Competitive Advantages

- Ability to tailor solutions to customer needs versus multinational competitors whose options are constrained by their own hw and sw portfolio
- Technical expertise, local implementation and support capability in Greece and abroad
- Competitive cost base compared to major multinationals
- Ability to implement solutions for customers anywhere in the region
- Solutions offered based on proven technologies with a long expected lifecycle
- Highly satisfied customers acting as promoters of the company and bringing repeat business
- Our reputation for quality of work delivered
- Direct Partnerships with world class IT Companies (HPE, IBM, Dell, Veritas, Vmware, Red Hat etc.)

Our customers:



Performance Technologies Business Transformation

We live in a rapidly changing technology and business environment. New technology trends such as cloud computing, mobility and internet of things, to mention only a few, have a significant impact for most enterprises. We are embracing technology change and we are trying to find ways to use it for our customers' benefit.

How will we be relevant to our clients in the future?

- Do we understand our clients expectations in this shifting market?
 - How do we best leverage our current business model?

Our journey to business transformation / existing areas

- **Existing Areas** | Improvement of the current business model: System Integrator on Datacenter infrastructure
- For more than 20 years, we architect, implement and deliver state of the art IT solutions and services. We improve and optimize what we are already doing well:
 - Virtualization, Cloud Computing, Data Center Computing & Storage, Data Availability, Disaster Recovery & Business Continuity, Information Security
 - End to end Deployment
 - Managed/Outsourcing Services
 - Multi-vendor Support Services

Our journey to business transformation / focus for the future

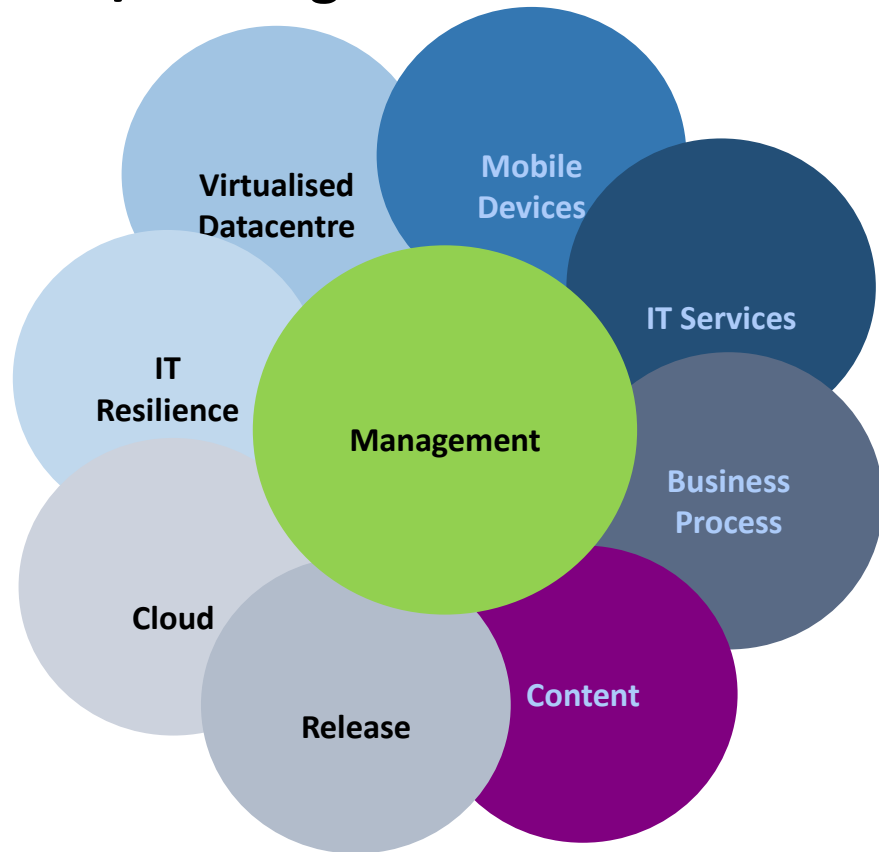
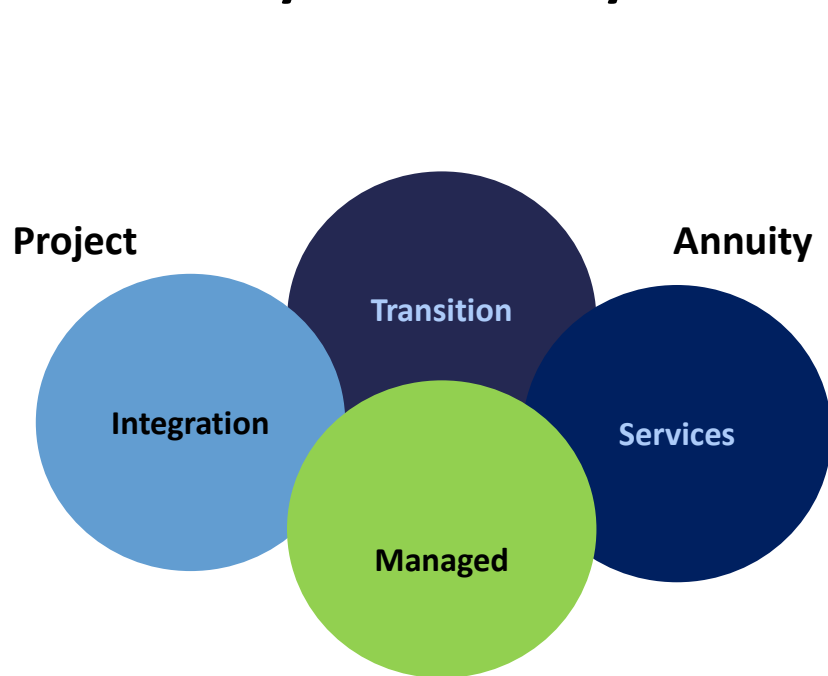
- **Expanding areas:** | We invest and we expand in areas that we have already had our first successes and we are confident that we can offer business benefits for our customers.
- **Consulting and Professional Services**
 - Business Service Management, Operations Management, IT Service Management
 - Job Scheduling / Job Automation
 - Automated Software Release Management
 - Mobile Device Management
 - Asset Management
 - Business Process Management

Our journey to business transformation / focus for the future

- **New areas:** We explore new areas where we see opportunities for customers who want to automate their processes, manage their assets and move parts of their businesses to the cloud.
- **Cloud and Outsourcing Service Offerings**
 - Through our Cloud Services Business Unit
 - Through Synergies and other service providers

Our journey to business transformation

Quality & Efficiency - Management / Managed Services



project highlights

Data Center infrastructure

- Large private data center project
 - The largest FLASH Enterprise Storage in Greece for NBG
- Large scale - orchestrated DR
 - VMware SRM with multiple storage vendors for Alpha Bank
- Multi vendor hardware support
 - 24x7 time to repair based SLAs and Multi vendor technical services for Fortinet

project highlights

Operations Outsourcing Services & Cloud

- IT operations outsourcing
 - Data Protection & Recovery as a Service for Forthnet/Nova
 - Includes CAPEX and continuous investments
 - Operate and Administrate
 - Provide Business SLA
- Cloud Services we build and deliver to clients
 - Provision of Managed Services - transition to the cloud
 - Continued R&D investments to design, implement and provide new cloud services

project highlights

Virtualization and consolidation

- X86 virtualization and consolidation
 - Consolidate multiple Oracle instances at HELEX
 - Utilizing VMware technologies & SRM
 - Utilizing Red Hat OS & Clustering
- IBM z-Linux Virtualization
 - Consolidate multiple Oracle Instances on z-Linux at Eurobank
 - Extend IBM Mainframe power & stability to open systems
 - Red Hat OS on z-Linux

project highlights

Virtualization and beyond to multiple clients

- Virtual data centers with:
 - VMware vSphere
 - Hyper-V 2012
 - Red Hat Enterprise Virtualization
- Desktop Virtualization with:
 - VMware Horizon View
 - Citrix Xen Desktop
 - Red Hat VDI

field experience

Public Cloud building for Telcos and other Service Providers

- Open Source IaaS
 - CentOS KVM
 - Abiquo Cloud Management Software
- Enterprise IaaS
 - HP Cloud Service Automation (CSA)
 - HP Helion (OpenStack)
 - Build complete SaaS & IaaS platforms

project highlights

Automate & Orchestrate IT Operations for Service Providers

- Server Automation (SA)
 - IT compliance at OS & Application layer using HPE SA
 - Automate IT operations and enrolments
- Job Scheduling
 - Extend 10+ years of experience, clear leaders in Greece
 - Facilitate IT operations migration from foreign entities to Greece
- IT Release management
 - Automate software application lifecycle development and release

project highlights

IT Service Management

- IT Operations Service Monitoring
 - End to End infrastructure and application monitoring
 - Service Level monitoring & SLA Reporting
 - Root Cause analysis and Performance Management
- IT Service Management
 - ITIL process management
 - IT Asset Management
 - IT Request / incident Management
 - On premises & Cloud based SaaS deployments



Thank you!