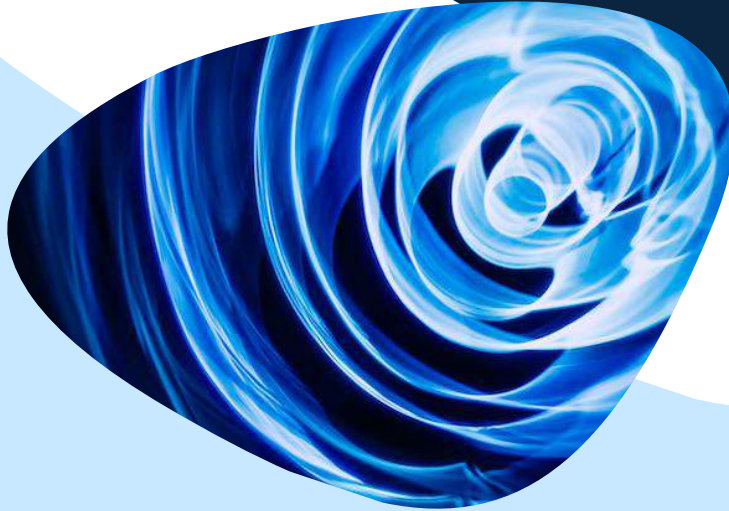


Think Ahead.



PERFORMANCE TECHNOLOGIES

2020 — CURRENT OVERVIEW & FUTURE STEPS

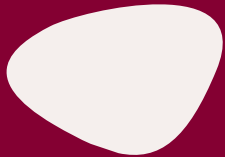




WHO WE ARE

- We are a **trusted partner** for organizations that seek to redefine and **reinvent themselves through digital**. We provide products, services and solutions that transform traditional businesses into digital leaders. We help businesses grow through the most effective use of technology.
- Since 1997, **Performance Technologies S.A.** has helped **clients of all sizes across an array of industries** understand and implement technology solutions that improve processes and helps business grow. Our team has the technical and business expertise to help you realize the maximum value from your IT investments.

OUR MISSION



To help our customers achieve the most effective and efficient business outcomes by delivering world-class information technology solutions

Think Ahead.



OUR VALUES

Integrity: This is the backbone of our character and we demonstrate it in our work and our relationships. We do what we say, and we do what's right, even when no one is watching.

Customer Satisfaction: Solving challenges unique to each customer. Customers have a choice. Our goal is to be that choice.

Quality: We strive to understand what is expected and commit ourselves to exceed expectations with accuracy and efficiency.

Teamwork: We operate as one team with common goals, inspiring better results through collaboration and open exchange of ideas.

Innovation: We work innovatively and flexibly driving a unique spirit and energy that makes us different.



WHY PERFORMANCE

Performance Technologies has the experience and know-how to meet your IT needs through a complete and comprehensive portfolio of services including hardware and software technology, consulting services, education and managed services



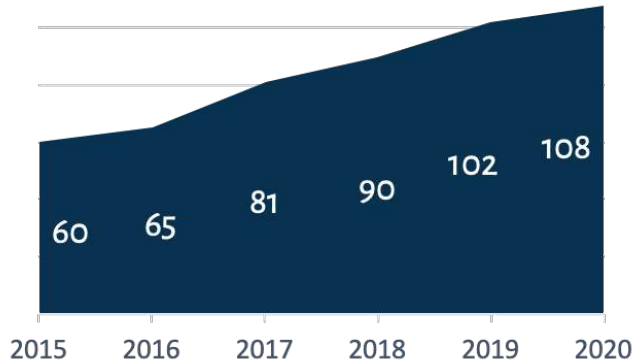
OUR PEOPLE

Our people are our greatest asset. They are the foundation of our success and the standard-bearers of our vision.

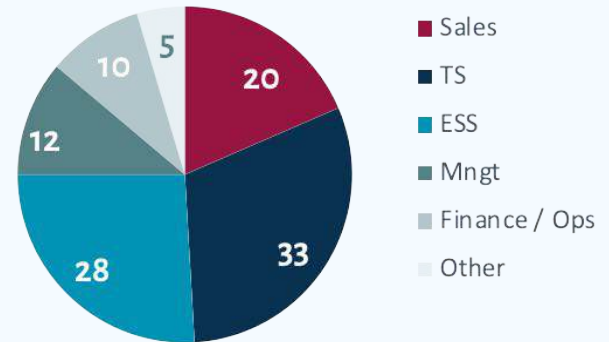
Our people are responsible for making Performance Technologies the successful company that it is today. We accomplish this by assembling a team of exceptionally talented and dedicated individuals who are challenged every day to work hard in order to exceed client expectations.

DASHBOARD: EMPLOYEES 1/2

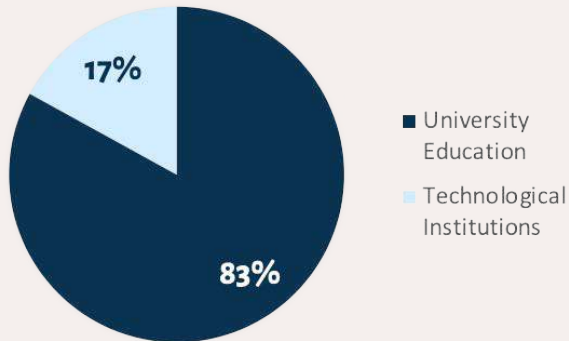
OF EMPLOYEES



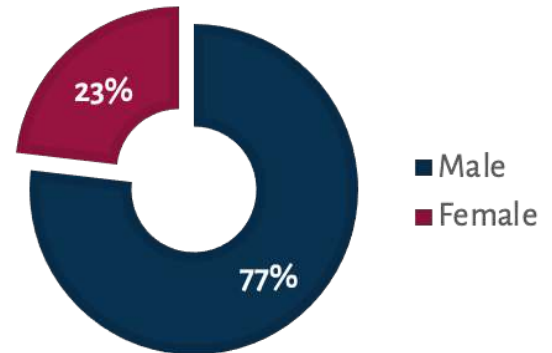
PER DEPARTMENT



EDUCATION



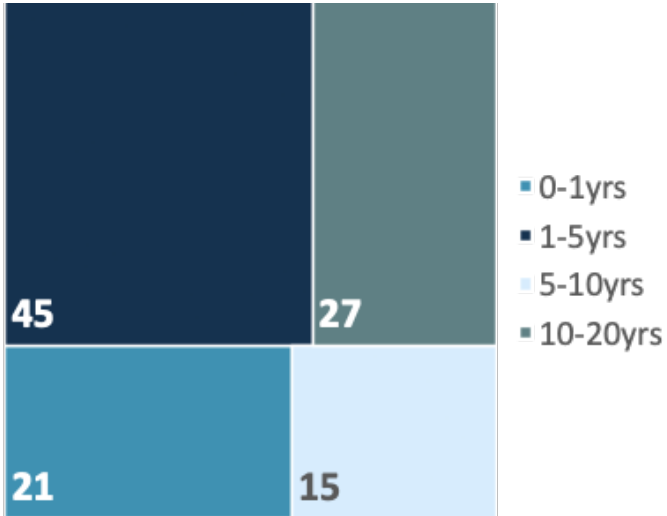
GENDER



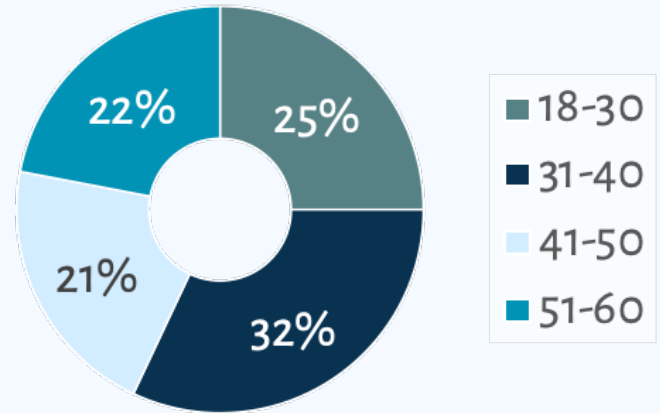


DASHBOARD: EMPLOYEES 2/2

YRS AT PERFORMANCE

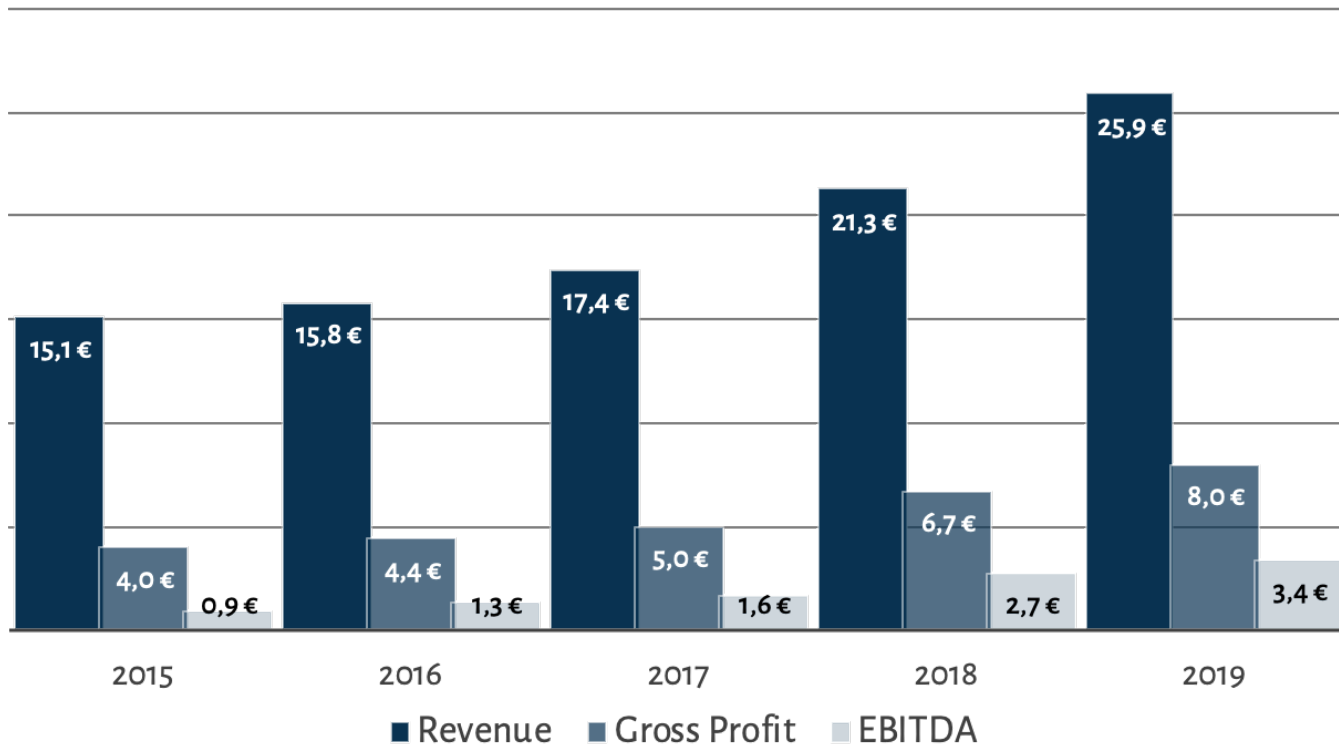


AGE GROUPS



SALES & PROFIT: 2015 — 2019

IN MILLIONS





PERFORMANCE AT A GLANCE

200+
TRANSFORMATION
WORKSHOPS **DELIVERED**

TECHNOLOGY

- WORLD-CLASS SKILLS
- KEY VENDOR ALLIANCES
- FOCUS ON EXECUTION
- CUSTOMER CENTRIC

SOLUTION AREAS

- CLOUD STRATEGY
- BUSINESS WORKFLOWS
- ANALYTICS & BIG DATA
- CYBERSECURITY & RISK

TRUSTED
BY **90%** OF
ENTERPRISES
IN GREECE

80+ CERTIFIED
PROFESSIONALS

450+ CERTIFICATIONS

AUTHORIZED AWS, AZURE
& **GOOGLE CLOUD PARTNERS**

We are first and foremost driven by a deep-rooted engineering ethos that drives us to deliver the best possible solutions at any given time!

KEY PARTNERSHIPS & ALLIANCES



Principal Partner, Professional Services Partner, Authorized Training Center (VATC)



Hewlett Packard
Enterprise

HPE Platinum & Service One Partner



IBM Platinum Business Partner



Dell Technologies Platinum Partner



Premier Business Partner & Training Delivery Partner, CCSP



Micro Focus Platinum Partner



Microsoft Gold Partner



Veritas Platinum Partner, Training Partner



CommVault Authorized Partner



Dynatrace Master Partner



Fortinet Business Partner



Veeam Gold Partner

+MAJOR CLOUD PLATFORMS



TRUSTED ENTERPRISE PARTNER





ANALYTICS
FOR ADVANTAGE

CLOUD FOR
TRANSFORMATION

PERFORMANCE
FOR ENGINEERING

WORKFLOW
FOR BUSINESS

CYBERSECURITY
AND CONTINUITY

Think Ahead.



PILLAR



CLOUD COMPUTING FOR TRANSFORMATION

PARADIGM
SHIFT





SHIFT

MAIN DRIVERS

- Cloud is a **paradigm shift**
- **For all** market sectors
- **All products, services & work** are more digital

"Cloud is about how you do computing, not where you do computing"

— Paul Maritz

OPPORTUNITY

- **Phenomenal demand**
- **Experience:** Full life-cycle "any-cloud" from DC to EUC and beyond ■ IaaS, PaaS, SaaS, IaaS, Cloud Native and more.
- **Know-how:** Design, deploy + migrate, operate & support, and security / governance.

“CLOUD IS A “FORD V TOYOTA” SHIFT”

*Cloud migration · Hybrid data center · Network virtualization · Digital Workspace
· IT Operations Management · DevOps & Testing · Agile Tools · APM & DEM · etc*



PILLAR



BUSINESS WORKFLOWS
& DIGITAL **PROCESSES**

CREATE





CREATE

MAIN DRIVERS

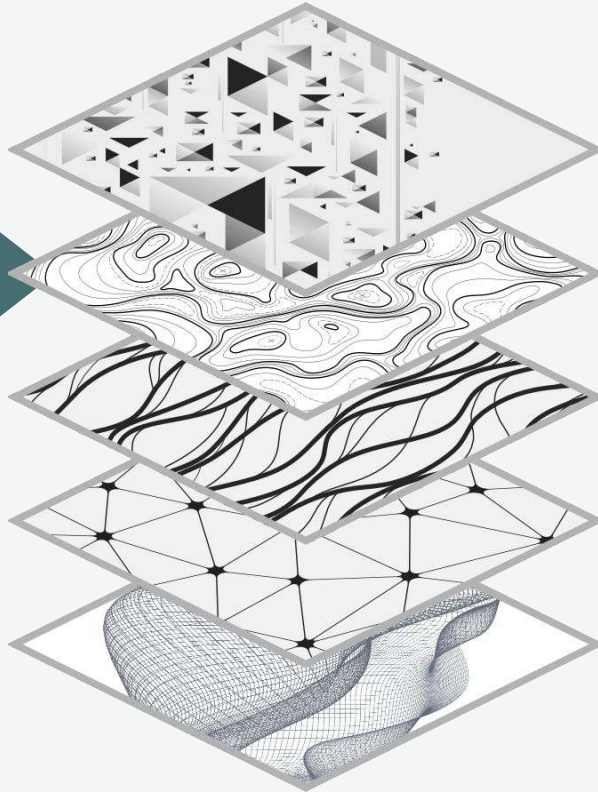
- **Automation** for efficiency
- **Empower** employees to be "citizen" developers
- **Severe shortage** of software developers
- Shift to "quick-wins" and **continuous improvement**

OPPORTUNITY

- **Immediate** solutions and **long-term** impact
- **Experience:** Full-stack (ESM, BPMS, RPA, etc.) ■ "Business-to-bolts" POV
■ ITSM leadership
- **Know-how:** Service design, business analysis, enterprise integration, automation

Low-code application platforms · BPMS & DMN · Enterprise Service Management · RPA · Project Portfolio Management · Collaboration · Knowledge Management · etc.

LOW-CODE, AUTOMATION & ALIGNMENT VS. COMPLEXITY AND COST



› USER *AND* CUSTOMER VALUE

› COLLABORATION *AND* SILOS

› "LOGICS *AND* PROCESSES"

› RESOURCES *AND* TOOLS

› WORK IN REAL WORLD



PILLAR



BUSINESS ANALYTICS FOR DECISION MAKING

KNOW





KNOW

MAIN DRIVERS

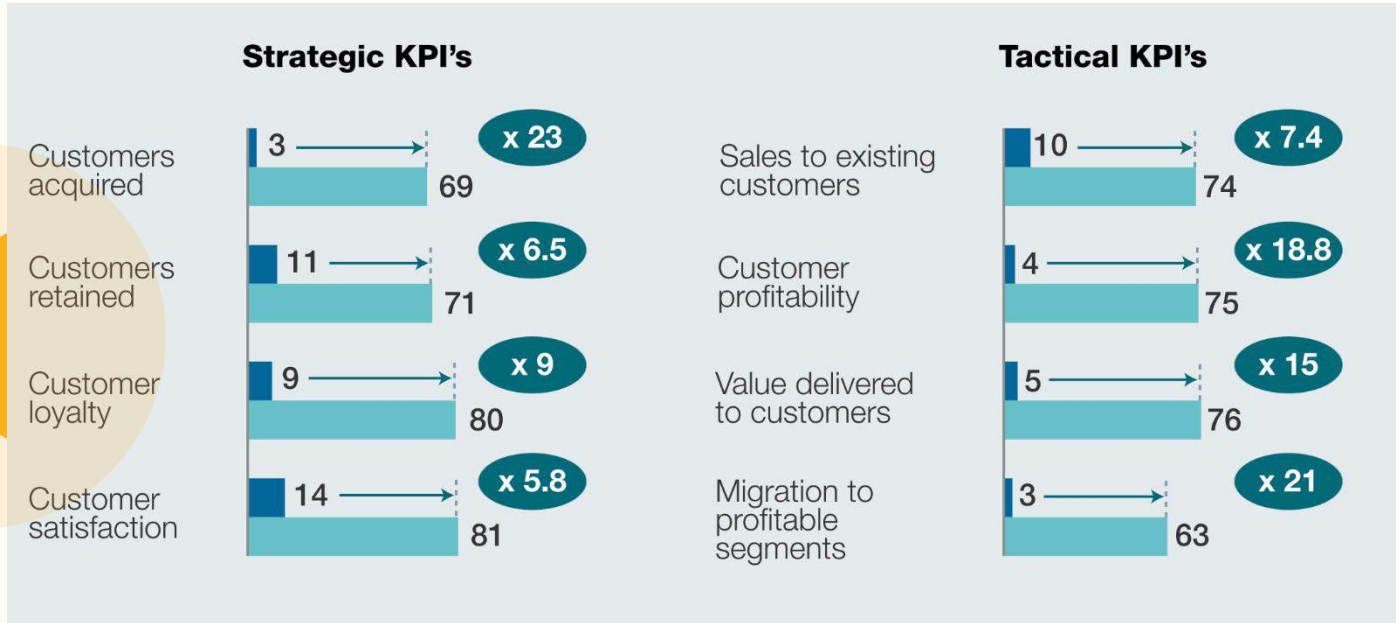
- Innate desire & unavoidable **need to "know / understand"**
- Evidence based decisions are **core for transformation**
- Information is **vital for digital products** and services
- **Responsible AI** becoming increasingly important

OPPORTUNITY

- **Explosive growth** + urgent need to operationalize
- **Experience:** Big data ■ Data Lakes ■ AI ■ algorithmic analytics ■ visualization & story-telling
- **Know-how:** Enterprise and data engineering, data science, AI engineering

Data Lakes · Process Mining · Visualization · Decision Support · AI (ML / NLP / Optimization) · Business Modeling · End User Experience · Operation Monitoring · etc.

ANALYTICS DRIVES PERFORMANCE



Source: "Five Facts: How Customer Analytics Boosts Corporate Performance — McKinsey."



PILLAR



CYBERSECURITY AND CONTINUITY SOLUTIONS

PROTECT





PROTECT

MAIN DRIVERS

- **Regulatory** demands and stockholder & **user scrutiny**
- The **need to protect** assets, people, customers, and brand
- **Surge in cyber-threats** and expanded attack vectors
- **Lack of qualified** cyber-security personnel

OPPORTUNITY

- Trend toward managed services and SOC as a Service
- **Experience:** From analytics, to detection, remediation, and end-to-end solutions
- **Know-how:** Cybersecurity, AI engineering, Zero Privacy for DC, networks, EUC, and apps

Security Operations Center · Intrusion and Prevention · Endpoint Protection · Privileged Access · Identity Governance · Data & Privacy · IT Continuity · etc.

STATE-OF-THE-ART SOC FOR EVERYONE



Security is no longer just about protecting your information and systems.

It's **critical for customer trust and for brand**

Think Ahead.

THANK YOU!

