



LANIT

2017

LANIT group of companies

www.lanit.ru



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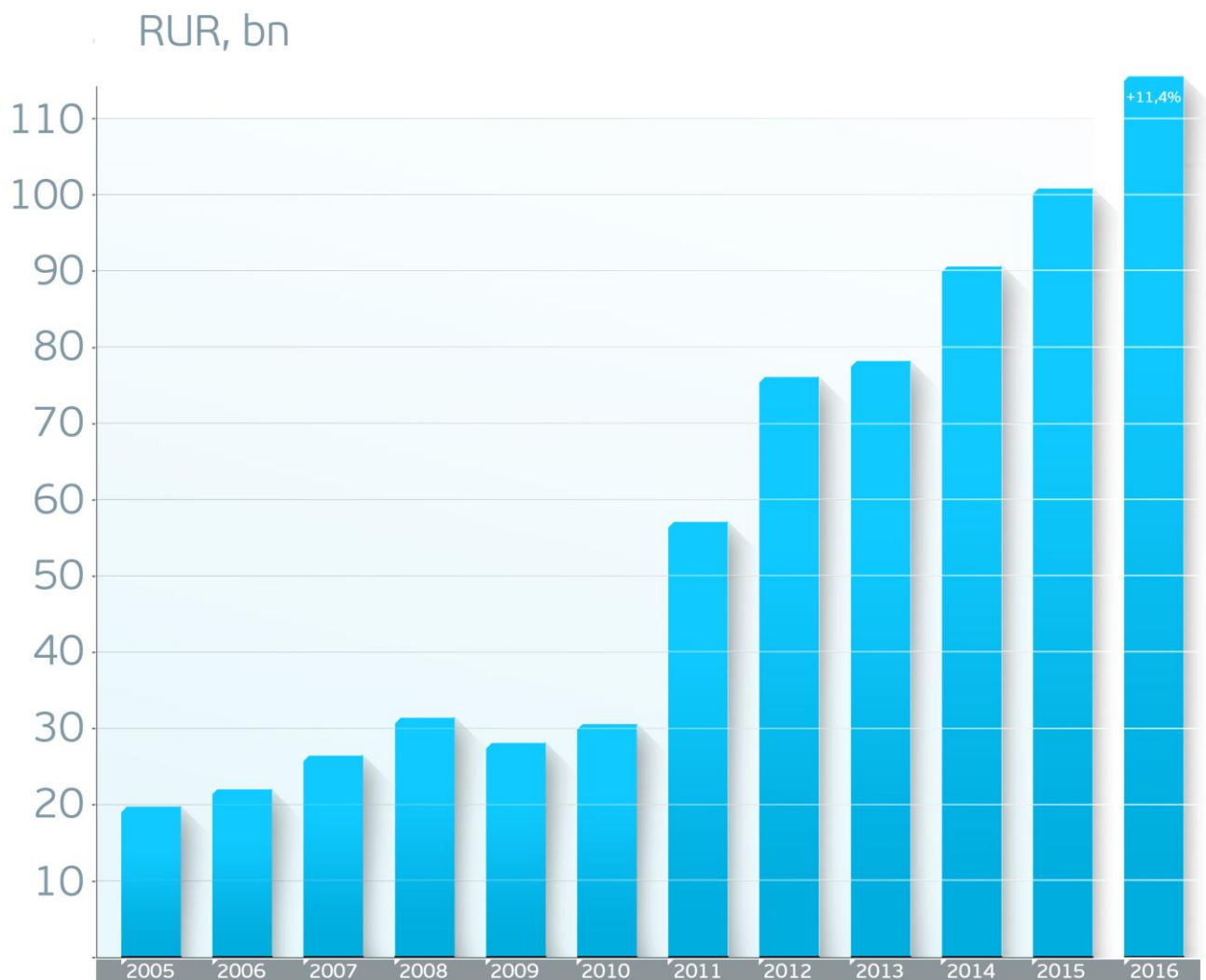
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GENERAL INFORMATION

LANIT (“Laboratory of New Information Technologies”) is a leading multidisciplinary group of IT companies in Russia and CIS. LANIT is a private company, established in 1989. Currently LANIT is the largest Russian system integrator and a key partner of more than 250 major global producers of high-tech hardware and software solutions. LANIT provides a full package of IT services, which continuously increase with the development of advanced technologies and solutions.

LANIT supplies a complete set of modern information technology services including development, installation, implementation of hardware and software complexes in addition to personnel training.

TURNOVER DYNAMICS (2005-2016)



In 2016 LANIT turnover reached RUR 114.5 bn (USD 1.7 bn)
Including VAT 18 %



There are many reasons why LANIT Group is entrusted with tasks of any complexity:

LEADING

- Forbes ranked LANIT as number 73 in the “200 largest non-public companies in Russia”.
- According to the annual research of Competitive Profiles and Analysis of Leading IT Services Players in Russia the LANIT group took the 1st position in:
 - total revenue among the companies providing IT services in Russia with 10% market share;
 - consulting in information systems sphere;
 - outsourcing of applications management;
 - project-oriented IT services;
 - IT services for financial sector, government entities and industry.
- LANIT has a wide range of products, services, technologies, approaches and ideas that provide our customers with new opportunities.
- Consolidated turnover of LANIT Group for 2016 was 114.5 billion RUR including VAT (growth of 11.4%).

ALL-RUSSIAN

- LANIT Group consists of 41 divisions, regional branches, subsidiary companies, resource and training centers in Russia, Belarus and Canada.

INNOVATIVE

- LANIT is constantly developing and adopting the most advanced technologies, which help our customers increase their efficiency and discover new development opportunities.
- LANIT has established a special department for systemic projects for analysis and portfolio startup management. LANIT offers support to high-tech projects thus significantly increasing their investment potential.

HI-TECH

- LANIT is the biggest partner of leading global producers of hi-tech equipment, solutions and services in Russia and CIS countries.
- Our specialists have unique competences; we can anticipate development of technologies with regard to market needs and thus provide our customers with solutions that meet their current and future requirements.

CLIENT-ORIENTED

- Together with our customers LANIT develops a comprehensive business development strategy, taking into account specifics of the client’s enterprise.
- LANIT’s experience enables us to realize projects and endeavors nationwide.
- LANIT has established long-term partnership programs with all our customers.

PROFESSIONAL

- LANIT team counts 9,026 employees.
- Over 2,000 are certified by the world's leading vendors of high-tech equipment and software.
- LANIT Network Academy is one of the biggest educational centers in the country, where about 300,000 specialists and IT systems users were trained.

ETHICAL

- LANIT complies with international standards of conducting business and principles of corporate and social responsibility in its activities.
- LANIT collaborates internationally in exposing and taking down corruption, business blackmail and organized crime.
- Management and employees uphold and respect international human rights and offer equal opportunities to talented people irrespective of disability, gender, race or social upbringing.

MAIN ACTIVITIES

Development of state and corporate informational systems – the full cycle of software development for government and commercial organizations; development and implementation of high-load information systems of national, regional and municipal levels.

Business-applications and Consulting — IT consulting, financial and management consulting, implementation of corporate information systems for enterprise resource planning (ERP), customer relationship management (CRM), enterprise performance management (EPM), business-process management (BPM), e-document management.

IT-outsourcing — technical support of IT infrastructure and users, management of printing environment, maintenance of information systems, functional testing of software, informational security.

Cloud services OnCloud.ru — IaaS/PaaS; SaaS solutions store (Software as a Service); corporate business applications, personal data protection in the Cloud development.

Engineering solutions — range of services for engineering and information systems implementation at the industrial, civil and special building objects, including electric power supply, security, ventilation, air conditioning, cold supply, automation and dispatching engineering systems.

System and network integration — development and implementation of complex solutions for automation of business processes, system integration and applications into a single information space; design, building and modernization of a computing infrastructure, corporate communications, Data Processing Centers, multifunctional networks and informational security solutions.

Product Lifecycle Management – complex implementation of PLM-systems for sophisticated machinery.

Big Data — development of solutions for storing, processing and intellectual analysis of Big Data for using to reach marketing goals.

Banking technology — supply of banking equipment and professional services to banks, multivendor complex maintenance of self-service units all over Russia including the 2nd and 1st lines of technical support; development and implementation of security, monitoring and management systems for ATM networks and POS-terminal equipment, extension of equipment functionality based on biometrical technologies and specific software-hardware complexes; implementation of non-cash payment in the city public transport.



Training - wide range of services in the field of IT-training; development of unique training projects; authorized centers PearsonVUE, KRYTERION services; personal system of personnel knowledge and skills evaluation; participation in state projects of strategic importance, development multimedia e-editions on the basis of self-developed cross-platform solution Electronic textbooks LANIT.

Innovations and startups – searching new technologies and solutions; startup investment appeal evaluation; building business-processes in a new company; marketing of new products; increase of startups investment potential.

Distribution – full-range and premium distribution of computers, digital devices and accessories; telecommunication, electric and engineering equipment.

Retail – development of specialized retail stores in Russia for the leading producers of digital electronic, child, sport and other goods.

LANIT GEOGRAPHY

CENTRAL FEDERAL DISTRICT

Moscow: LANIT, Artezio, CleverData, CompTek, diHouse, ENGINEER ONE, INSYSTEMS, Inventive Retail Group, LANIT digital, LAN ATMSservice, LANIT-BPM, LANIT-Integration, LANIT Network Academy training center, LANIT Omni, LANTER, NORBIT, ONLANTA, Treolan.

Rybinsk: LANIT-Volga resource center

NORTH-WEST FEDERAL DISTRICT

St. Petersburg: LANIT Nord-West, LANIT-TERCOM, LANIT-Nord

VOLGA FEDERAL DISTRICT

Kazan: training center Network Academy LANIT-TISSA

Nizhny Novgorod: LANIT-POVOLZHYE, Artezio-Nizhny Novgorod resource center

Perm: IVS group of companies

Samara: LANIT-Samara resource center

Saratov: Artezio-Saratov resource center

SOUTH FEDERAL DISTRICT

Krasnodar: LANIT-South and LANIT-Engineering resource centers

Rostov-on-Don: MIKOM group of companies

URAL FEDERAL DISTRICT

Chelyabinsk: LANIT-Ural

Yekaterinburg: Quorus AKS



SIBERIAN FEDERAL DISTRICT

Krasnoyarsk: LANIT-SIBIR

FAR EASTERN FEDERAL DISTRICT

Vladivostok: DV-ENGINEERING

Khabarovsk: LANIT-PARTNER

Petropavlovsk-Kamchatsky: Kamchatsky Information Technology Center Company (KITC)

BELARUS

Vitebsk: Artezio-Vitebsk resource center

Minsk: Artezio-Minsk resource center

Mogilev: Artezio-Mogilev resource center

CANADA

Vancouver: Evident Point Software Corp.

KEY PROJECTS

State Informational System of Household and Utilities (GIS ZKH)

LANIT developed a multifunctional matrix, which unites all participants of the market for communal services: operations and utilities companies, executive and local authorities and finally – customers. It started working on July 1, 2016.

This is a unique system, which consists of two components – public and private users' accounts. It provides information about 308 thousand apartments and 545 thousand individual residential houses. Managing bodies uploaded information about more than 249 thousand contracts and 38 thousand organizations have registered in the system.

A wide range of services is available on-line – information, classifying services, news, analytics, useful links etc. Using a personal cabinet allows on-line payment for housing and communal services, getting information regarding earnings and expenses of the house and the statistic about payments.

LANIT specialists developed references, which helped integrate over 500 separate info systems including 186 banking systems. GIS ZKH is as well integrated with official federal databases.

Within the development of the matrix, specialists were implementing domestic software products. The functionality of the system was examined and showed the full compliance with the legal demand to information security standards.

The system is able to process up to 2.8 thousand per second, estimated number of users is more than 1.3 million people per day.

Unified Medical Information analytics System (EMIAS) for Moscow healthcare

EMIAS is an example of a LANIT's socially significant IT projects. LANIT is responsible for platform development, several key application services and EMIAS analytical tools. Implementation of the system provides creating a unified informational space for all ambulatory-polyclinic bodies in Moscow with more than 20 thousand specialist employees. Such services as E-registration, E-pharmaceutical subscriptions, Sick leave certificate, end-

to-end analytical system are available. All the healthcare bodies are connected to the cloud management accounting system. E-health records card has been implemented everywhere.

One of the major directions in 2017 is development of clinical diagnostic. The main aim is to provide the full cycle of laboratory research starting from prescription of an analysis until getting the result. An application for research goes directly from the doctor to the laboratory centralized info system. Every sample is identified with a unique code and the results will appear on-line at the doctor's PC. The system will allow avoiding sample identification errors and speed up getting results.

There are 9 million registered users. The total amount of registered appointments is over 285 mln. About 200 thousand patients daily use the service. By the end of 2016 more than 28.5 million pharmaceutical subscriptions were provided in e-form. 2.4 million E-sick leave certificates and more than 3 million e-health records cards were issued through the system.

Thanks to EMIAS, waiting time for doctor's appointment was halved with the waiting time not exceeding 15-20 minutes. According to the e-mail interviewing over 80% of patients are satisfied with the conditions healthcare bodies, medical personnel work.

PLM technologies at Moscow helicopter plant named by Mil

LANIT implemented product lifecycle management technologies at Moscow helicopter plant in several steps: digitalization of the current documentation for modern helicopters and use of PLM technologies for modernization of helicopters Mi-28N Night Hunter. Also transport passengers helicopter Mi-38 was prepared for mass production, middle-size multifunctional helicopter Mi-171A2 was designed. All the works were digitalized.

Moscow helicopter plant engineers learnt the whole process of development in the system of automated designing (Computer Aided Design System, CAD), studied the way to analyze and make calculations (Computer-aided Engineering, CAE), developing controlling programs for CNC machines. They got the knowledge of development interactive technical manuals and as well technological preparation based on 3D models of a product.

LANIT has been implementing PLM technologies at the major Russian engineering facilities for more than 16 years. Over 60 large projects were released. The newest engine PD-14 – the flagship of Russian aviation engine engineering – was created with the use of digital designing technologies and manufacturing technological preparation, both developed in LANIT.

“Vostochny” Space launch facility

LANIT companies are involved in building the first national civil space port “Vostochny” in the remote Amur region. This is a very important object for RF, which provides an independent access to the space for the country. LANIT subsidiaries INSYSTEMS and LANIT-PARTNER engineered and implemented the spaceport's third technical complex with ventilation and refrigerating utilities, automation and dispatching systems. The total area of facilities is more than 150 thousand sq. m. About 1444 km of cable and 130 km of pipes were mounted; 689 power and control cabinets were built. There is a modern refrigerating plant of 8500 kW to keep the temperature between 18-24° C designed and built at the object.

“Otkritie Arena” stadium

LANIT developed a modern integrated IT platform for the “Otkritie Arena” stadium, home of the Spartak football club. Over 127 thousand sq. m in size, it is the second largest venue in Russia in capacity (more than 45 thousand

visitors), and will host the FIFA 2018 world cup matches. LANIT specialists designed and implemented a universal technical solution including uninterrupted power supply for cross rooms and a Data Processing Center, structured cable system, IP TV, phone connection system, multiservice data transfer network, informational security and digital boards for video advertising and informing.

Within the implementation of the project the unified equipment produced by the globe leading vendors was used. The system of collaborative 60 TV channels reception and video advertising integrated with the screen and tribune sound magnifying system was built.

LANIT specialists reached absolute fault-tolerance of the basic units, responsible for engineering and IT systems commutation.

All these provides uninterrupted operating of the platform within the events. “Otkritie Arena” meets all the requirements of FIFA, UEFA, and Russian Football Union for safety and security.

Cash free concept is applied at the stadium – free of cash zone. Payments via bank cards speed up services’ providing. LANIT set vending machines for distribution and replenishment of non-personalized bank cards.

The project is declared “Project 2015” according to the leading source of IT directors Global CIO (www.globalcio.ru).

Data Processing Center for Beeline

The total area of the largest hi-tech facility for one of Russia’s major mobile operators is 9.6 thousand sq. m. Established capacity is 12 000 WT. the center is being constructed using advanced technologies. Module assembly allows better use of space and power, as well as fast disassembly for further mounting in another place.

Innovative technologies are implemented in the engineering of the project. Cooling of IT components is achieved by a Natural-Fresh-Aircooling system for use in a range of climates. This system allows decrease energy consumption for required climatic conditions in the halls of Data center.

Unified Information portal for state procurements (zakupki.gov.ru)

The system is unique for Russia due to its coverage over the country, incorporates more than 30 functional subsystems maintaining all the processes of placement state and other types of procurements, in accordance to federal law.

The portal changed the interaction between state and private sector by allowing transparent procurement of goods, services and contracts. The system is based on the Federal Treasury informational infrastructure and the transparency of procurements has increased.

The system processes over 100 million requests daily, with over a million registered users in 2015 and more than 3.3 million contracts for that year.

Based on the portal Unified info system in the sphere of procurements (EIS) was developed and implemented in 2016. It’s a key link between the state info system “Electronic budget” and other systems using for state procurement activities. It releases the possibility of control of the planning and actual execution.

By the end of March 2017, over 1 million users and more than 350 thousand organizations has been registered in the system. Over 800 thousand agreements were signed up within the first three months of 2017. The system processes over 100 million requests daily.

Data Processing Center for Linxetelecom (Moscow)

The total area of the object is 1430 sq. m. 267 racks were placed in 3 machine halls. Capacity is 4.19 MWT. Capacity of the diesel generator complexes is 6 MWT of the cooling system is 1.6 MWT, of the uninterruptible power supply system is 8*500 kWT.

INSYSTEMS dismantled the old Data center building and constructed a brand new one at this place. The object is equipped with the systems of ventilation and conditioning, guaranteed uninterruptible power supply; anti-fire and alarm systems. Video surveillance, automation, dispatching and managing systems as well as structured cable system were built. The data center complies with the level of fault-tolerance Tier III Uptime Institute. The uniqueness of the project is that constructing of new machine halls was conducted right close to the working ones.

LANIT CODE OF CORPORATE AND SOCIAL RESPONSIBILITY

At LANIT, we have always set high standards for the way we conduct business – in areas from corporate and social responsibility to sound business ethics, including compliance with all applicable laws and regulations.

All subsidiaries and departments as well as management and employees of the LANIT group of companies act in full compliance with the Code of corporate and social responsibility based on the UN Global Compact dd. 2000, The Universal Declaration of Human Rights, Rio Declaration on Environment and Development, ILO Declaration on Fundamental Principles and Rights at Work, United Nations Convention against Corruption, Ethical Charter of IT management.

Employment policy in LANIT is based on the principles of mutual respect and equal possibilities. LANIT will not discriminate in hiring and employment practices on grounds of race, religion, age, nationality, social or ethnic origin, sexual orientation, gender, gender identity or expression, marital status, pregnancy, political affiliation, or disability.

LANIT management perceives social responsibility and is actively involved in charity activities providing to the employees possibility to voluntarily participate in charity events aimed at help to socially vulnerable people, disabled and orphans.

LANIT operates in a manner that is protective of the environment and fully complies with the federal laws, regulations and standards, such as requirements regarding chemical and waste management and disposal, recycling, industrial wastewater treatment and discharge, air emissions controls, environmental permits and environmental reporting. LANIT also complies with any additional environmental requirements specific to the products or services.

LANIT team always contributes to development and distribution of environment-friendly technologies, suggest suppliers modern green technologies and applicable equipment.

LANIT conducts business in accordance with the highest ethical standards and strictly complies with all laws and regulations on bribery, corruption and prohibited business practices. For taking any decisions and development



of the clients' offers LANIT complies with the laws of Russian federation and Ethical Charter of IT management, meets all the regulations and requires no violations of the laws in the partners and clients relations.

LANIT does not use forced or involuntary labor of any type (e.g., forced, bonded, indentured or involuntary prison labor); employment is voluntary. LANIT does not use child labor.

LANIT treats all employees with respect and will not use corporal punishment, threats of violence or other forms of physical coercion or harassment.

We support the use of legitimate workplace apprenticeship programs which comply with all laws and regulations applicable to such apprenticeship programs. Support of career development is a very important aspect in the labor environment of LANIT.

KEY CUSTOMERS

BANKS, FINANCIAL AND INSURANCE COMPANIES

Central Bank of RF, Sberbank of Russia (including territorial branches), ROSBANK, Bank of Moscow, Bank Saint Petersburg, Gazprombank, B&N BANK, Renaissance Credit (Renaissance Capital), Rosgosstrakh, bank Russian Standard, Rosselkhozbank, Raiffeisen bank, INTouch insurance, Russian Union of Autoinsurers, VTB-Factoring, payment system A3.

GOVERNMENT AGENCIES AND ORGANIZATIONS

Supreme Court of the RF, Federal Treasury, Ministry of Communications and Mass Media of the RF, Ministry of Agriculture of the RF, Ministry of Transport of the RF, Ministry of Emergency Management and Natural Disasters Response, Ministry of Economic Development of the RF, Federal Anti-Monopoly Service, Federal State Statistics Service, Federal Service for Hydrometeorology and Environmental Monitoring, Federal Customs Service, Federal Agency for Managing State Property, Federal Agency for Special Construction, Pension Fund, Federal Housing Construction Promotion Fund, Moscow IT Department.

FUEL AND ENERGY COMPLEX ENTERPRISES

Gazprom, Lukoil, TNK-BP, Rosneft, Rosenergoatom, INTER RAO UES, RAO Energy Systems of the East, Complex energy systems Holding, Mosenergo, MOEK, United Petrochemical Company, RusHydro.

INDUSTRIAL AND CONSTRUCTION ENTERPRISES, FINANCIAL AND INDUSTRIAL GROUPS

Oboronprom, Rostech, United Aircraft Corporation, Moscow Helicopter plant, Russian Helicopters, Combined engine-building corporation, United Metallurgical Company, Novo-Lipetsky Metallurgical Complex, EVRAZ, Severstal, Transmashholding, URALKHIM, FosAgro, chemical plant "Ammoni", MonArch, Eurocement.

TELECOMMUNICATION COMPANIES, PUBLISHING OFFICES AND MEDIA

VimpelCom, MobileTeleSystems, Rostelecom, Megafon, Linxtelecom.

TRANSPORT, COMMERCE, SERVICES

Airports "Domodedovo" and "Vnukovo", Russian Railways, Freight One, Russian Post, Auchan, IKEA, Central suburban passenger company, Rosavtodor, Kaspian Pipeline Consortium, Almi.



EDUCATION, SCIENCE, CULTURE, SPORT

National Research Nuclear University MEPhI, Skolkovo Moscow School of Management, Yu.A. Gagarin Research Test Center of Preparation of Cosmonauts, Olympic Committee of Russia, Russian Academy of State Service under the President of Russian Federation, Alpine Ski Resort "Rosa Khutor", "Otkritie arena" Stadium, Plekhanov Russian University of Economics

MEDIA, PUBLISHING OFFICES, ADVERTISING

"Gazprom Media Holding", VGTRK, RBC-TV, broadcasting company "Mir", "Alpina Business Books", Gallery.

PARTNERS

1C, ABB, Acronis, Adobe, Aladdin, Alcatel-Lucent, Allot Communications, Alvarion, Amazon Web, APC by SE, Apple, Aquarius, ARCHOS, Arista Networks, ASUS, ASUSTor, Aten, AudioCodes, Autodesk, Avaya, Axis Solution, Beats System, Beckhoff, Beezy, Benq, BMC, BOSCH, Brocade, Canon System, Check Point, Chieftec, Cisco, Citrix, CityNet, Cloudera, CommScope, Compass Plus, CoolerMaster, Crestron, Crucial, CUMMINS, CyberNet, CyberPlat, Daikin, Dallmeier, DeepCool, Dell-EMC, Dialogic, Digis, D-Link, Dr. Web, Eaton, EDB, Edge-Core Networks, Eizo, Elgato, Emerson, Emicon, Energomera, EnGenius, Epson, ESET, Extron Electronics, F5 Networks, FG Willson, Fibrum, Fluke Networks, Fogo, FSP, Fujitsu, Gemalto, General Electric (Абитех), Gigabyte, Gigaset, GoPro, Grandstream Networks, Graphisoft, Groupon (Абитех), HANDZ, Hikvision, Hitachi, Honeywell, Hoozin, HPE, HPI, HRS, HTS, Huawei, Hyperline, Idtech, IEK, IITD, Incase, InfiNet Wireless, Infowatch, Intel, Intersystems, INWIN, Irbis, iXcellerate, IXIA, Jabra, Just Mobile, Kaspersky, Kentatsu, KERIO, Kingston, Konika Minolta, KYOCERA, LANDESK, Legrand, Lenovo, LG, Libra, LifeSize, LiteOn, Logica, Logitech, LSI, Macroscop, MasterCard, MEDESK, Microsoft, Midea, MikroTik, Mind, Minimax, MIO, Mitel, Mitsubishi, Molex, MOTO, MSI, NCR, NEC, NetApp, Netgear, Nexans, NICE Systems, NIKOMAX, Nortel, Novell, Nvidia, NZXT, OpenWay, Oracle, Packard Bell, Panasonic, Panduit, ParkTime, Parrot, Parsec, PBF, PELCO by SE, Philips, PlayMe, PNY, Positive Technologies, Powerman, Proxim Wireless, Qlikview, Qlogic, Radware, RedHat, Rekssoft, Ricoh System, RIT, Rittal, Ruckus Wireless, Saia, Samsung Hanwa, Sandisk, SAP, Schneider Electric, ScreenMedia, SDMO, Seagate, Sensis, Shrack Seconet, Siemens PLM Software, Siklu, Sitrion, SME, SoftCase, Sony Media, SpacePole, Speck, Sphero, SSI, SUN, SuperMicro, Synology, Systemair, Tayle, Teradata, Terrasoft, Tesoro, ThermalTake, Tieto, Toshiba, TP-Link, Transcend, Trend Micro, Tripp Lite, Ubiquiti Networks, UCS, Uniview, Utilex, Veeam, ViewSonic, VISA, VmWare, Wacom, Western Digital, Withings, Xamarin, Xclaim, Xerox, Zalman, Zyxel.

CONTACT INFORMATION

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