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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 280 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 (2012-2019)

In 2019 LANIT turnover reached RUR 173,8 bn (USD 2.7 bn)
Including VAT 20%
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 the following:
  - total revenue among the companies providing IT services in Russia with 10.2% market share;
  - network consulting and Integration;
  - IT consulting;
  - custom application development;
  - hardware deployment and support;
  - combines finance, government, combined manufacturing and utility vertical markets.
- 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 2019 was RUR 173,8 billion including VAT (growth of 5,8%).

**ALL-RUSSIAN**

- LANIT Group consists of 38 divisions, regional branches, subsidiary companies and training centers all over Russian Federation.

**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 over 280 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 11,830 employees.
- Over 3,000 employees 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 more than 900,000 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.

**Construction** — the full range of constructional services for industrial, civil and special objects building.

**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.

**Artificial Intellect/Machine Learning** – development and implementation of the solutions based on the machine learning and deep learning, services for the development of analytical models and training neural networks.

**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, BoardMaps (Dashboard Systems), Center of Technical Projects, CleverData, CompTek, Consist Business Group, Datana, diHouse, Goodt (ABC Solutions), ENGINEER ONE, Fibrum, INSYSTEMS, Inventive Retail Group, LAN ATMService, LANIT - BPM, LANIT-Integration, LANIT Digital, LANIT Expertise, LANIT Network Academy training center, LANIT Omni, LANTER, Mobile Electronic Education, NORBIT, ONLANTA, PASS24 (ONVI Service), Security Code, Treolan.

**NORTH-WEST FEDERAL DISTRICT**
**St. Petersburg:** LANIT Nord-West, LANIT-TERCOM, LANIT-Nord, Viziware, Wallet (CardsMobile)

**VOLGA FEDERAL DISTRICT**
**Nizhny Novgorod:** LANIT-POVOLZHYE
**Perm:** IVS group of companies

**SOUTH FEDERAL DISTRICT**
**Rostov-on-Don:** MIKOM group of companies
KEY PROJECTS

State Information System for Housing and Utility Services (GIS ZKH)

LANIT has developed the Russian State Information System for Housing and Utility Services (GIS ZKH). On July 1, 2016, it was launched. (http://dom.gosuslugi.ru/) It brings together all market participants, property management companies and utility providers, executive authorities and local government, tenants. The system is unparalleled in the world in this regard. It consists of two components, a public portal and personal cabinet for registered users. The public portal features information such as tariffs, subsidies, benefits, and housing sector and municipal services programs. News, analytics, and useful links are available on the public portal. You can pay for utilities, get information about household income and expenses, and see your bills and payments statistics in your personal cabinet. Supervisory authorities use the system to monitor whether the laws are applied correctly when it comes to housing and utility services.

LANIT has developed references and classifiers on how to place information in the system. More than 4 500 external information systems, including all lending institutions which transfer data on payments for housing and utility services daily (as of today, more than 3.5 billion facts of payment were transferred) are integrated within the system.

Integration with reference federal databases has been completed. The Federal Service for State Registration, Cadaster, and Cartography’s Unified State Register of Property Rights and Transactions and the State Real Estate Cadaster, the Federal Antimonopoly Service’s former Federal Tariff Service database, the Federal Migration Service database, and many others.

When developing the system, LANIT decided not to use foreign licensed software. Russian developers were able to independently realize a number of possibilities similar to those offered by global software vendors. The functionality of the system has been developed and passed the appropriate certification for compliance with information security legislation requirements. The system has more than 95 000 registered information suppliers (all property management and utility providers, homeowners’ associations and housing cooperatives, all regional and municipal governments) and features information on more than 20 million apartment buildings and single family homes, 218 million personal accounts. A total of 21 000 property management company licenses, 187 000 tariffs, 1.1 million inspections conducted by supervision authorities, almost 1 million property management agreements, 1.9 million communal meters, 158 million individual meters, and many other things are available in the SIS HUS.

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

This system is unique for Russia due to its scale. It consists of more than 60 functional blocks, and supports all public and other procurements under Law No. 44-ФЗ (formerly Law No. 94-ФЗ) and Law No. 223-ФЗ.
The portal changed the interaction between the state and goods, services, and work suppliers. The portal is based on the Federal Treasury informational infrastructure. Since all requests and proposals are collected in a single resource, the transparency of procurements has improved.

Unified Information Portal powered by the public procurement portal was created in 2016. It is a key link between the Electronic Budget state information system and other systems used in state procurement activities. The system offers the possibility of controlling the planned procurement (needs) and their actual execution.

Here are some results of 2019:
- 2.7 million users of the system, 20% more than in 2018,
- 300 million transactions per day (220 million in 2018),
- 5.1 million contracts and agreements (totally RUR 28.8 trillion) as per the procurement of goods, works and services under Law No. 44-ФЗ and Law No. 223-ФЗ.

Multimedia Systems in Zaryadye Park

The joint project team of LANIT INTEGRATION and INSYSTEMS created the IT component of the Zaryadye Park. It is a unique media center with a total area of more than 7,800 square meters featuring large-scale interactive amusements such as the Time Machine and Flight Over Moscow, as well as the Ice Cave and the Reserve Embassy pavilions.
In fact, Zaryadye became the first park in Russia to be equipped with the most advanced technology available. Information technology plays an important role not only when it comes to the entertainment of visitors, but also when it comes to their education and development.
The Flight Over Moscow and Time Machine attractions are initially focused on the regular updating of media content.
In addition, the Media hall area, which currently houses the Time Machine attraction, is designed in such a way that it is suitable for any activities, and there are ports for an external video/audio source and an audio mixer.
Most video walls in pavilions can be used as a presentation system, i.e. these screens can be used for lectures, presentations, concerts, and many other things. The LED screen in the Reserve Embassy pavilion can be upgraded by adding video cameras, various sensors, etc., i.e., it can become a platform for some interactive installations, including those with the use of augmented reality elements.
The project received the InAVation international award 2018 and the ProIntegration national award 2018.

Sberbank Datacenter at Skolkovo Innovation Center

INSYSTEMS acted as the general contractor of the project after winning the international bidding. The project has been implemented ahead of schedule, the first phase was built in 18 months. The total area of the territory is 4 ha, the new datacenter is 33,000 square meters, there are 5 000 sqm of the computer rooms with 2 000 racks capacity. It features two functional zones, the administration and housing complex and five power units.
Each unit of the datacenter has four computer rooms in every of which up to 100 racks can be installed, office, and technical space.
The building is equipped with a ventilation and cooling system that includes elements of artificial intelligence to control the temperature in the equipment rooms using purified air from outside. It features power grid free operation for more than 330 days a year. The heat generated by the equipment is used to heat the building.
The Datacenter complies with TIER III safety level according to Uptime Institute; it has the certificate of Tier Certification of Design Documents and Tier Certification of Constructed Facility. It is scheduled to get the certificate of Tier Certification of Operational Sustainability, confirming Uptime Institute standards. The Datacenter has the Silver certificate of LEED standard (The Leadership in Energy & Environmental Design), and complies with the highest standards in the sphere of “green building”.

Skolkovo datacenter is the largest in Russia and one of the largest in Europe.

**Big Sports Arena the Luzhniki Sports Complex**

The stadium was reconstructed within preparation for the 2018 FIFA World Cup. The total area of terracing was 165,330 square meters, with the seating capacity of 81,000. The integrated project team INSYSTEMS and LANIT INTEGRATION completed the design and construction of 35 systems of the stadium, including fire suppression systems, data center (engineering and IT infrastructure), telecommunications, multimedia, and security systems. 9,500 fire alarms, 5,100 PA systems, 1,300 video surveillance cameras, 650 LCD screens, and 88 double-sided full height turnstiles were installed. The total length of cable lines exceeded 2,000 km. The stadium was equipped with high density WIFI system for Internet access for spectators.

The experts have taken into account the requirements of Russian organizations and agencies, including the Ministry of Internal Affairs, the Federal Security Service, and the Federal Protective Service, as well as the requirements of FIFA Handbook.

Specially developed for the World Championship special template systems for journalists, stewards and volunteers were built and technically supported within the whole period by LANIT specialists.

**Yakutskaya GRES-2**

The construction of Yakutskaya GRES-2 implied increasing power capacity and replacing the old power plant, which had almost exceeded its useful life. The launch of Yakutskaya GRES-2 will provide reliable energy supply to the Central Energy Region of the Sakha Republic isolated from the country's Unified Power System. In addition, the power plant should displace part of the environmentally harmful Yakutsk boiler houses. Yakutskaya GRES-2 uses natural gas to generate electricity.

The installed electrical capacity of the power station is 193 MW, its thermal capacity is 469 Gcal/h. The first line of Yakutskaya GRES-2 will generate 1,440 million kWh of electricity and 1,905 thousand Gcal of thermal energy per year. INSYSTEMS specialists installed 700 pieces of heating and ventilation equipment and laid 15 km of pipes; manufactured and installed 18 different kinds of sewerage pump stations and about 24,000 square meters of air ducts; manufactured, installed, and adjusted 41 automated engineering system cabinets, as well as a deicing system. This deicing system had to be installed due to the fact that Yakutskaya GRES-2 is built in a permafrost zone. INSYSTEMS experts developed and introduced their own engineering solutions to work in a permafrost region. Moreover, Yakutskaya GRES-2 is located in the earthquake hazard zone. 7 out of 12 degrees according to the MSK-64 scale. According to this scale, damage (cracks) in stone structures is possible. For this reason, Yakutskaya GRES-2 has been fitted with earthquake-resistant equipment that is less susceptible to external adverse effects.
PLM Technology at the Mil Moscow helicopter plant

Implementation of the Product Lifecycle Management (PLM) technology at the Mil Moscow Helicopter Plant started in January of 2008. From the get-go, the goal was to transition to a complete digital mockup as original design documentation. It implied using high-level digital prototypes instead of a set of 2D drawings. The deep redesign of the Mi-34 helicopter (Mi-34 C) project helped train staff and test processes. The ideology of digital design was developed according to the set goal in practice, and a new Mi-28УБ product design project was launched in a very short period of time under state defense orders in 2009. During the development of Mi-28УБ, the Mil Moscow Helicopter Plant engineers fully mastered CAD/CAE/CAM PDM, learned how to manage the development process, attracted customer experts to work with electronic design documentation as the original, conduct analysis and simulations in the PLM environment, and develop programs for CNC machines. In addition, they have mastered how to create interactive technical manuals and prepare production facilities technologically based on 3D models of a product. All further developments at the Mil Moscow Helicopter Plant imply constantly improving digital technologies.

Creation of virtual tours of Kazakhstan’s spiritual places and 3D-models

13 historical sites have been digitised in photorealistic quality, including the Mausoleum of Khoja Ahmed Yasawi, which is recognised as a UNESCO World Heritage Site. The digitally recreated locations were transformed into digital spaces for a variety of display systems (VR glasses, displays, video walls), including internet upload. The project won at the national ProIntegration Awards 2019 and was a finalist at the international InAVation Awards 2019.

Design and refurbishment of Sberbank’s dealing centre premises

LANIT has created the largest dealing centre in Europe, a specialised centre for providing brokerage services in various online financial markets. It has an area of 3,600m² and is equipped with a total of 468 workspaces, 268 of which are for trading. The dealing rooms are perfectly equipped for trading, with modern computers, television channels showing specialised financial information, and high-quality internet with professional anti-virus protection.

Implementation of Region-ID information systems at the Agency for Strategic Initiatives

The system’s main function is to evaluate the work of regional project teams to create comfortable conditions for carrying out business. For each region in the Russian Federation, an individual profile has been made with improvement criteria, and 1,007 “road maps” have been developed. Each region regularly inputs current performance based on key indicators, experts evaluate the reliability of the results and the ASI and federal executive authorities monitor changes to the current situation online.

More than 5,800 specialists from 85 regions in the Russian Federation work on the system. These include representatives from federal, regional and local authorities, of which 2,300 are from the business community, serving as experts to assess the effectiveness of government activities. Region-ID was awarded the Global CIO “Project of the Year 2018” award for the “Public Administration” category.
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 voluntary 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 Russian Federation, Sberbank of Russia (including territorial branches), VTB, Alfa-Bank, Rosselkhozbank, Bank DOM.RF (former Russian Capital), Russian Union of Autoinsurers.

GOVERNMENT AGENCIES AND ORGANIZATIONS

FUEL AND ENERGY COMPLEX ENTERPRISES

INDUSTRIAL AND CONSTRUCTION ENTERPRISES, FINANCIAL AND INDUSTRIAL GROUPS
Rostech, United Aircraft Corporation, Moscow Helicopter plant, Russian Helicopters, Combined engine-building corporation, United Metallurgical Company, Novo-Lipetsky Metallurgical Complex, Rostelmash, Tactical Missiles Corporation, Proton-PM, Sukhoi Civil Aircraft, RusAgro, EVRAZ, Severstal, Transmashholding, URALKHIM, FosAgro, chemical plant “Ammoni”, MonArch, Eurocement, ALROSA.

TELECOMMUNICATION COMPANIES, PUBLISHING OFFICES AND MEDIA
VimpelCom, MobileTeleSystems, Rostelecom, Megafon, Linxtelecom, Veeam Software.

TRANSPORT, COMMERCE, SERVICES

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, Big Sports Arena Luzhniki, Plekhanov Russian University of Economics, Russian Jewish Congress, Russian Institute of Theatre Arts.

PARTNERS
1C, 1C Bitrix, 7 signal, ABBYY, Absen, Acer, Acronis, Adobe, Advocam, Aerodisk, Aftershokz, Alcatel, Alcatel-Lucent, Alladin, AMD, APC by SE, Apple, Aruba, AstraLinux, ASUS, Audiocodes, Autodesk, Avaya, AXIS, Axper, ABB, BalaBit, Bang & Olufsen, Beckhoff, Bling My Thing, Bluelounge, Bluetens, Bookeen, BOSCH, Bose, Braven, Brother, BSI, Cambium Networks, Canyon, Case-Mate, Catalyst, Celonis, Check point, CINEMOOD, Cisco, Citrix,

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