Per ardua ad astra

ADASTRA

Through adversity to the stars

www.bg.adastragrp.com

Adastra Group

Eng. Ognian Chirkov

17th March 2011

Our Mission

Adastra's mission is to help companies succeed by turning their information assets into tangible business results.

We invest in mastering every type of data, application and process integration, and we provide top-notch Business Information Management solutions: delivered, valued, each time.

Adastra Fast Facts

1 **…Single focus** on helping companies turn their Data into Business Benefit

Information Management

- Business Intelligence, Data Mining
- Data Warehousing, Data Integration
- Enterprise Data Integration, Data Migrations
- Data Quality, Master Data Management

8 **…International offices**

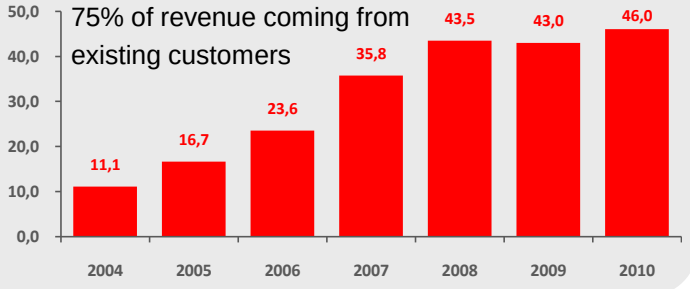
- Canada (Toronto, Montreal)
- Czech Republic (Prague, Ostrava)
- Germany (Frankfurt)
- UK (London)
- Slovakia (Bratislava)
- Bulgaria (Sofia)

700 + Professionals...

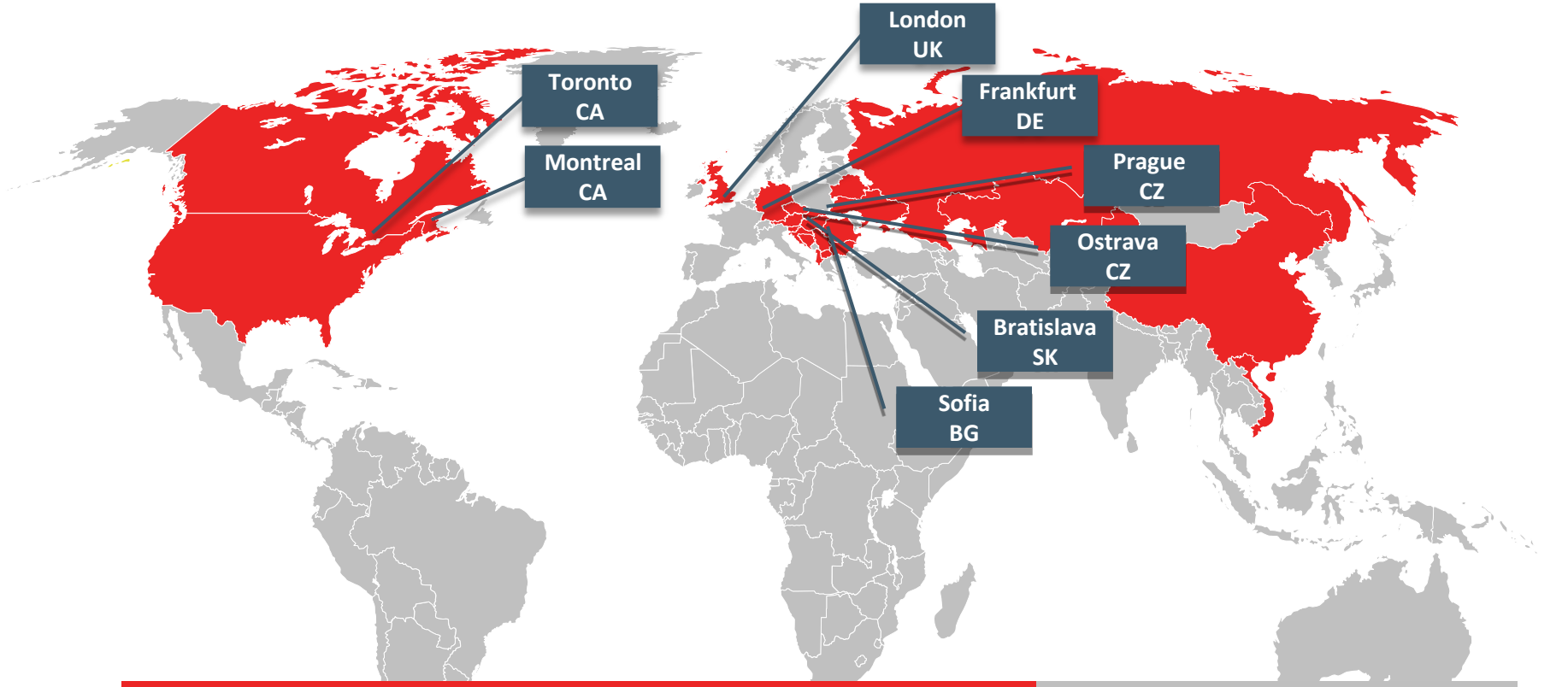
- 420+ completed projects
- Project realized in 22 countries worldwide
- Or 135,000 MD annual delivery capacity
- Speaking 23 languages
- 270 certificates in different proficiencies
- 35 international awards for quality

€ 46 ..Mio. EUR revenue in fiscal year 2010

- 18 years on market
- 75% of revenue coming from existing customers



Adastra Group - Company Structure



PROJECT LOCATIONS – 22 countries

- Albania
- Austria
- Bosnia and Herzegovina
- Byelorussia
- Bulgaria
- China
- Croatia
- Czech Republic
- Canada
- Germany
- Hungary
- Kazakhstan
- Kosovo
- Romania
- Russia
- Serbia
- Slovakia
- Slovenia
- Ukraine
- United Kingdom
- United States
- Vietnam

ADASTRA GROUP MEMBERS

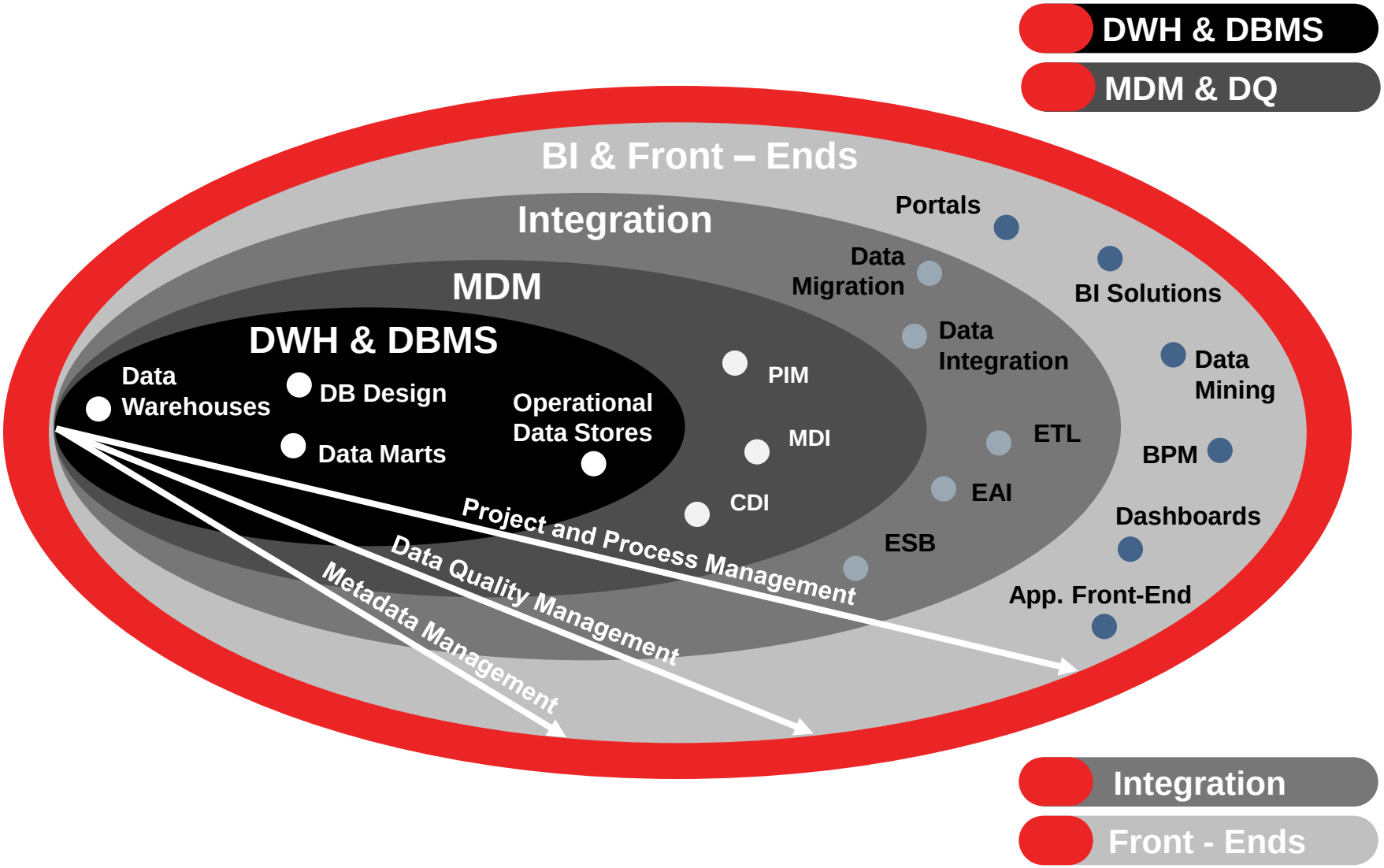
Ataccama
Data Quality & MDM

Local Teams
- Russia
- Ukraine

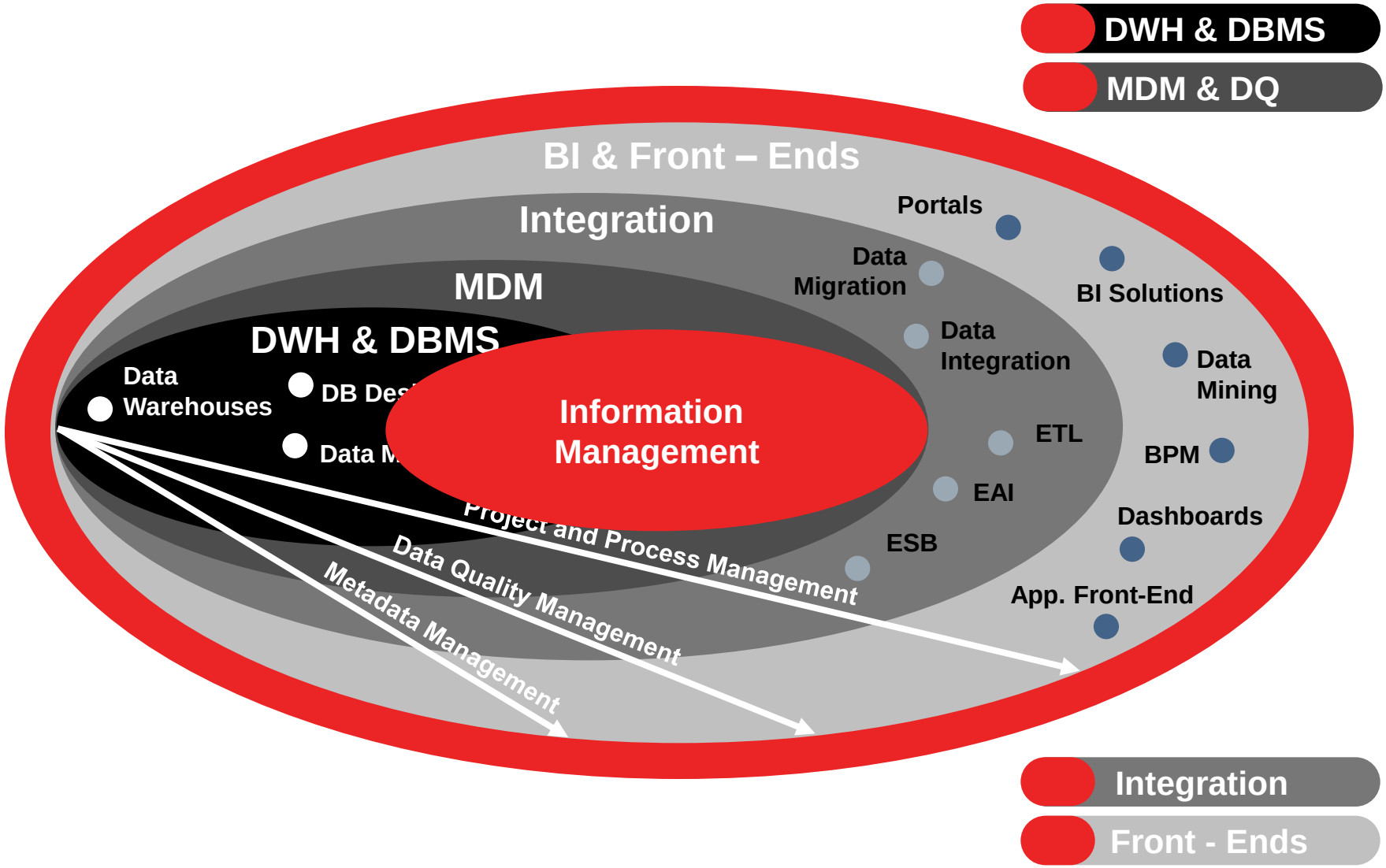
ABC
Business Consulting

Reporters
CPM

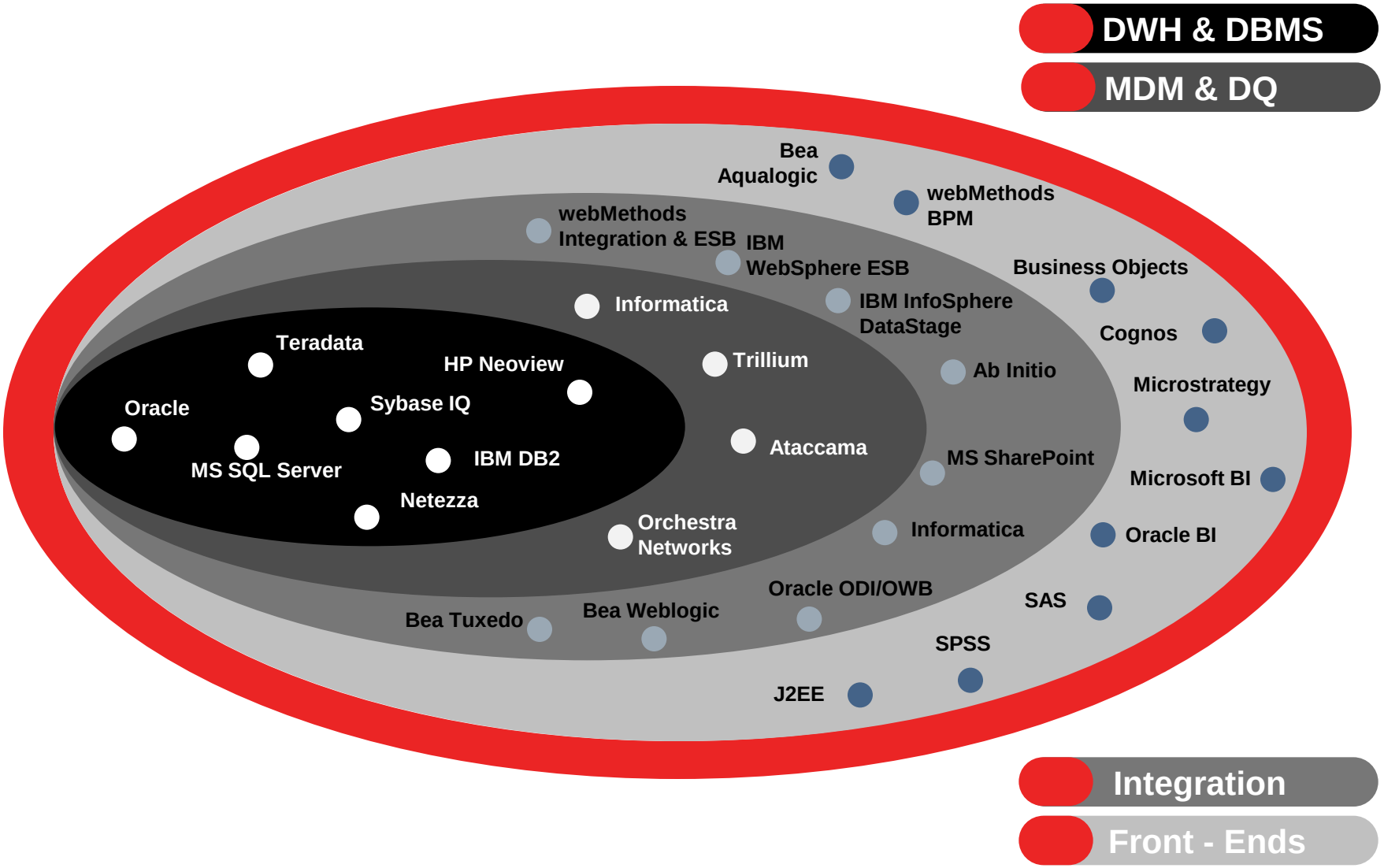
Adastra Solutions



Adastra Solutions



Adastra Technology Competencies



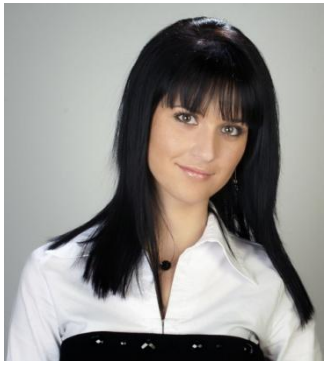
Our Selected Customers

Our Partners

Adastra Selected awards and certifications

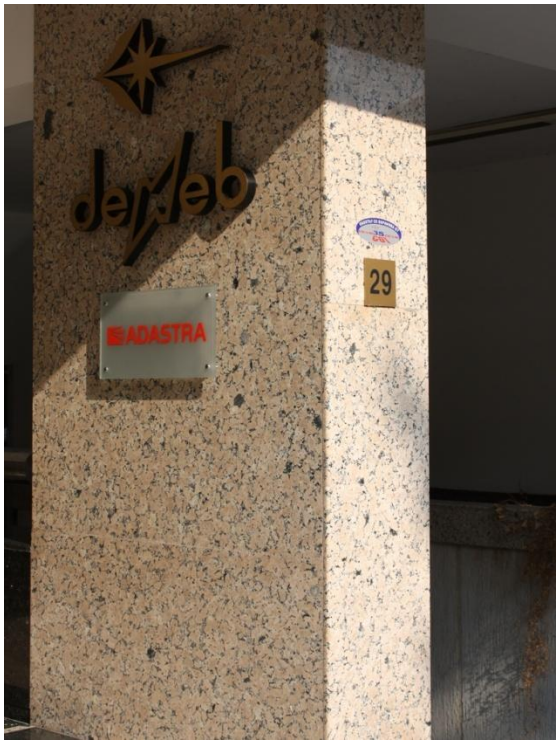
- ISO9000 Certificate awarded by Moody's International
- ISTQB (International Software Testing Qualifications Board) certified
- 2010, 2009, 2008, 2007, 2006 - 50 Best Managed Companies in Canada – achieved Platinum level
- 2008 – TOP100 Canada's fastest growing companies
- 2008 – Adastra's President, Jan Mrazek, wins Ernst & Young Entrepreneur of the Year Award in Technology, Canada
- 2008, 2007 – TOP25 Best IT professional services in Canada
- 2009, 2008, 2007 – TOP10 Systems Integrator in CZ
- 2006 - TOP15 Fastest growing IT company in CEMA
- The Data Warehousing Institute 2002 Best Practice in CRM, TDWI 2001 Best Practice in Data Warehousing, USA

Adastra Bulgaria



Adastra Bulgaria

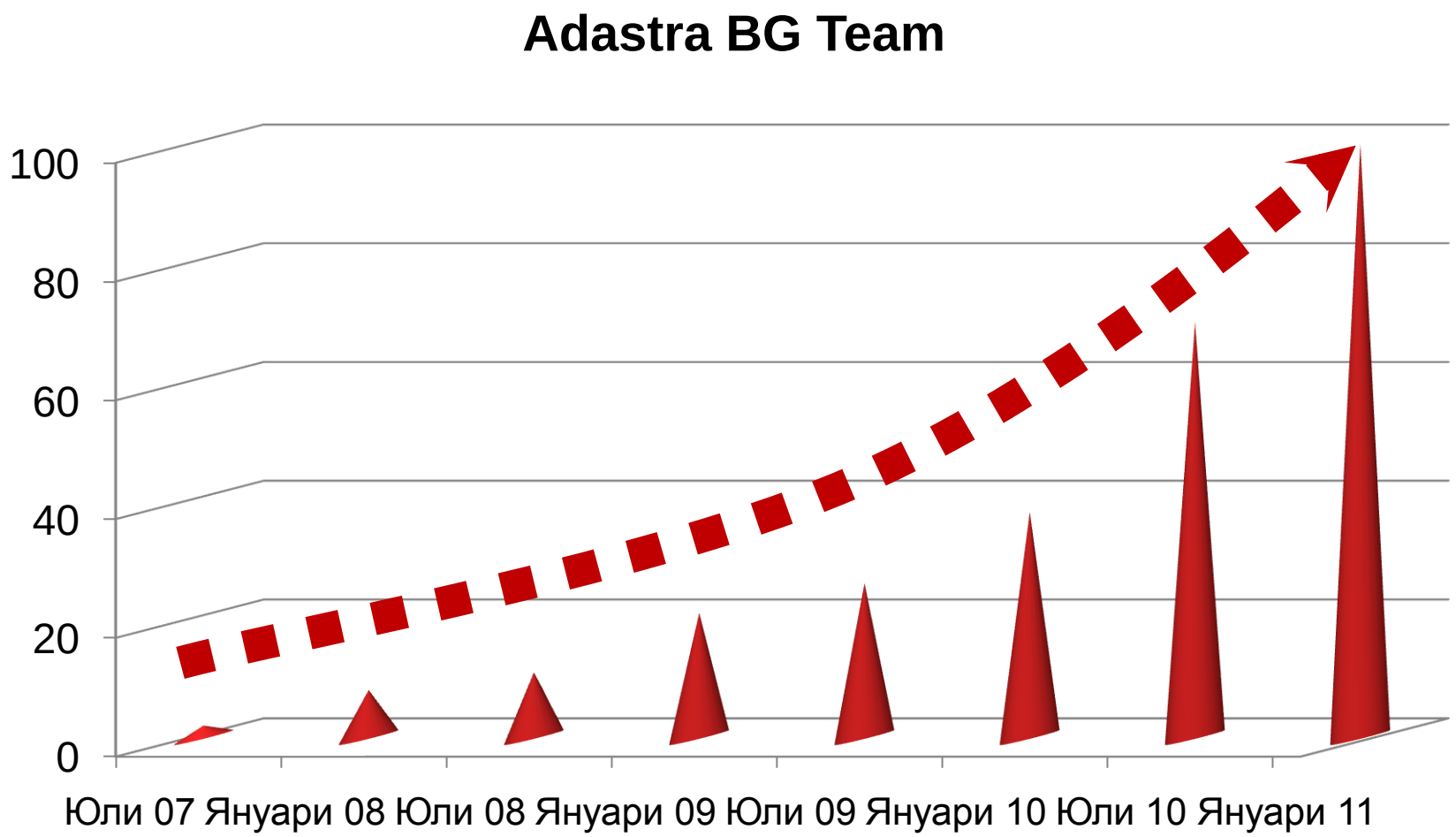
- 100+ IM Consultants working on international and local projects
- Top BI and DWH technologies
- Offices: Sofia and Varna (opening June ’11)



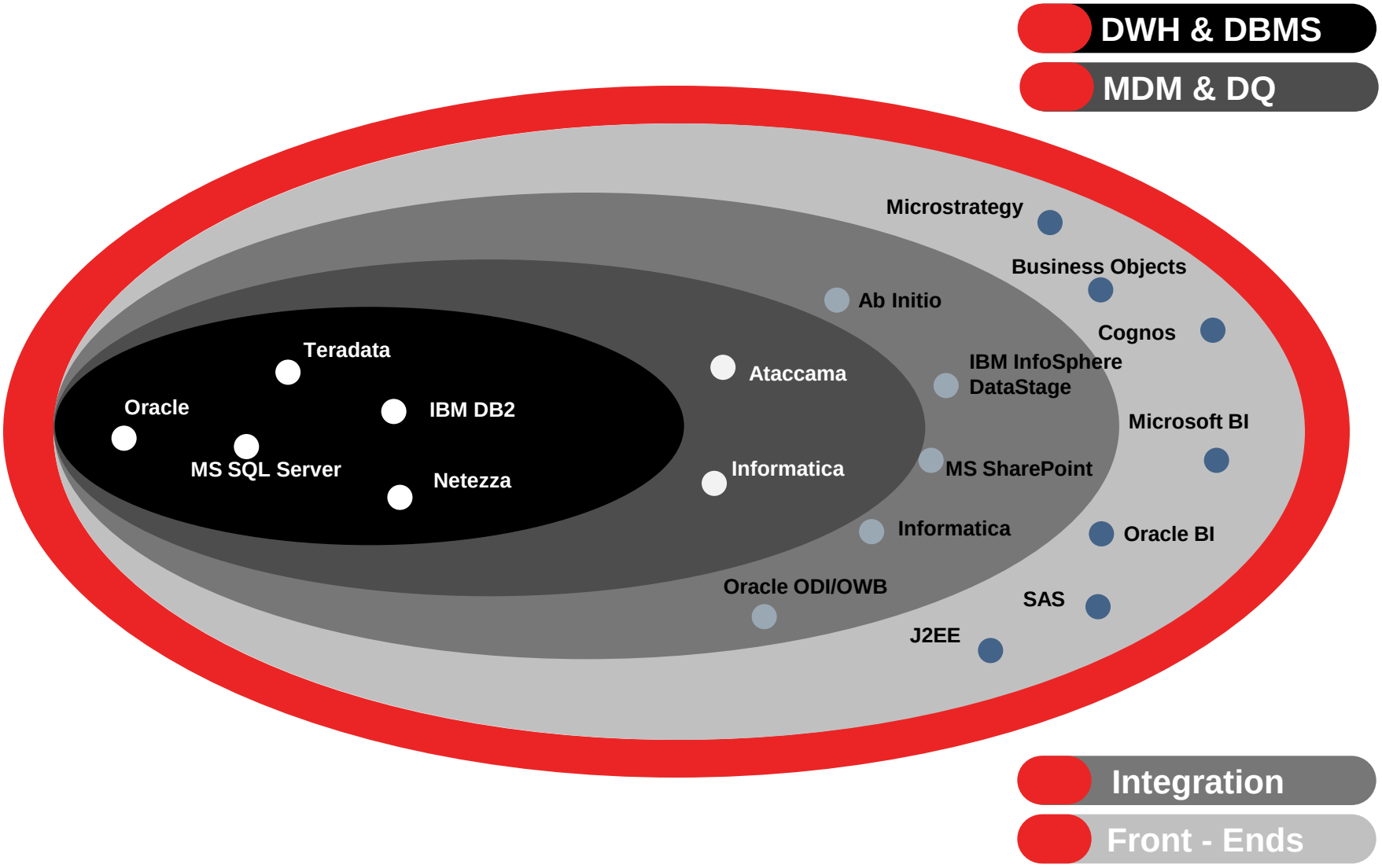
Panayot Volov 29

Sofia, Bulgaria

The Team


Adastra BG Team
100
80
60
40
20
0
Юли 07
Януари 08
Юли 08
Януари 09
Юли 09
Януари 10
Юли 10
Януари 11

Adastra BG Technology Competencies



Clients

Best Shore:

- Deutsche Bank
- Bank of Montreal (Multiple Projects)
- Loblaw
- CIBC
- Rogers
- Foresters
- VolksWagen

Local:

- Raiffeisen
- Sofia Water
- MoneyBookers

Used Technologies / Provided Trainings

- **Database Management Systems**
  - Oracle 11g
  - IBM DB2
  - Teradata
- **Data Integration**
  - Informatica PowerCenter
  - IBM Data Stage
  - Ab Initio
- **Business Intelligence**
  - Cognos
  - Business Objects
  - MicroStrategy
- **Data Quality**
  - Ataccama
  - Informatica

Adastra BestShoring

+ on site

- Close interaction with Business users
- Immediate access to highly skilled resources with years of experience
- Continuous presence of on-site Adastra resources

+ near shore

- Where some interaction with customer is required
- Same time zone as on site team enabling easy interaction
- Significant cost savings for development phases of projects

+ off shore

- Deep technical skills and experience in various technology stacks
- Linguistic skills allowing close cooperation
- Significant cost savings for development phases

= bestshoring

- ✓ Balanced risks and costs
- ✓ Smooth communication
- ✓ Expertise and experience
- ✓ Lowered total costs
- ✓ Stable near shore / off shore locations (EU)

= involvement

- minimal
- considerable
- significant

Why to Join Adastra BG

- International company that constantly invests in training and knowledge sharing
- Young professional multinational teams
- Cutting-edge technologies
- Trainings in BG and abroad
- Cross-training enable moving to new roles or projects
- Projects for large international companies
- Possibility for working in our customers‘ premises in BG and abroad
- A lot of opportunities for career or/and professional realization
- Possibilities for rapid career advancement
- Professional growth based on performance and abilities

The People We Need

- **DB/DWH Developers and QA Analysts:**
  - DB knowledge and experience
  - SQL proficiency
  - Programming skills
  - Ability to follow design and coding guidelines
  - Logical thinking
  - Motivation and ability to learn quickly
  - Team-work skills
  - Proficiency in English language
  - Ability to travel

Looking Forward Working with You!