

"IKT-CONSULT" JSC

Moscow

Owners:	3 persons
Employees:	50 staff workers, 50 recruited workers
Previous financing:	\$ 400,000, including own funds from 2001-2002 - \$ 400,000
Current financing:	\$ 200,000, including banking credit line from 2001-2002 - \$ 200,000
Volume of investment required:	\$ 2,000,000

Intended use of the investments required: Expansion of the current market and a product line, solutions based on ERP of the SAP company - 40%. Industrial systems and energy saving. Product line development on the basis of leading domestic and foreign program packages for "middle-sized businesses" - 15%. Multi-sourced (data-base), various information gathering and verification systems implementation, managerial reports design tools for holding companies - 15%.

Company profile

JSC "IKT-CONSULT" was formed in the year 2000 out of "Firm IKT" Ltd, which is numbering 10-year history and well-known in the area of Business ERP systems design for oil-and-gas enterprises in the territory of Russia as well as in CIS. For September 2000, as per "Expert" journal JSC "IKT-CONSULT" is on the 12th place among 100 best Consulting companies of Russia (<http://www.expert.ru/expert/ratings/consult/02-33-40/t01.htm>) and on 2nd place in the list of ten Most Efficient Consulting Groups (<http://www.expert.ru/expert/ratings/consult/02-33-40/consult.htm>). "IKT-CONSULT" offer its clients complex solutions in the area of business consultancy, business ERP systems implementation, industrial systems and energy efficiency programs. JSC "IKT-CONSULT" has the following licenses and certificates: Accredited Energy Auditor Certificate; Alliance Partner of SAP AG Certificate; License of Gosenergonadzor for electric and hitting networks maintenance activity; Licenses of the State committee of the Russian Federation on housing-and-municipal complex construction and designing; Registered trademark.

Area and directions of activity

- I. Business ERP Solutions (SAP R/3). Our Clients: JSC "Sibneft" - Omsk Refinery Factory", JSC "Slavneft-Yaroslavlnefteorgsintez", JSC NK "Sibneft", JSC "NK "Rosneft", JSC "Surgutgazprom", JSC "NGK "Slavneft", ANK "Bashneft".
- II. Industrial Automation Systems and Energy Savings for Enterprise. Our Clients: JSC "Omsk Refinery Factory"; "the Aviation production association named after U.A.Gagarin", JSC "Slavneft-Yaroslavlnefteorgsintez", JSC "HIMPROM" Ufa, JSC "the Ural-Siberian oil pipelines named after Chernyaeva" (AK "Transneft"), ANK "Bashneft", JSC "Surgutgazprom", JSC "The Nikolaev Aluminous Factory" ("Russian Aluminium"); the Federal state unitary enterprise "Protvino power manufacturing"; JSC "Khabarovsk oil refinery factory", JSC "KAZANORGSINTEZ".

Products/Services/Technologies

Business consulting: enterprises organizational structure construction, optimization of business - processes, development of the organizational - methodical maintenance, regulating the enterprise activity, business administration.	Knowledge of information technologies, experience of real integrated administrative changes/automation at the industrial enterprises.
Business systems: ERP systems implementation, integration of all automated systems into joint business ERP solution.	Business ERP solutions tested implementation methodology.
Experience of the optimum stage-by-stage economically justified	Internally developed integrated solutions as well

realization of projects. Industrial systems: construction and implementation of Industrial Automated Systems, as well as in production and power-resource-supply.	as the best domestic and foreign ones.
Integration with "upper" level of business systems. Energy Saving: energy audit, energy efficiency systems, energy management programs.	Full cycle of works from audit till industrial automated implementation. Hitting Electro Complex projects execution positive experience.

Achievements

1. SAP R/3 division - 6 executed projects.
2. Energy Management Systems - 9 executed projects.
3. Local Alliance Partner - the highest status of partnership was granted by SAP AG in the year 2001. (SAP AG is the world leader in software development for large business).
4. Industrial systems division - "Electricity saving systems - E1" electricity control and accounting system has been developed and certified.

Prospects of Development

By the year 2007 we are planning to acquire from 5-7% of the Russian Consultancy market, to have a turnover of more than \$ 30 mln. Information Technology area new divisions development. We are planning to:

- A. Expansion of product line for the market of "large industrial enterprises" with the number of employees more than 5 000, with annual product output more than \$ 100 mln.
- B. Get to the market of "middle-sized companies" with the number of employees more than 2000-3000, with annual turnover up to \$ 20-30 mln. New product line will be developed on the basis of the leading domestic and foreign program packages (enterprise management system, data accumulation system for accounting balance, energy variety management system). Planning to realize from 3-5 projects in 1st year and up to 10 projects by 4th year, with project budget till \$ 400,000/each.
- C. Strategic management system design for holding companies with differentiated activities. Multi-sourced, various information gathering and verification systems development, managerial reports design tools. Fulfill from 2-5 projects per year, with annual budget up to \$ 1-3 mln.
- D. Industrial systems and Energy Saving. Execution of 15-30 projects a year, cost \$ 200,000-800,000/each.

Sales volume (over the last 12 months): \$ 3,200,000

year	Without investments requested	With the investments requested
2002	\$ 3,200,000	\$ 3,200,000
2003	\$ 4,100,000	\$ 4,500,000
2004	\$ 5,600,000	\$ 8,400,000
2005	\$ 6,800,000	\$ 12,800,000