SUCCESS WITHOUT FRONTIERS
IT Launch

IT corporations became popular in the beginning of the 90’s, being no longer restricted to big multinational companies, they started the so called “Digital Era”.

Initially set out as simple support to the company, they didn’t generate any business profit but as they grew stronger, technology once used to task simplification, thoroughly enriched the organization process, playing an important role within activity optimization and tearing down any communication barriers. By then, IT were already looked upon as allies not as simple tools. Organizations started planning and setting out their strategies, keeping their eyes on the future but always based upon IT support.

We have seen huge changes, over the last decade, not only within IT but also in reference to their actual use and exploration, as to turn companies even more competitive. This evolution demanded business restructuring from companies, leading them not only to new management practices but also to a whole new procedural philosophy prone to keep up with a more competitive and dynamic market.

IT companies turned from a simple administrative support role to a strategic position within the organizations, holding existing business strategies and setting new opportunities into perspective.

Another decisive change was to set the actual user as the core for problem/solution question, through a comprehensive development based upon human behavior, focused on the user’s needs and settings, in reference to the use of that inner or outer information.

Amongst the different definitions of IT, one can say, on larger grounds, that is actually a strategic resource to obtain competitiveness through information management in every field, considering human, organization and procedural aspects.

In the end, success is finally reached by companies that manage to take daily advantage from the creative power of IT to solve any business strategic questions and to face any uprising challenge from economy in constant evolution.
Success belongs to companies that are able to use creativity daily through IT power to solve strategic business issues and to meet challenges of an ever changing economy.

From the urgency of a rapid and effective response to the volatility of international needs, a new paradigm of action rises - an initiative based on innovation supported by global awareness.

Projects on a global scale

Login PT is the platform which brings together a group with more than 100 European companies, mainly from Portugal and Spain, operating in the international market and responsible for implementing innovative and differentiating projects worldwide. All companies associated with this platform are currently recognized for their successes in identifying opportunities and pursuing supported goals. With more than 80,000 employees, the whole row of Login PT’s business companies currently ensure a turnover exceeding 8.5 B€.

The universe of Login PT companies fully applies its expertise and resources in response to international demand, bringing IT area’s identity close to real external needs.

The majority of Login PT members set much of their current growth in external business, ensuring their initiatives’ success through strategic positioning in more than 150 countries around the world.
Login PT companies operate across five continents, especially in Europe and South America, Africa and Asia’s emerging markets.
Login> PT’s success stories rise from these companies high stake and effort to follow market needs, as well as from the ability to “reinvent” themselves through any troubled times.

Within Login> PT there are companies that have created and developed innovative and unique products and implementations, with very significant impacts worldwide. These successes ensure a commitment of continuous improvement, showing Login>PT core’s path and options developing their skills.

Interbanking net system created by SIBS, delivered Multibanco ATM machines currently used all around.

GPS systems developed by NDrive, are currently available in any support.

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PT-Innovation created a pre-paid card system for mobile phones, offering better expense control, stronger security and use convenience, quickly recognized worldwide.

Vision Box conceived the Portuguese Electronic Passport, being the first company to create biometric data collecting machines.

Public transports continuous offer management system is just one of the many solutions by TECMIC directly applied to daily life.

Mobile increased value service was a business model designed by TIMwe and is currently the most recognized abroad.

Critical Software creates software for different sectors, having developed solutions for NASA and for European Space Agency.

Besides these worldwide successes, there are many others services that allow progress in our daily life, delivering succeeded performance that continuously sets out promoters within international context.
Login>PT’s universe companies cover the various activity sectors, showing exceptional skills in adapting to different sets.

As resulting effort in identifying, adapting and delivering customized offers, Login>PT’s platform ensures innovation and support to several XXI century economic sectors, giving effective response to different customers’ sets. It is such attitude of constant development that identifies Login>PT’s universe companies’ success, allowing that the same organization can be successful delivering values within different areas such as health and aeronautics (Critical Software) or even tourism and banking (PT SI).
Login>PT’s universe companies have shown success in innovation throughout the most different technological areas, delivering serious improvement in several activity sectors.

Login>PT solutions are presented as international references within the large IT market. Joining the most varied technological offers, Login>PT group gathers companies whose focused action leads to different branches of activity field.

Login>PT services portfolio was set through its promoters action, ensuring effective response to all IT sector needs within global context.
Abaco Consultores was founded in 2004 with the vision of becoming one of the best and biggest companies in the implementation of information management systems.

After 10 years, and almost completing a decade of existence, the company is in a leading position in its market. It is one of the largest Portuguese companies implementing and maintaining SAP information systems (global leader in management software). SAP Gold Partner since 2008 and one of its largest Value Added Resellers.

Based in Porto and with offices in Lisbon, São Paulo and Rio de Janeiro, Abaco - whose mission is to establish close and transparent partnerships with its customers, in order to provide them with the best management information systems - has in its portfolio more than 300 projects developed in 15 countries and 3 continents, focusing its activity in Western Europe, Latin America and Southern Africa.

Abaco has a great ability to deliver SAP All-in-One, SAP Business One and Business Objects projects, in 3 different continents.

Services
Consulting Services:
With a highly experienced team of consultants, Abaco has a great ability to deliver SAP All-in-One, SAP Business One and Business Objects projects, in 3 different continents.

Maintenance and Support Services:
With a maintenance team 100% dedicated, Abaco offers a 24/7 service in many different markets. Abaco’s System Administration team is one of the most experienced in the Lupisophie Market.

SPECIALIZATION BY BUSINESS SECTORS
With a leading presence in certain sectors, Abaco provides services in different business areas, including: engineering & construction, retail, textiles, footwear, apparel, automotive and food industry.

INNOVATION
Abaco Labs lead all the research and innovation areas, whose mission is to implement innovative projects and develop new products. Currently Abaco Labs is participating in SAP HANA (in memory technology to manage Big data) RampUp projects, SAP Fiori (Mobility), Success factors (Human Capital Management) and Ariba (e-commerce) and is planning to launch new and exciting initiatives for the 3rd quarter.

SPECIALIZATION BY BUSINESS SECTORS
Abaco Consultores Advantis Altitude Software Critical Software Contisystems Exictos Factis glnnt Innovation Makers IT Sector I2S Maxiglobal Megatrónica Novabase Openlimits PPM Coachers Quidgest Reditus Timwe Way2inov Winsig

TELECOMS
Advantis Altitude Software Critical Software Contisystems Exictos Factis glnnt

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PUBLIC ADMINISTRATION
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SERVICE, INDUSTRY AND TRADE
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CONSTRUCTION AND REAL ESTATE
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AERONAUTICS AND AEROSPACE
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TRANSPORTS AND LOGISTICS
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HEALTH AND EDUCATION
Abaco Consultores Advantis Altitude Software Bullet Solutions Compta Critical Software Contisystems Exictos Factis glnnt

Technical Support:
Abaco Solutions was founded in 2004 with the vision of becoming one of the best and biggest companies in the implementation of information management systems.

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Advantis is a Portuguese company that operates in the domestic market, in Mozambique, Angola, Cape Verde, Brazil and England.

Centered in the field of Information Technologies, especially in the development and integration of solutions, Advantis includes, in its offer, consulting, outsourcing and products.

The vision of the company is to provide solutions that effectively add value to their customers business.

With proven expertise, Advantis built its quality system to reinforce its commitments made to customers.

- Quality Certification (NP ISO 9001:2008)
- PME Lider
- Member of Innovative SME Network COTEC

Service Offerings

Consulting
Advantis provides consultancy services on business solutions, IT strategies, process optimization and project management, amongst others.

Business Solutions
Supply of custom applications such as: CRM, BPM, GIS, Business Intelligence and Mobile.

Systems support
IT infrastructures management.

Outsourcing
Advantis selects and provides skilled people and teams to act directly on client as a nimble approach to projects and cost reduction. Provides IT talent management services.

Software development
Advantis develops tailored solutions, operating in sectors such as Banking, Insurance, Public Administration and SME.

Advantis solutions

Includes all project lifecycle, from requirements to design of logical and technical solutions and construction, including integration with other systems (highly heterogeneous information systems).

Key products

- CPM - Corporate Performance Manager
  CPM is a sustainability (GPS) and cost reduction enterprise solution that is optimized for gathering and reporting data and indicators (text and graphical). Includes a KPI dashboard.

- GIMS - Graphical Information Management System
  GIMS is an integrated management tool that includes a geographic information system, a content manager and a business intelligence tool. Relying on open-source technology provides for specific applications:
  - Banking and Insurance (georeferenced marketing and real estate)
  - Environment and Territory Management (planning and risk management)
  - Local Government management (civil protection, planning and urbanism and networks)
  - Operational Management (PFA – Field Force Automation - vehicles, routes and work teams)
  - Construction Management (mainly in component maintenance and monitoring)

Other products

- Mutual Management (management components of beneficiaries and various aid /moderations)
- Document Management (NetFlow - Solution collaborative management processes that support the dematerialization of full documentation. Benefits business processes and speeds /standardizes procedures. Includes a KPI dashboard)

UCI (unified customer interaction) Altitude solution is a suite of software solutions that enables unified management, on real-time operations and business activity for Customer Service, Help Desk, Debt Collection, Telemarketing and Surveys, amongst other interaction situations with customers.

Benefits: customer satisfaction and has ISO 9001 certification for the quality of its support performed to customers worldwide.

Key products

- UCI (unified customer interaction)

Other benefits

- Call centers, regardless of the platforms used. It is one of the leading European companies in the area of independent software solutions for contact centers. With over 900 customers in 60 countries, Altitude Software focuses on customer satisfaction and has ISO 9001 certification for the quality of its support performed to customers worldwide. Since 1993, Altitude Software has been awarded more than 40 industry awards in different world markets.

Businesses

- Main Clients: Portugal and Brazil
- Other countries where they operate: Latin America, North America and Asia Pacific
- Offices: Lisbon, Madrid, Berlin, Tel Aviv, Singapore, Mexico, Belgium
- Founded: 1993
- 300 Employees
- Altitude Software is a leader in unified customer interaction management in dynamic contact centers, regardless of the platforms used. It is one of the leading European companies in the area of independent software solutions for contact centers. With over 900 customers in 60 countries, Altitude Software focuses on customer satisfaction and has ISO 9001 certification for the quality of its support performed to customers worldwide. Since 1993, Altitude Software has been awarded more than 40 industry awards in different world markets.

Other benefits

- Leverages the effective management of customers’ relationships, a critical factor to their business success. The ability to manage and make the most of valuable information about customers, from all organization’s channels, enables companies to increase revenue and reduce service costs, while increasing customer satisfaction.

- More than 100 companies in 60 countries around the world use 250,000 Altitude Software licenses, with deployments from 20 to 200 users.

- Altitude Software has customers of all dimensions and sizes from all kind of industries, with particular emphasis in the field of Customer Relationship Management (CRM), Financial Services, Telecommunications and Services providers, having been the first users of contact centers, in the industrialized economies.

- Altitude Software's solutions are used by organizations that consider the effective management of customers’ relationships, a critical factor to their business success.

- Customers: from 20 to 2000 users.
- Use 250,000 Altitude Software licenses, with deployments from 20 to 2000 users.
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The experience accumulated over the past few years, allowed us to develop the necessary tools to solve problems across all Higher Education Institutions.

- Transforming manual, time-consuming and susceptible to errors processes in smart, automated and optimized processes
- Ensuring Institutions are operating at optimal levels of productivity and efficiency and ensuring that the outcomes of the solutions applied are always aligned with the needs of the institution
- Respond to any management problem in real-time and ensuring that institutions operate on top of their potential and supported in their unique competitive advantages

Bullet Education Suite integrated applications:

- Bullet Timetable Education – automatic and optimized generator of school timetables
- Bullet Calendar - Manage schedules, events and resources, in a simple and intuitive way supported by decision-support tools
- Bullet Business Intelligence - Dashboard, which diagnoses the most important KPIs of an educational institution
- Bullet Interactive - allows teachers and students easy access to class materials, attendance, summaries and other useful information on the web
- Bullet Exam Planner - automatically generates exam schedules according to every objective and related to an educational institution
- Bullet Classroom Allocator – automatic and optimized allocation of spaces
- Bullet Education Suite can help Institutions to:
  - Increase efficiency and productivity
  - Enhance student and academic staff satisfaction
  - Increase academic quality standards
  - Achieve that competitive edge
Conexus World is an IT company, founded in 2002, owned entirely by Portuguese capital. We work daily to offer a set of solutions that continuously exceed the expectations of our Customers. We intend to be a technological partner of Excellence for our Customers in all their IT projects, whether they are Software Development, IT Consultancy, Process Optimization, Outsourcing, Training or other. Our vision for the future involves being an active participant in the continuous improvement of the application of technology to the business market and to the end user, thus bringing technology and people together.

Our Team
The main asset of a company is its people. In this context, we have a team of skilled technical consultants with extensive experience in several business areas. In addition, we continuously develop partnerships with other entities in several areas of expertise, so that we can offer our Customers the best technological solutions, suitably adapted to the needs of each project.

Expertise
In our history we have developed projects in several business areas, as:
- Banking
- Healthcare
- Culture and Education
- eCommerce
- Industry and Services

Quality and Innovation
Since January of 2013, we are a Certified company in the areas of Quality and Innovation according with the NP EN ISO 9001:2008 and NP 4457:2007 standards respectively.

Development tailored to your needs
Our team is prepared to meet the specific requirements of each project, creating the information system that the organization needs. We create a specific system according to the Customer’s specifications aiming to create the best solution for each project.

Our Projects include features like:
- Data Management Systems
- Database Optimization
- Web portals, Websites and Online Stores
- Loyalty Systems (Loyalty Card)
- Decision Engines: Evaluate and decide on a credit proposal
- Storing: Aggregate information to create an integrated and cross-sectional view of each client
- Integrate with existing applications used to load propositional and/or client data
- Have a decision history to create and suggest risk strategies for credit analysis
- Access data from the Bank of Portugal’s central database
- Using Broker CRC (another Conexus product)
- FrontEnd Development tailored to the image and needs of the Institution

Banking
Decision Engines:
- Evaluate and decide on a credit proposal
- Storing
- Aggregate information to create an integrated and cross-sectional view of each client
- Integrate with existing applications used to load propositional and/or client data
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Web Ports, Web Sites and Online Stores
The creation of web portals, websites and online stores continues to be a strong point in our day-to-day. Our customers demand an end product of excellence. Therefore, we use concepts such as Accuracy, Dynamics, Innovation, Reliability and many others, in order to respond to the expectations of our customers. Our line of thinking makes us have an ever present focus on Satisfaction and Continuous Growth of each project and each client.

Contisystems
Contisystems mission is to provide information technology for the service of society in general, optimizing processes, competitiveness, sustainability and effectiveness to people and organizations. Being a part of Contiforme Investment Group, Contisystems operates in the area of new technologies of information and configures the path of innovation and diversification of the business group. In an end-to-end approach, Contisystems integrates and implements solutions, develops applications, maintains, and operates systems through outsourcing resources and services. Positioning itself in the market with a sense of partnership, Contisystems enables unique solutions for its customers and targets the specific needs of each project, adapting well to each situation, developing custom applications using an Agile Methodology that provides quick validation and high ROI. Contisystems develops and implements automation and centralized management systems that ensure real-time monitoring, management, access control and also maximize energy efficiency, through the use of intuitive interfaces, that leverage high ROI, with the goal of providing its customers intelligent management of its buildings and/or business processes. The Building Control Center (BCC) is a compilation of information, gathered from the company-operated-related security and building management that provides from a single point of interface outputs for:
- Public / Corporate TV - Awareness
- Security and Reception Center
- Maintenance Management
- BCC allows continuous monitoring of several parameters and a fast response (automatic or manual) in case of deviations.

Several Custom Dashboards:
- Data Sensors - Safety and Environment - Color = State
- Latest Events from Security - Access Control and general alerts
- People Counting
- Instant Consumption - Total and others like A/C or Lighting
- Summary Table with values of consumption of the last 24 hours / Week / Month
- Pressure
- Temperature

Advantages
- Monitoring 24/7 of multi-parameters
- Cost effectiveness and time compared to the alternative of manual record
- Reducing energy cost up to 30% and automatic notifications
- Integrations with leading manufacturers of equipment for retail
- Use of plants from each site
- Concentration of data to facilitate operations and decision-making
- RDI - Correction of Power Factor, Phase Equilibrium and unnecessary consumption (out of hours)
- Greater detail on cost allocation
- Low Entry Cost - Sustained growth with increasing need for knowledge
Critical Software develops computer engineering solu-
tions that ensure critical systems functioning by pro-
viding software tools that protect individuals, monitor 
equipment safety and ensure that critical processes are safely 
and efficiently conducted.

The company has been able to compete in more mature 
markets, breaking down barriers when entering and con-
solidating its presence through a strong focus on customers.
The company’s success lies in the commitment to quality and te-
nological innovation, as agents that introduce competitive 
advantage in information and business systems. The com-
pany ensures that their client’s critical systems and processes 
are based on solutions where reliability is an omnipresent 
figure. The result leads to development on-time, on-budget 
and on-quality solutions and a solid international clientele portfolio.

Critical Software’s ongoing growth has shown that the com-
pany registered an average growth of 34% per year, as 42% of 
it turnover results come from exports.

Offer
Following a strategy of specialization, Critical Software is or-
ganized into two business units, ASD and ECS, both focused 
on military markets (Aeronautics, Space and Defence) as well 
as civilian markets (Critical Enterprise Solutions), respectively.

AREA AERONAUTICS, SPACE AND DEFENCE
Aeronautics
Critical presents a portfolio of integrated logistics solutions, 
including EOS Integrated Operational Support systems, that 
allow entire value chain management and to understand val-
cences such as Asset Management, Fleet Management, 
Maintenance Management, Equipment Monitoring, Supply 
Management and Training.

Space
Operating in the aerospace industry since 1999, Critical ac-
tivity in this area has a wide offer range, from on-board sys-
tem study, design and development, to specialized services for 
verification and validation, operating in three market seg-
ments related to space: Ground Systems, On-board Systems, 
and End-user Systems / Earth Observation.

Defence & Security
The areas of interest include C4I systems (command, control, 
communications, computers, and intelligence), surveillance 
systems, geographic information systems (GIS), logistic syste-
ms, software engineering and communications. In terms of 
solutions, Critical bet focuses on solutions for maritime use.

Transport
In this market, Critical takes advantage from the developed 
expertise in Aeronautics, Space and Defence, focusing on crit-
ical systems development (Safety Critical Systems) and the 
 provision of specialized engineering services in the area of 
verification and validation.

CRITICAL ENTERPRISE SOLUTIONS’ AREA
Energy
Specific products and solutions that cover the entire energy 
value chain management, from generation management to 
efficient consumption.

Telecommunications
Technical solutions and innovative consulting, secure and 
integration, such as Multimedia Systems through IP, Net-
work Managers and Mobile Content, Payments Services, etc.

Health
Intersopability Solutions between systems for clinical data 
management, clinical trials management, patients’ remote 
monitoring systems, so that on a whole, a better and more 
efficient health care support is delivered.

Banking and Insurance
Critical Software provides solutions for risk analysis and fraud 
detection in different channels transactions, such as home 
banking web and mobile solutions, but also solutions that 
ensure information’s security.

Public sector
Schienger area enabling system development (EU SISone-
4All) voters registration and electoral acts enlargement Solu-
tions and technology reengineering services (especially for 
counts and Public Prosecution).

Industry
Solutions cover the entire industrial activity’s life cycle, since 
MES (Manufacturing Execution Systems) conception and im-
plementation solutions, to open platforms planning, devel-
opment and deployment, manufacturing equipment, supply 
chains integration and new sales channels development.

Technology
EXICTOS develops and integrates information systems line 
up with their customers’ business models, installs and con-
figures technological infrastructures to support business’s 
needs.

Outsourcing
In the outsourcing service areas, provided services relate to 
information systems.

Software
EXICTOS builds banking software, provides third-party pla-
forms for all industry operating sectors.
EXICTOS solutions, especially core banking system, have 
supported more than 50 financial institutions’ activities, in 
varying countries on 3 different continents, ensuring correct 
and appropriate support to banking, in compliance with 
regulatory requirements and reporting, under legal obliga-
tions towards officials from each country.

TECHNOLOGY
EXICTOS is a specialized company in providing services 
in the area of Information Technology, for Banking, Re-
tail & Consumer Goods, Utilities and Telecom & Media 
sectors. The company exists for over 40 years, is present 
in three continents and seven countries (Angola, Portugal, 
Mozambique, Cape Verde, Sao Tome and Principe, East Ti-
mor and Malta).

Its vision consists of being a reference in leading companies’ 
information systems within Portuguese-speaking countries.

Offer
The company operates in Consulting, Technology, Outsour-
cing and Software areas.

CONSULTING
EXICTOS performs information systems consulting projects, 
designs business models, optimizes processes and organi-
dations, defines application and information systems archi-
lectures.

Name: Critical Software
Established: 1998
President: Gonçalo Quadros
Headquarters: Coimbra
Offices: Portugal (Coimbra, Lisbon and Oporto), Brazil, USA, UK 
and Mozambique
Other countries where they operate: Germany, Singapore and 
Angola
Team: 290 Employees
Target Markets: Banking, Financial Services, Defence & Security,
Transportation, Energy, Telecommunications, Healthcare, 
Banking & Insurance, Public Sector and Industry

Name: EXICTOS
Established: 1988
CEO: Manuel Aguiar
Headquarters: Funchal
Offices: Portugal (Lisbon and Funchal), Cape Verde, Mozambique 
and Angola
Other countries where they operate: Malta, S. Tomé and Principe and 
Timor
Team: 340 Employees
Target Markets: Banking, Retail & Consumer Goods, Telecom and 
Utilities
Main Clients: Group CDS, Caisa Gállica, DGTA, Bank Atlantic, Bank 
Trade and Industry, Banif, First National Bank, International Bank 
of Mozambique and Cape Verdean Business

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Tel.: +351 239 989 100 | Fax: +351 239 989 119

Contact: info@criticalsoftware.com
www.criticalsoftware.com

Address: Praca Industrial de Tavira, Lote 48
4046-304 Coimbra
Tel.: +351 239 989 100 | Fax: +351 239 989 119

Services: Banking, Retail & Consumer Goods, Utilities and Telecom 
Media & IT
Established in 1995, FACTIS supports an unique national and international customer portfolio, ranging from small companies to large entities that, through FACTIS' Outsourcing, are aware of each clients' ideas and goals, and what brings them to their completion. The use of the professional services made available by FACTIS is the key to the success of its customers.

Services, Products and Solutions

The professional services, tech support and maintenance, as well as FACTIS' Outsourcing, are what brings to light the solutions that are technologically innovative, and, by doing so, that meet the market real needs. As examples, we mention the multi-specialty clinic information system, an integrated telemedicine solution, the screening of colorectal and breast cancer and diabetic retinopathy.

Consulting and Software Solutions

This area of activity is dedicated to the development, promotion and support of software solutions and business applications. Performs the development of proprietary solutions and custom made software, including websites, electronic commerce portals and automation of business processes.

Outsourcing and Special Projects

Every time a project or service justifies it, whether by its dimensions, nature, complexity or length, dedicated project teams are allocated. These dedicated teams have a nominated manager and operate under FACTIS' technical direction coordination, ensuring its alignment with the policies and methodologies of the company. The team assumes the project in its entirety, even when it requires the use of other FACTIS' business areas.

Engineering and IT Infrastructure Solutions

FACTIS provides IT&C global service, in order to supply reliable and secure integrated solutions of infra-structures: the structured cabling and power supply system; the datacenter with its servers, network and WAN equipment; the end users workstations equipped with PC and Telephone.

First Group is composed of eight companies; most of them specialized in developing innovative solutions and services in the area of information systems. It aims at providing global solutions that include consulting, solution development, product customization, training and after sales support. The Group operates mainly in the Health Sector, for which it develops specific solutions and products that are technologically innovative, and, by doing so, that meet the market real needs. As examples, we mention the multi-specialty clinic information system, an integrated telemedicine solution, the screening of colorectal and breast cancer and diabetic retinopathy.

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First has over 100 references in the national Health System (NHIS) and is present in the key private groups of the market. Internationally, First has over 100 references.

In Portugal, the company has more than 500 references in the National Health System (NHIS) and is present in the key private groups of the market. Internationally, First has over 100 references.

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Glintt - Global Intelligent Technologies is a Portuguese company, stock listed on Euronext Lisbon operating in the Information Technologies market, in three different continents, with the highlight markets of Spain, Angola and Latin America.

In the home market, Glintt holds a strong position in Banking, Telecommunications, Health, Commerce, Industry and Public Administration business areas. In Europe, it has operations in Portugal, Spain and Poland. In Africa, operations are based in Angola. The company is prepared to develop complex solutions for companies operating in a highly competitive international environment. It promotes the necessary imagination, innovation and skills to develop solutions, enhancing its customers’ profitability and its shareholders’ success. Its clients’ growth and prosperity are Glintt’s major goals.

Offer
Glintt lays down its offer on four grounds:

Glintt Farma
Glintt Farma organizes its business aiming pharmaceutical continuous improvement. According to this, it offers a diversified solution, operating in the following areas: Architecture, Construction, Education, Health, and Telecommunications.

Glintt Financial Management
Glintt sets mainly in “Business Process Outsourcing” and “Information Services”. It is structured to sell BPO services, as well as to execute projects and provide client IT consulting services.

Glintt Energy
Being a recent drive within Glintt, Energy plays a very important role everyday. In order to provide a complete offer of excellence in this area, Glintt Energy is focused on “clean” energy based products, as well as in consulting and renewable energy production.

Present
Currently, Glintt is leader provider in all regions of Spain and Portugal, within pharmacy management software, with about 8000 installations in Spain and about 2500 in Portugal. This is a foundation that can help to enhance, in a long term perspective, other businesses expansion in the Spanish market.

Future
During 2010, success in Angola and Spain was confirmed by a very significant contribution to year results, especially from the latter. Through 2011, Glintt heavily bet on its internationalization strategy, cautiously but ambitiously pursued, by newly created companies such as Glintt Spain and Glintt Poland.
Infinite Business Solutions was established in 2003 and is a company specialized in software development, with technical and human resources entirely able to develop any projects based on applications, customized for different environments.

Infinite also offers specialized resources in systems integration, structuring and implementation of communications network. Consultants working with Infinite have exempted attitude towards manufacturers, always presenting the best solution in market, considering the client’s demands and actual needs.

Infinite’s goals are focused on analysis, development, implementation and support of customized software. This high adaptability skill has enabled Infinite to continuously meet different needs of an increasingly global market. Infinite currently applies its wide expertise in various fields of activity, from financial sector to retail or public administration services.

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Infinite is currently regarded as a reference company in the education sector, through its products Praxis and Eduka, providing an integrated management solution for the highly complex educational institutions’ system. The achieved recognition of these solutions, show Infinite’s high ability to identify and develop appropriate solutions in the most varied contexts.

Offer
Infinite manages its offer through a set of cross-cutting service provision under a distinctive product’s portfolio.

Services
• Management, Support and Technical Consulting
• Consulting Services
• Software Development
• Business Management Applications
• IT Systems Security Solutions
• Web, Marketing and Communication
• Web Business
• Security Solutions and Certifications

Products
• Praxis – High Studies Education Management Solution
• Eduka – Online Management Tool, Aimed for Educational and Professional Training Organizations
• Inquiry Manager – Online Questionnaires’ Management Solution
• Retail – Distribution of Goods Complete Management Solution
• Business Intelligence – Collection, Analysis and Access to Information or Operations’ Data Solutions
• Park – Limited Time Parking Management Solution
• IM Server – Text Messages’ Management System
• Communications Manager – Client and Agents’ Multiple Connections’ Management Solutions
• Faceware – Transactions’ Dynamic Generator
• Application Development

Innovation Makers is a technological company that develops and deploys software and hardware solutions focused on the user experience. Our business activity is centered on 4 main areas: Financial Solutions, Utilities Solutions, Mobile Business and M2M Solutions. We add value to our products and services, not only because we possess the most innovative technological knowledge, but also because we are deeply committed to know and understand our clients’ businesses.

On the Financial Solutions area, we provide a vast range of state-of-the-art technological solutions, centered on final users, that can be customized to meet each of our clients’ needs and that are ready to evolve with them.

Our vast experience on banking core system integration ensures that our solutions’ deployments are made in short periods of time with minimum costs. We address banking sector new challenges by providing banks with innovative solutions such as our own Suite Multichannel Banking – a powerful tool that allows banks to activate and manage several electronic banking channels – or Mobile Banking – an innovative solution that enables payments and advanced banking operations through any mobile device or mobile platform.

On the Utilities sector, we provide Recharges and Payments Managing solutions that are able to expand and improve the business for the services’ providers and sellers. For the Mobile Business area, we design and deploy solutions that offer our clients a real global mobility leadership and that are recognized as reference standards in several international markets.

On the M2M area, we develop telemetry and mobile payments solutions for vending machines management.

We also provide personalized services of innovation consultancy and develop custom made projects for our clients and partners.

Multichannel Banking Suite
It’s an innovative solution that provides financial institutions with the opportunity to create multiple channels for communication and interaction with their clients, while reducing costs and increasing earnings. It also enables banks to evolve their services towards the Engagement Banking model, a new management vision that puts the client on the center of the business relationship.

Suite Multichannel Banking is a set of autonomous modules, each of them adaptable to the pre-existent core systems on the bank’s infrastructures on a very short time. The electronic banking channels that can be integrated over the banking core systems are: Internet Banking, Mobile Banking, Self-Service Kiosks, Mobile Counter, Teller and Counter interfaces, IVR Call Center and Recharges/Payments Management. Each bank can choose which channel/channels wants to implement and InnovationMakers will adapt its modules to meet each bank’s demands, needs and institutional image.

Every Multichannel module is supported by a Manage- ment Backbone that works as a central interface that compiles, crosses and connects all information produced in every bank’s active channel. This ensures permanent and real time access to all relevant banking data.

This high customization capability combined with intuitive and innovative design interfaces ensures high levels of usability, making this InnovationMakers solution original and unique.
ITsector is a Portuguese based technology company, founded in 2005, that offers added value solutions and services in the areas of software development, system integration, consulting and outsourcing.

It is a young and dynamic company, led by a strong technological competence, with a strong focus on the customers demands. ITsector has a team of more than 200 skilled professionals, creating innovative solutions and implementing effective solutions.

ITsector has an international presence with projects in Angola, Mozambique, Poland, Greece, Romania and Turkey.

Software Development and Systems Integration
ITsector and its team have extensive experience in software development and system integration, which can be proven by the excellence of the implemented solutions.

The implementation of customized software solutions represents one of the many business areas at ITsector. The company has multidisciplinary teams with great expertise, who are present throughout the development cycle. They use the best methodologies and technologies for each solution.

ITsector and its specialists have a wide background in presenting their clients with complex solutions for system integration, providing appropriate technology solutions for each case.

Consulting
The skills and the large experience of ITsector’s consultants, as well as the recognition of our clients for the provided services, ensure the success of the available services ITsector has in the areas of systems, applications, performances, technologies, among others.

Key Solutions in Financial Markets:

- MillenniumBCP in Portugal – Solution of Channels
- Caixa Geral de Depósitos – Solution of Channels
- Finibanco – FlowCreditSolution
- MonteAgroGard – Different Channel Solutions

Specialized Outsourcing
The outsourcing model is increasingly used to allow organizations to focus their main activities, leaving the skilled companies to deal with the systems, processes and applications management. ITsector offers outsourcing services, and it specializes in applications and processes in the bank and telecommunications areas.

Offer
Solutions, products and Services
Key Solutions in Financial Markets:

- ITBank Framework 4.2 – solution of electronic channels to financial markets. Covers channels of Net Banking (Home-Banking Private and Corporate), Mobile Banking (HTTPS + APP/M, SMS), Contact Center, with specific Middleware
- FlowCredit – Front-end of Credit Management and Single Simulation, which ensures the integrated management of the entire lifecycle Banking Credit business (Simulation, Proposal, Decision, Documentation and Contract)
- Portfolio Evaluation – Private Banking Solution, that enables the management and analysis of portfolios of private Banking Clients

ITsector Key Skills are:

- Software Development and Integration Systems
- Consulting
- Specialized Outsourcing

Target Market/Recipients
Financial Sector, with Retail Banks, Private and Credit Institutions

References (Major Clients/Case Studies):

- MillenniumBCP in Portugal – Solution of Channels (Home-Banking, Corporate Banking, Contact Center)
- MillenniumBCP in Poland/Romania, Angola and Mozambique
- MillenniumBCP with Private banking
- ActivityBank – Integrated Channels Solutions
- Caixa Geral de Depósitos – Solution of Channels
- Finibanco – FlowCreditSolution
- MonteAgroGard – Different Channel Solutions

2S is a technological company specialized in designing, developing and implementing software solutions for the global insurance market. With more than 10 years of proven experience and global presence, 2S has headquarters in Porto and offices in Lisbon, Luanda and São Paulo, and is supported by a team of 220 experts in IT and in the insurance domain.

GSI® – Global Insurance Solution – is a global solution for the management of Life and Non-life insurance companies, pensions fund management societies and insurance brokers.

Ranking high among insurance solutions and being market leader in Portugal and Angola, 2S also has implementations in Spain, France, Brazil, Poland, Mozambique and Cape Verde, in more than 40 insurance companies.

Strongly committed to research and development practices, 2S is certified by ISO 9001:2008 in design, development, implementation and technical assistance regarding IT solutions for the insurance industry. It is also certified as innovative company by NP4457:2007 (ITD), which results from ongoing investment in innovation and strong connection to research centers and universities.

Offer
GSI® – Global Insurance Solution – allows an integrated management of the insurance activity, addressing all functional areas and profiles in the insurance industry, and offering specialized solutions for Life and Non-life insurance companies, pension fund management societies and insurance brokers.

If, on the one hand, insurance companies are increasingly looking for global solutions addressing all business areas, on the other hand they require configurable solutions which provide them with competitive agility and the capacity to follow market changes and provide innovative insurance products.

As a fully integrated and configurable solution, GSI addresses the needs of all functional areas and enables insurance companies to reach a new threshold, with a reduced time-to-market in the launch of new insurance products.

GSI® – Global Insurance Solutions – provides solutions addressing each area of the insurance activity:

- GSI Life – Management of all functional areas of a Life insurance company.
- GSI Non-life – Management of all functional areas of a Non-life insurance company.
- GSI Channels – Integrated solution addressing all insurers’ distribution channels (agents, intermediaries, banks, internet).
- GSI Finance – Solution for insurer financial/accounting management.
- GSI Broker – Solution providing features for the global management of insurance brokers/intermediaries’ activity.

The guarantee of continuous evolution of the GSI solutions, a large experience in developing solutions and a deep insurance know-how allow 2S to provide high quality implementation and support services, fully insurance-oriented.

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Tel: +351 222 058 272 | +351 217 935 258
Fax: +351 222 058 272 | +351 217 935 334
www.itsector.pt | www.itsector.com
ModSecur IT Room
An excellent alternative to traditional construction, ensuring high-energy efficiency and protection against physical threats, such as: temperature, water, dust, smoke, vandalism, etc.

Cooling
Nowadays, cooling has a high impact in the availability and efficiency of every data center. To respond to this challenges, Maxiglobal provides a range of technologies, software and expertise, that allow to combine different cooling architectures, responding to the dynamic and customized way to the requirements of every environment.

ModSecur CAC
With ModSecur CAC (Cold Air Containment) solution, the total energy consumption of the Data Center is drastically reduced between 14-41%. It can be implemented in already existing infrastructures.

Security
The security solution used in our Data Centers comprehends three fundamental components for a complete protection: Access Control, video surveillance, and environmental protection. For that purpose, it is installed biometric access control devices, CCTV cameras, fire detection system of high-sensitivity and extinguishing system by an inert gas.

ModSecur DMS
We develop an innovative Software called ModSecur DMS (Datacenter Management Systems), fully modular, open, with capacity to integrate any equipment our device, regardless of the manufacturer. With the versions Lite, Standard and Pro, we manage to respond according to the specific needs and dimension of each installation.

Maxiglobal succeeds to be the sole point of contact that clients need for any service related to its physical infrastructure. Whether you are planning on building a new data center or expanding/remodeling the existing one, you can count on the help of our professionals on the stage of project planning, conceiving and support, ensuring that the infrastructure is carried out as planned and comprises the necessary conditions for an effective operation.

Megastronica is a company dedicated to providing services in the field of Information Technology with 18 years experience. Megastronica is one of the most certified Portuguese companies to satisfy the demands of the multinational that operate simultaneously in Portugal, Angola and Mozambique. Specialized in enterprise mobility solutions, Megastronica operates in Distribution and Warehousing, Retail and Services, Health and Human Resources markets. Besides its own brand mmWMS, distinguishing Primavera, Pequimova and MM Campovida Certified Product, Megastronica is M55 Country Partner for Angola, Cape Verde and Mozambique. Primavera partner for over 15 years, Megastronica assumes the status of Solutions Partner and Premium Partner in Angola, Mozambique and Portugal.

The complete solution
Distribution
Solutions that cover a range of distribution and warehouse management fields, with qualified information such as: lot, expiration dates and serial numbers, goods reception with supplier orders validation, customer order picking and deliveries record.

Commerce and Services
Pre-sale solution for mobile terminals, Tablets and PDAs, with possibility of digital catalogue and adapted to the latest equipments. Auto sales with collection management, adapted to street vendors and independent service providers. Customized sale and shopping with competition data collection.

mmWMS - Mobile Warehouse
Online solution with the ERP system, which simplifies and enhances the effectiveness of key processes in the warehouse with real-time integration, using mobile terminals. The flexibility, real-time integration with the system and the ability to identify processes and goods using barcodes, makes this task more efficient reducing the margin of error.

Reception
In the reception-process, goods are qualified with specific information like lots, expiration, serial number, weights and quantities per box being possible to identify the requested, reserved and pending quantities. Anomalies like, excess and incorrect merchandises automatically generate notifications in the system and by email.

Dispatch
The delivery process can be executed on different logics such as: Picking per cycle, Picking aggregating multiple documents with criteria like the node or Wave Picking. Access to information and the ability to create documents directly on the ERP system make this a very powerful and real-time management solution.

Inventory
With an inventory-conference panel and physical control automation it makes the inventory task very effective and less time-consuming. It also enables intermediate corrections or preparation and counting results recapitulation. The conferenc- e panel allows counter inventory and multi-count.

M55 - Mobile Sales System
Mobile terminal oriented solution that provide sales teams the perfect tools for the required work on the field, increasing efficiency and productivity. Based on customer information, purchase history, vehicle routes, products, product lot, promotion deal, vehicles stock, document management, invoices, reports, personal expenses, etc.
Newhotel Software is an Information Technology company specialized in software development for managing Hotels, Hotel Groups, Central Reservations, Sales Channels for Internet, spa, Conventions and Events, Restaurants and Bars, Food and Beverage Stocks, as well as any other associated activities.

The company provides security for more than 25 years, providing fully integrated applications and stability and quality assurance proven by thousands of users, with over 1800 installations performed in various Europe, Africa and Americas countries. Since 2005, that the export component of software and technology for hotels and hotel groups, exceeded home market component, both in turnover and business facilities’ dimension.

Offer Hotels and Resorts
The Hospitality Management Software provided by the company includes the following modules:

Integrated Hospitality Management System for Hotels and Resorts (PMS)
The most sophisticated, fully integrated Hospitality Management module, that can be found in market. It may operate simultaneously with multiple users, languages, currencies and tax systems of any hotel.

Points of Sale & Stocks
This is a Module dedicated to control and business operations management, such as Point of Sale for Restaurants, Bars and Warehouses. This module can be installed as a standalone system for individual establishments or fully integrated into several businesses.

Business and Leisure
Module dedicated to management, control and business operations in Clubs, Spas, Events and Conventions, Golf courses and other leisure activities.

Management Tools and Interfaces
Module that uses specific techniques and mathematical models providing specialized and assisting tools in management decisions processes, such as budget analysis/CRM, business intelligence and revenue management.

Newhotel Software also provides several solutions for reservations through the Internet, from web booking engine flexible, with no commission or compromise, to bidirectional interface with the most popular Sales Channels (Expedia and Booking).

The company provides 24/7 HelpDesk service, ensuring customers ongoing support and maintenance anywhere in the world. Distributors, national and regional offices network provide the necessary local support. Through the company’s web page, customers have access to any software updates.

Cloud Computing
The latest hotel software’s generation - Cloud Newhotel PMS, was launched at the end of 2011.

Novabase

Novabase is a Portuguese leader company in Information Technology. It has grown in its home market, it has grown worldwide and it is stock listed in Euronext Lisbon since July 2006.

With an investment of more than 100 million Euros in Research & Development, Novabase has projects in 31 countries across 5 continents, with the talent and dedication of over 2000 employees.

The company’s vision consists of making peoples lives and businesses easier and happier, through the use of technology. Besides engineering and management, humanities and design, NOVABASE considers everything to create people-focused solutions.

Offer
Aerospace & Transportation
Novabase offer for transportation’s segment includes all means of transport, both in terms of service operators and infrastructures managers.

Energy & Utilities
Novabase currently has a global approach in the Energy and Utilities sector, working with customers operating in the electricity, gas, oil and water sector. For effective and safety delivery, expertise is absolutely necessary, therefore the company is organized according to areas of knowledge, relevant to their customers.

Financial Services
Novabase turns challenges into solutions in most institutions within the financial services’ market. It built a successful team, with over 400 employees, dedicated to this market. Novabase gathers dedication, professionalism and a thorough business knowledge, together with certified methodologies and the necessary flexibility, to meet its clients’ interests. It values and promotes ongoing and partnership relations with its customers, providing a comprehensive and integrated set of solutions and services, focused on core offerings for financial services sector.

Government & Healthcare
Novabase works for the Public Administration and Health market (G&H) since its establishment in 1989. Amongst its first clients various public administration departments were included, either central, regional or local entities. There were many distinctive projects performed for the Portuguese public administration by Novabase, having also operated in some projects abroad. Amongst most emblematic Novabase projects for this market, some critical systems to the functioning of the Portuguese public administration and citizens are included.

Manufacturing & Services
The company has earned the trust of numerous clients in the Industry and Services market, by knowing how to focus their mission on their challenges. Demand, competitiveness and complexity of their business, have become part of who Novabase actually is. Supported by ambitious teams, with solid skills and detailed knowledge, continuously improving, the company keeps growing business through close and lasting relationships. In any geography, regardless of size, Novabase is a trusted partner in building each client’s business.

Telecoms & Media
Novabase is an international benchmark for Telecommunications industry, with customers in four continents, from Europe to Asia, in Africa and South America. The benefit it creates for its customers rises from its solutions’ ability to meet their business challenges. It is from this holistic approach, that the company believes the best solution springs from a structured and inspired design process, where trust is earned through business and technology’s deep knowledge.
Openlimits Business Solutions is a Portuguese company that develops and integrates solutions for IT management and control of specific processes, tailored to the needs of its customers. Resulting from the merger of the companies Navotec and Privileges in 2008, Openlimits Business Solutions comes with the seal “take the ideas further,” which reflects the strategic vision of becoming the reference company in identifying trends and in the implementation of technological, innovative, attractive and affordable proposals. Currently with 40 employees, Openlimits Business Solutions is headquartered in Coimbra, also having facilities in Viseu. The process of internationalization emerges as one of the main vectors in the company’s growth strategy. Openlimits Business Solutions is already present in the Angolan market and soon should start operations in Brazil and Mozambique.

Our core business is the development, implementation and support of management software (ERP) solutions, improving processes of analysis and treatment of information, which are essential to organizations nowadays. The excellence we put in things we do is recognized by our business partners and expressed by the certifications that we possess. We are Primavera Premium Partner – Primavera is the main Portuguese software house - Microsoft Gold Independent Software Vendor Optimizer - in telecommunications, we are Primavera Premium Partner – Primavera is the main Portuguese software house - Microsoft Gold Independent Software Vendor Optimizer - in telecommunications, we are also a service of excellence and high quality standards.

Also, we have strategic partnerships with Sage, HP, Cisco, Symanter, Eticadata and FIM. Our financial and economic performance is also been recognized and recently we were awarded by IAPMEI with the prize “PME Excelência 2013.” This award distinguishes 1103 Portuguese companies for their performance in 2012 that managed to remain competitive in a challenging economic environment, with growth and consolidation of results. We are a positive team, committed to success and committed to strengthen relationships with our customers, partners and society.

Offer
Openlimits Business Solutions guides its activity in the several market segments that address itself with its solutions, using, own, flexible and innovative methodologies, focused on the specific requirements of each particular customer and their business strategies. The vast experience and expertise of our consultants enable us to design and implement global solutions for management of the organizations, supported by the latest technologies that give our customers a sustainable competitive advantage.

Openlimits is recognized by the market as one of the benchmark companies in its area of activity, differentiated by outstanding performance, professionalism and relationships established with the customer, providing a service of excellence and high quality standards.

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Openlimits is a specialized Information Technology company focused on boosting its partners and recent success was founded in 2000 and has been growing ever since. Our goal is to build, implement and optimize information systems that aim to support management and improve business. Therefore, we focus on creating competitive leverage by innovating market segments while thinking IT and business as a whole. We have more than 10 years of experience and we are an Oracle Gold Partner. We have also received the 2009 Oracle Excellence Award. The optimizer team is formed by IT experts with accumulated know-how and expertise in the development and implementation of best-of-breed software solutions. We provide active support to our portfolio companies helping their growth and development. We overcome challenges and eliminate barriers using our know-how and hands-on approach in order to help companies to fine tune their vision and execute it.

Offer
We try to act as an asset on everything we do and our strategy consists on exploring the business areas and markets in which we identify ourselves as strong partners for any company. Implementation and maintenance of ORACLE technologies and systems - more than 10 years implementing Oracle as Oracle Gold Partners. Consulting services on best-of-breed IT systems for mature companies, such as SOA, BPM, ERP and CRM.

Business-specific consulting:
Retail Sector - In the retail area, Optimizer has reference international partners such as Wipro Retail, a leading IT vendor in the retail area. Health Sector - In health, the company has accumulated know-how in customers such as SPMs, the Portuguese Health System. Telecommunications Sector - In telecommunications, optimizer has one more partner positioned in an international level: W2i Consulting.

optimizer corporate software - As the company works on several different markets, niches are found and products can add value to business. Having this in mind, optimizer provides product for specific market segments.

Metrology - processes and plans all the calibrations of machines and gadgets.
Labs - manages all the clinical analysis life-cycle on a lab.
ris solutions - a integrated information system for all the sports organization players.
QoLS - quality of life information system. Health Related Quality of Life assessment in Oncology.
Sorciata - making collaboration productive and enjoyable everyday: manage contacts, projects and help people work together over the web in real-time.
OutSystems provides the only open, high-productivity application platform (PaaS) that makes it easy to create, deploy and manage enterprise mobile and web applications - helping IT deliver innovative business solutions fast.

OutSystems Platform

OutSystems Platform enables rapid delivery of beautiful applications for all devices utilizing responsive web design. The Platform empowers IT to attack changing business requirements by automating core DevOps best practices such as continuous integration and delivery. Available as a public cloud, private cloud and on-premises solution, the Platform is used by hundreds of companies in 24 countries across 22 industries.

Why is OutSystems Platform really different?

Mobile
- Create once for all devices automatically utilizing responsive web design

Open
- Customers can clearly detach onto industry-standard application stacks with open Java or C# code, no proprietary runtime
- Integrates easily with Eclipse and Visual Studio for weaving in new or existing code

Portable
- Customers can implement flexible deployment scenarios from on-premises to public or private cloud and use a hybrid approach

• Customers can switch between standard stacks (Java or .NET)
• Beautiful
  • Easily create apps with stunning user experiences
  • Amazing UX delivers high adoption rates
• Enterprise
  • Easily create complex systems (large volumes of data, non-trivial workflow and processes), not just single-function apps, while maintaining high performance and scalability
• Versatile
  • Equally comfortable creating complex or simple apps
• Easy to learn
  • Developer ramp-time is measured in days, not months

A free version of Agile Platform Community Edition is available for download at www.outsystems.com/download

OutSystems

P P M Coaches is a consulting company with international presence. Founded in 2008, it has a staff of 25 employees and a consistent growth of its revenue since the foundation of the Group. Acting in a transversal way to several industries (Telecommunications, Public Administrations, Civil Construction, Utilities, Finance, Education and Healthcare) it has specialized competencies in critical business areas. From these we can make out the competencies in Project Management and Business Analysis, where PPM Coaches is a primary player. In consultancy and training services, being also an accredited company by PMA-Project Management Institute and IIBA-International Institute of Business Analysis, the most important worldwide organizations in these fields of competences; by PMI Project Management Institute and IBA International Institute of Business Analysis, the most important worldwide organizations in these fields of competences.

Offer

PPM Coaches developed a specialized center of excellence in the following services:
- Professional Project Management
- Business Analysis
- Demand Management
- IT Governance

PPM Coaches accounts in its staff with some of the most recognized consultants in this area. This knowledge and experience is recognized through consultant’s individual certifications, as PMP, Project Management Professionals, and also at an institutional level, materialized in the following set of accreditations that PPM Coaches owns, unique in the Iberian Peninsula:

- REP Accreditation – Registered Education Provider by PMI – Project Management Institute
- EEP Accreditation – Endorsement Education Provider by IIBA – International Institute for Business Analysis
- Training entity accredited by DEGET – Direção Geral do Emprego e das Relações do Trabalho

Among the many services we offer, we highlight the following:

• Training in Project Management according to PMBOK and certified by PMI
• Preparation for the CAPM and PMP certification (PMI)
• Training in Business Analysis according to BABOK and certified by IIBA
• Preparation for the CBAP certification (IIBA)
• Training in IT Governance (ITIL v3, v4 COBIT, ISO 20000, ISO 27001) and conducting certification exams via EXIN
• Coaching in Project Management and Business Analysis
• Team Buildings for project teams
• Multimedia simulations to work soft skills and performance
• Development of personalized courses contents

Consulting

Senior consultants with international recognition of their expertise and accredited for the practice of many consultancy work in these areas at both strategic and operational levels with emphasis in:

• Evaluation according to many maturity models (Project Management and IT Governance) CMM, CMMI, ITIL, COBIT, ISO 20000, SOX, COSO
• Definition and implementation of OMO-Demand Management Office, PWO-Project Work Office and SMO-Service Management Office
• Definition and implementation of methodologies and tools of Demand Management, Requirements Management, Project Management and Service Management
• Project Managers, Business Analysts, Project Officers and other related functions Outsourcing

Engineering and Construction: Zaporze (Grupo Andrade Gutierrez), Elafac, BB Consulting, Engesa, Estruturas de Portugal
Financial: Novabanc, Indra, PCH, Artisoft, GFI, SPS, SGPS, Actias, ESAC, SGLT, Saphet, Megasa, Melia, Centro Hospitalar de Lisboa Ocidental, Ampaco, TAP, EDP, AKI, Grupo Prisa, Autoridade Tributária e Aduaneira, Sonangol, AlFardâengos de Angola, Ministério das Finanças de Angola

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www.ppmcoaches.com
Prinavera - Business Software Solutions, S.A. is a specialized company in management solutions development and business processes integration platforms. With an expertise highly qualified team of 200 employees, the company, as partner of excellence providing technology-oriented solutions, aims to support the current 40 thousand customers managing their businesses, gathering a 400 business partner network in different countries.

Prinavera BSS is recognized for the continuous innovation of its solutions, through an investment policy in investigation and development, from the cooperation of its staff in R&D programs in research centers and universities. Its maximum priority being its solution’s quality, Prinavera BSS is a ISO 9001 certified company since 2002.

Offer

ERP Prinavera business management system is a management solution used by thousands of companies in 20 countries. Based upon a transversal platform, acknowledged for being solid, reliable, intact and secure, ERP Prinavera includes a set of modules totally integrated allowing total data flow between the Financial, Logistics, Accountancy, Human Resources, CRM, Assets, Projects and other areas, giving organizations a completely integrated and global business view, an increased value factor within decision-making process. Thanks to its high parameterization and configuration ability, its solutions adapt to each company’s specific needs, regardless of its size or activity sector, with the highlight of being solutions able to perform in multi-currency and multi-language environments, in addition they ensure effective and swift reply to current tax compliance, within the different operating markets. The company highly stakes in business processes dematerialization, promoting access to electronic payment, delivering a cooperative platform which allows easy communication with employees, giving them the possibility to autonomously enter data into the system. Besides ERP Prinavera offers a set of vertical solutions and specialized products to complete the ERP allowing organizations to fully exploit information included in ERP with obvious management profits.

Main Clients:
- STCP, Oporto’s University, Republican National Guard, Sanpo, Landor, Herdade do Esporão, Paulino de Bolém and Galp Energia
- ERTU (Egyptian Radio and Television Union), Cape Verde Telecom, CST, East Time Telecom, Unitel, MultiTel, Angola Telecom, Morocco, Comarch and T Mobile
- Algeria, Cape Verde, Sao Tome and Principe, Namibia, Botswana, South Africa, Timor, Colombia, Paraguay, Argentina, Uruguay, Egypt, amongst others

SECTORS
- TRANSPORTS
- AND LOGISTICS
- TOURISM, HOTEL
- AND REAL ESTATE
- CONSTRUCTION
- AND REAL ESTATE
- PUBLIC ADMINISTRATION
- ENVIRONMENT
- AND LIVELIHOOD
- SECURITY
- AND DEFENSE
- HEALTH AND EDUCATION
PT Information Systems (PT Si) is part of the largest Portuguese private Group, Portugal Telecom (PT), a global telecommunications operator, national leading company in all sectors where it operates. With PT Si, Portugal Telecom is the only company offering a fully integrated and global technology supply, information systems and telecommunications. Approximately 2,000 staff members, ensure PT Si’s leadership as ICT solutions provider (Information & Communication Technologies). Through a range of solutions and reference products, based on the market's most advanced technologies and standards, PT Si provides each customer all the necessary skills, tools and methodologies to help through the creation or restructuring of their information systems’ various stages, from technology’s most appropriate choice, its implementation, maintenance and operation, allowing proper alignment with its business processes.

Offer
PT Si provides solid skills in Systems and Infrastructure Consulting, Integration / Development and Operation.

Core offers:
Telecommunications
PT Si has a global business support application’s offer, including a technological solutions’ set virtually covering all BTS (Business Support Systems) areas, aligned with the industry’s reference models, enabling fully integrated architectures systems’ creation, flexible and homogeneous, easily adaptable to telecommunications’ business needs.
• Integrated CRM & Billing
• CTI
• Self-Care
• Mobile Applications
• Business Intelligence
• Portability
• Revenue Assurance & Fraud Management
ICT Cross Solutions
• Cloud Computing
• Machine-to-Machine
• Low-Cost IT
• Collaborative Platforms
• Decision’s Support Solutions
• Business Management Solutions
• Customer Relationship Management Solutions
• Mobile Teams and Equipment Management
• Web Presence
• Social Media
• Geotagging
• Application Exploration
• Datacenter

PT Sistemas de Informação (PT Information Systems)
Established in 1988
A leader in the Public Sector

Qualidade, Turismo de Portugal, Exército Português, Portugal Telecom, Multitel, MTC Namíbia, Banco Espírito Santo, Banco MCTES, EMGHA - Gestão da Habitação Social de Cascais e Setubal

Quidgest is a multinational software engineering company created in 1988, pioneer in automatic code generation. The company is member of COTEC, innovative SMEs network and has been distinguished with the SME Excellence award in 2009, 2010 and 2011.

Being a leader in the Public Sector, Quidgest has a portfolio of more than 100 solutions distributed in different areas such as Strategic Management, Sales Management, Asset and Supply Management, Procurement and Logistics Management, Accounting and Financial Management, Human Resources Management, Document Management, Project Management and Health Care Management.

Currently, the company has subsidiaries in Macau, Spain, UK, East-Timor and Mozambique, and local partnerships in Angola, Switzerland, Germany, Brazil, Norway, Lithuania and El Salvador. Over the last years, Quidgest has invested successfully in internationalization.

Besides software development, Quidgest provides business consulting services, certified training and updates continuously implemented systems.

Solutions
Genio enables faster development, better alignment between user requirements and higher flexibility to accommodate requirements change throughout the development lifecycle and after system roll-out. This leads to a system that is able of evolving alongside organizational changes, not hinder those changes. Applications that would typically take months to develop, can seamless-ly be delivered in a matter of weeks. For this reason, the company is not known as a traditional software house but either as a ‘software factory’.

UPTO – Updating Technologically Obsolete Platforms
UPTO (Updating Technologically Obsolete Platforms) is a controlled automatic development process allowing rapid technological advances: This methodology overcomes the limitations and constraints usual in this transition type and are responsible for millions of euros loss. It stimulates a viable replacement of expensive platforms, which are de-pendent on a single person, on an old technology or are extremely rigid without any possible evolution.

Standard Management Solutions
Many of the solutions developed by Quidgest are repli-cated for several clients working in the same sector of activity. This has the advantages related to the traditional software package economy of scale, but the evolution, in this case, is much faster.
• Document Management
• Financial Management
• Supply & Logistics Management
• Human Resources Management

Specific Management Solutions
Many other solutions have been developed for niche mar-kets and clients and are also easily adapted to similar sec-tors, for instance:
• Aircraft Maintenance-Training Management
• Animal Facility Management
• Training Management Portal

Strategic Management
Balanced Scorecard is a performance management tool to aid the strategy implementation and execution. Not only is BSC Quidgest effective in implementing an organization’s strategy but it also focuses the organization’s resources on what is critical, in order to achieve its goals, minimizing waste of resources and reducing the information circula-tion costs.

Name: Quidgest
Established in: 1988
CEO: Cristina Marinhais
Headquarters: Lisboa
Office: Portugal, Macau, Spain, United Kingdom, East Timor, Mozambique, Angola, Brazil and El Salvador
Other countries where they operate: Germany, Norway, Lithuania
Team: 82 Employees
International Clients: Nações Unidas, Instituto Português da Oualidade, Turismo de Portugal, Esferico Português, Portugal Telecom - Associação de Cuidados da Saúde, Hotel Ritz Four Seasons, Município de Maputo, Área Metropolitana de Lisboa,

Instituto de Gestão Financeira da Segurança Social, Gabinete de Planeamento Estratégico Avaliação e Relações Internacionais do MCTES, EMGHA - Gestão da Habitação Social de Cascais e Setubal

Name: PT Sistemas de Informação (PT Information Systems)
Established in: 1989
Delegue Administrator: Miguel Moreira
Headquarter: Porto Salvo
Office: Portugal (Taguspark - Parque de Ciência e Tecnologia), Angola (Luanda)
Other countries where they operate: Brazil, Cape Verde, Sao Tome e Príncipe, Namibia, East Timor, Mozambique, Kenya, amongst others
Team: 2,000 Employees
Main Customers: Portugal Telecom, Oi, Cabo Verde Telecom, Timor Telecom, Multitel, MTC Namibia, Banco Espírito Santo, Banco BIC, Renault, Fjee, Sport Lisboa Benfica, TAP ADEN – Agência para a Energia (Energy Agency), AMA – Agência para a Modernização Administrativa (Administrative Modernization Agency), RMCA, The Phone House, Alfredo da Costa Maternity Hospital, Editor

Contact:
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Institute of Financial Management of Social Security, Gabinete of Strategic Planning, Evaluation and International Relations of MCTES, EMGHA - Management of Social Housing of Cascais and Setubal

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Tel: +351 213 870 563/652/660 | Fax: +351 213 870 697
1250-068 Lisboa
R. Castilho n.º 63, 6.º
Reditus is a reference company within business consulting and transformation services, information technology solutions and outsourcing services, with the aim to improve its clients business efficiency, investing a lot of confidence and value in the people who they work with. The company has over 2,500 employees and registered during 2010, a volume business of over 177 million Euros, more than one third regarding its international activity. These results are the outcome of a business growth policy set as an oriented strategy in 3 areas: acquisition and organic growth, internationalization, operation’s profitability and sustainability.

Its strategy’s success turns Reditus in one of the largest Portuguese players within IT sector, with national and international coverage.

Offer
Reditus joins experience and knowledge in this field to technical and implementation ability, tough a team of senior expertise consultants. The customer relationship is based on a logical framework of technological abilities and services, with field expertise.

Business Consulting & Transformation
Experience and knowledge are the company’s base for business consulting and transformation’s offer, covering strategy, organization, operation and information systems’ area.

Technology
Solutions that join experience, knowledge and the most advanced technology for SAP solutions development, application development, integration and management, methodology, solutions and tools, business intelligence & CRM, innovation & research, trainings, creativity and digital marketing.

IT Infrastructures
Reditus offer includes services and integrated solutions in advisory, concept, installation and maintenance in 4 areas: systems, security, networking e communications.

Outsourcing de Processos
Reditus Process Outsourcing services cover a wide range of skills and are totally flexible to its clients’ needs regarding BPO and ITO (back office and front office).

Outsourcing de TI’s
Solutions that include adequate agility levels to its clients’ business growth, under a risk share logic. Reditus solutions include application and IT infrastructure management in traditional models, IT infrastructure management in “as a service” model (Saas, Paas, Iaas, etc), use and IT infrastructure management team’s support, delivering specialized resources in several technological areas.

Security
Reditus follows an investment line and stakes in innovative manufacturers, who develop quality solutions and products regarding IT security, establishing partnerships for exclusive representation of its partner’s products in certain geographic markets. Currently, it has a partnership with MAN-DA and SAFEND.

Training
Reditus Business School is a DGERT certified entity and aims to develop its Client’s employee’s knowledge and expertise. Its offer cover training needs research, customized training plans, performance, follow up and training evaluation.

ACTIVITIES
SOFTWARE
SERVICES
INTEGRATED SOLUTIONS
TELECOMS
FINANCE
SERVICES, INDUSTRY AND TRADE
AERONAUTICS AND DEFENSE
TRANSPORTS AND LOGISTICS
CONSTRUCTION AND REAL ESTATE
PUBLIC ADMINISTRATION
ENVIRONMENT AND ENERGY
SECURITY AND DEFENSE
HEALTH AND EDUCATION

Name: Reditus
Established: 1996
CEO: Carlos Romão
Headquarters: Lisbon
Offices: Portugal, Lisbon, Oporto, Castelo Branco, Covilhã, Évora, Seia, France, Sweden, Angola, Mozambique and Brazil
Other countries in which they operate: More than 60 North and Central Europe countries, Magreb, Latin America, North America, Middle East and Far East
Team: 2500 Employees

Sona International Clients: Angola Telecom, BAL, Banco Popular, Mota Engil, Glauciano, Horvins, ICA, Monteal, Somangel, Suiheves, VIVOS, Worten, amongst others

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Tel: +351 214 124 198 | Fax: +351 214 124 198

www.reditus.pt

Company’s ID

Name: SIBS SGPS S.A.
Established: 1983
President of the Board of Directors: Vitor Bento
Headquarters: Lisboa
Offices: Portugal and Poland
Other countries where they operate: Angola, Algeria, Spain, France, Greece, Luxembourg, Malta, Mozambique, Poland and Romania
Team: 800 Employees
Main-Customers: BCP, BEI, Santander Totta, CDP, BPI, Montemor Geral, Banif and Unicef, CTIF, Petrolig, Repsol, Via Verde, Brisa e State (IGTCP)

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1649-011 Lisboa
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www.sibs-sgps.pt

Company’s ID

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The ST+I is in the market of information technologies since 1989, having vast experience in developing various solutions for the area of Health. ST+I is headquarter in Vila Real and has a branch in Braga. Recently began his internationalization and is already carrying on business in Brazil (STI SAÚDE BRASIL), Mozambique (STI SAÚDE MACOMBILO) and Spain through a partnership.

The ST+I adopted from the outset, a set of values and guiding principles of policy of government, including the creation of value as the main objective of management and employees, transparency, management independence and fairness in the relationship with customers and employees, focal points of its policy and that have greatly contributed to its success.

The ST+I aims to provide Solutions to its customers that, by their breadth, depth and flexibility that offer that in information processing, can add value to our customers and should be a reference in the way they respond to the expectations and needs of those who expect a system that privileges the greatest wealth of any entity: INFORMATION. Provide services that help our clients define goals and objectives of sustainability, calculate and report their performance and also reduce costs and errors relating to the collection of their data.

Certifications
- Electronic Prescription Solution certified by SPMS
- Quality Certification APEC - NP EN ISO 9001:2008
- Company PME Excelência ‘1
- Oracle Gold Partner
- Millennium BCP - company applauded 2013
- Integra CITECT Innovation Network

Name: ST+I
Established: 1989
CEO: Paulo Costa
Headquarter: Vila Real
Offices: Vila Real and Braga
Other countries where they operate: Brazil, Mozambique, Espanha
Team: 19 Employees
Main Clients: Câmaras Municipais, Estradas de Portugal
Main Solutions: Offer

Offer

GHAF – Hospital Management Warehouse and Pharmacy
A solution developed in partnership with some of the most prestigious institutions Portuguese Health, continuously evolving and that responds to the whole paradigm of Hospital Logistics.

CDM – Medicines circuit
A solution developed in partnership with some of the most prestigious institutions Portuguese Health that responds to the relation between patient / drug in Hospitalisation, as well as in the treatment Outpatient and Day Hospitals.

The solution aims to put the three main players in the treatment of the patient: Physicians (prescribing), Pharmacists (validation and distribution), Nurses (administration Therapeutics), to share information about the patient in real time.

QUIMIOPROCESS – Integrated solution for Oncology
A single solution to respond to the difficult management of the treatment of cancer patients.

QUIMIOPROCESS meets the daily needs that the pharmacotherapeutic management of the cancer patient requires. It is an application developed in partnership with some of the most prestigious institutions Portuguese Health, through a multidisciplinary process and whose philosophy has a framework of cooperation between different health professionals, with the aim of providing the best care for cancer patients.

Solutions
- XTraPaisz Passenger
Solution for operational support and management of public transport.

Tecnic provides solutions for smart command, control and management of teams, operations, resources and incidents, producing significant operating cost reductions, contributing to the success of our customers and helping companies compete in the most difficult markets.

- A Portuguese multinational company
- Sustained growth over for over 25 years
- Solid finances
- International recognition of our innovation and development capabilities
- Market leader in large-scale corporate systems
- Software as a Service (SaaS) accessible to all nature of enterprises
- High quality sales, development, engineering and technical support teams
- In house concept and design of hardware and software guarantee long term support of systems
- Frequent participation in European R&D projects
- Custom solutions
- Implementation of solutions for management through the main players in various market segments.

Tecnic has a multidisciplinary technical team, responsible for software, systems engineering product / industrialization, engineering, software development and project coordination.

Among Tecnic’s personnel, 20% have an MSc degree, 70% have a higher education degree, and 7% are technician trained.

Tecnic also counts on the support of national and foreign R&D institutions, through solid partnerships.

Technical support is provided by a qualified team with excellent knowledge of complex system maintenance.

Solutions
- XTraPaisz Passenger
Solution for operational support and management of public transport.

The basic solution above can be complemented with the following modules:

InfoPublic - Multi-channel platform providing precise and real-time information to passengers.

Eco-Driver – Control energy-efficient driving for reducing fuel consumption and comfort and safety of passengers.

Counter Smart System for passenger counting.

BusDVR – State-of-the art technology for capturing high-quality video.

InfoDesigner - Dynamic generation of information to the travelling public.

Infortracker - Dynamic onboard information concerning the service, with entertainment and location based advertising.
Established in 2002, TIMWE is a global provider of mobile monetization solutions, operating in over 75 countries and 25 local offices. The company presents a double-digit growth year after year, is a partner of global content and technology leading suppliers and is connected to more than 280 mobile operators in five continents. Through its supply, the company empowers access to about 3 billion mobile subscribers worldwide. The company’s mission is to maximize value’s creation for its clients with effective mobile monetisation solutions, using proprietary technology, global connections network with mobile operators, their mobile deep experience and presence on location.

**Offer**
The company offers solutions in its three key areas:

**Mobile Entertainment**
Consumers are constantly changing entertainment attitudes at a fast, challenging and innovative pace. Considering this, the company provides prompt mobile entertainment, since content selection, its delivery and management, as well as advertising, marketing and mobile entertainment services charge to consumers. Through a talented team and strategic partnerships with content owners, the company offers a rich mobile entertainment’s services portfolio, including local and global information, games, music, video, applications, amongst others, for:
- Mobile users’ Content Distribution and Monetization
- Global Solutions
- Mobile portals Solutions (completed or customized)

**Mobile Money**
Mobile phones currently take an active role in consumers’ daily life. Consumers are using mobile phones to access entertainment, bill payments, ticket booking, money delivery or issuing vouchers. Leveraging company’s connections with mobile operators and their technological knowledge in the area (SMS, WAP, USSD, NFC), TIMWE offers through mobile phone quick, easy and secure payments:
- Billing solutions that leverage access to operators’ billing platforms
- Online micro-payment solutions for merchants

**Mobile Marketing**
Mobile devices are currently shaping consumer’s lives and choices. Through a team of experienced specialists, mobile intelligence and proprietary technology, the company helps to design and implement “mobile marketing” customized solutions, allowing its clients to reach and interact with their target consumers anytime and anywhere:
- “Mobile marketing” strategies and campaigns for mobile operators, brands, governments / NGOs and Media Groups
- “Mobile advertising” Network

Via Verde was established in April 24, 1991, being one of the most visible symbols of Portuguese engineering innovation skills and demonstration of a service constant ability to evolve in order to adapt and enhance its offer.

Twenty years after its establishment, Via Verde covers half of the entire national car fleet. In the short-term, 3 of the 3.8 million vehicles driven in Portugal will be equipped with this innovative road services payment system, thoroughly developed in our country.

**Offer**
Technology
Via Verde is a technological solution, introduced in 1991 into Portuguese highways, allowing drivers to pay toll fees without having to stop their vehicles, through radio communication between an on-board unit (the identifier) and the equipment installed on track (toll antennas or gates), for which recorded transactions’ payment is performed through a debit card. Over the last decade, Via Verde has enriched its range of services with a new set of applications, able to respond to consumer new and constant growing needs.

**Via Verde Services**
In 2002, always increasingly focused on driver’s mobility and comfort Via Verde “gets off track” and creates innovative payment services with the same identifier, namely by a partnership with GALP resulting in service installation in key service areas belonging to this oil company. This year, a partnership with the City of Lisbon Town Hall was created and Via Verde extended its functionality to car access control to main historic city districts, starting by the legendary Bairro Alto. In late 2003, in partnership with Emparkai, Via Verde launched this time as a means of payment at this car park operator. This solution was extremely welcomed by customers and quickly spread to other car park operations, turning it into an unprecedented success.

**Via Verde Services Penetration**
Via Verde is now a useful reality in the life of those who drive, existing to ease up driver’s daily routine. The system can be used in more than 1600 kilometers of motorways, more than 90 parking lots, approximately within 100 filling stations, cross-country, from north to south and at five historic restricted access areas. This success reflects in every statistics, which allowed another recent partnership, this time in restaurant’s business with McDonald’s, which installed the service, still experimental, in three McDo’s.

**Customer service**
With national coverage, a distributed 16 stores network, Via Verde offers personalized service, technical assistance, products and services marketing. Via Verde has also a customer support phone number, which allows access to a range set of services, just a phone call away (707 500 900 working days from 8.30 to 20.30). Via Verde’s website is also an essential tool designed to create process autonomy and to ease up its customer’s lives. The website is actually an example of modernism and comfort, very characteristic of Via Verde’s brand, at the distance of a click.
Vortal provides solutions for electronic contract platforms and is one of the largest e-sourcing and e-commerce providers in Europe. With information technology’s use, it develops tools that enable purchasing companies to buy cheaper, more efficiently and that supplying companies have access to more sales and business opportunities.

As an electronic marketmaker (G2B Government to business to business) operator, the company operates with more than 40,000 companies in three continents and with 2,000 entities, with a mission to help its customers to buy better and sell more, achieving superior performance through a high performance collaborative platform.

Offer
Vortal delivers electronic platform solutions that enable the entire hiring process without any paper use. Through sector segmented markets, providing its users business solutions that allow supply and demand to meet each other, enabling perfect market conditions.

Vortal platforms are an alternative to traditional hiring model (with paper, phone, fax), consolidating communications between buyers and suppliers through electronic process, simplifying and speeding up the entire buying process.

Solutions available in Software-as-a-Service, are focused on supporting:
• Identify best products and services suppliers - Supplier Network
• Market consultation and negotiation Support Process - eSourcing Suite
• Pre-sales, management proposals, business productivity management, structured information about the market and competition - eCommerce Suite
• Collaboration Network between buyers and suppliers - eMarketplace
• Mobile Access to Platform for Monitoring Business Evolution

Mobile Concession Contract in Czech Republic
In September 2011, Vortal signed a concession agreement with the Czech Republic Government for the next five years, for an electronic contract platform operation in the country, involving some 450 public entities and an approximate value of 12.5 million Euros. Since 2012, all Czech Republic’s central government contracting entities must use this electronic contract platform.

Through an exact specifications demand book, the Czech Republic’s Government intends to implement the best technological solutions available in market, to provide public administration with instruments to reduce public expenses, increased transparency and increased number of small and medium companies involved in public contract procedures. Having been the only foreign qualified company, Vortal acquired local operator, Alityrade, relying on more than 100 public entities and more than 12,000 suppliers in Czech Republic; it is expected that this number reaches 300 public entities and 30,000 suppliers in 2012. With this operation, Vortal accomplishes its goal of being amongst the top players, in its operating markets. Besides being critical within Vortal’s internationalization process, this contract happens to be solid basis for other new market approaches.

Way2Nov, based in Faro, is a software-house focussing in the areas of consulting and systems development. With 18 years of expertise, Way2nov is involved in the change of T/H paradigms, working to answer the growing of demanding clients and supplying innovative and easy to use services. A multidisciplinary team ensures all the stages of each project, from development to commercialization exploitation. Accessible technology to everyone, regardless of their computing knowledge, is one of the premises of the Way2Nov. Our solutions are simple to use, inexpensive and focused on the client’s needs. Our most innovative service is a software that allows intuitive content handling on the part of managers and our success at communication solutions depends on our development, allowing intuitive content handling on the part of managers and a simple content and interactive reception with different audiences.

Offer
The innovation of our products is the main component of the solutions developed. Through several Data Mining Tools, the focus of relevant content communication to our customers is present in all our solutions.

Way2DS - our Digital Signage solution (corporate TV) allows the dissemination of different multimedia contents and their easy management. The platform allows the user to build, manage and manipulate from a central point sets of identical or different contents. The broadcasting in selected and dispersed locations is now possible, via local network or via the internet. The Way2DS is the ideal solution for the dissemination of products, services, promotions, news, events, informational and advertising content. The solution and management platform have been developed in order to make all the management processes intuitive. With the Way2DS u can also modernize the brand of any company and enhance its communication.

WayMedia - our WW solution with targeted advertising communicates what “really matters” to the internet hotspot user. Ideal for small or big spaces and establishments we provide WW internet services or monitoring and maximize the usage of existing Hotspots. Data Mining Tools are the main key of our solution which allows us to segment and better target the communication to be transmitted to each user. WayMedia also allows the collection of requests and detailed real-time statistics, as well as several campaigns and dissemination of different types of content simultaneously.

Personal Assistant - this solution assumes the functions of an unique and innovative personal assistant. Designed for tablets and interactive digital signage, our solution is proposed to increase the intersection between visitors and tour agents in each region. Through our platform you can avoid long waits in the lobby of your Hotel or company and standardize customer service areas; all while your customer is served by a “personal assistant” adapted to the characteristics of each one of the customers. Through Data Mining tools you can submit content and attractive locations that match the interests of visitors, regardless of where they are. The dissemination of each region cultural program, customer loyalty, reports and statistics are other functions of Personal Assistant. Currently this solution is being implemented in the regions of Algarve and Anda- lusia.

Name: Vortal
Established: 2000
CEO and Executive President: Rui Dias Ferreira
Headquarters: Oporto
Offices: Portugal (Lisbon and Oporto), Spain, United Kingdom and Czech Republic
Team: 93 Employees
Main Clients: ANC; ANA AEROPORTOS; GALÉ; Santa Casa da Misericórdia, 50% of all Town Hall’s in Portugal, 90% of all Hospital’s in Portugal, 40% of the 100 largest building companies in Portugal, Czech Republic’s Government, Ayuntamiento de Vigo e Diputación de Burgos

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Tel.: +351 210 125 000 | Fax: +351 210 125 010
www.vortal.biz

Name: Way2Nov
Established: 2002
CEO: Helio Cabrita
Headquarters: Faro
Offices: Portugal (Faro and Lisbon), Mozambique, Cape Verde and Brazil
Products presence: America, USA, Spain and UK
Team: 18 employees
Main Clients: Oil Gadelos, Sonae Portugal, Optimus Alive, Optimus, Levery Martín, Rock X, Mosse São Rogue, Martina Parques das Nações, Acrasil, Hospital CUF, Juicy Oasis, Distocetas

Bliss, Seven e Manta Beach, Grupo Ibexos, Letra 7; ACRAL, Universidade do Algarve, Associação Académica da Universidade do Algarve, e Modographe

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WeDo Technologies is a worldwide leader in revenue and business assurance. The company provides software and specialized consulting services to analyze, intelligently, large amounts of data for organizations aiming to accomplish their objectives, committed before shareholders. Through its products and services, WeDo Technologies thus helps to reduce or eliminate operational or business failures, allowing companies to obtain a significant return on investment by protecting revenue and reducing costs. Business Assurance RAID software has been successfully implemented in different telecommunications industries, retail and banking, delivering significant business results and an effective fast return on investment.

WeDo Technologies collaborates with renowned companies, world leading financial and retail sector companies and more than 100 telecommunications carriers in approximately 80 countries, with a highly qualified team of over 400 professionals.

Company’s Shareholder
WeDo Technologies is owned by the largest non-financial group in Portugal: Sonae Group, with 11,000 employees in 18 countries. The group operates in sectors such as retail, real estate, TMT, timber industry and other business areas, with significant relevance in Portugal.

Offer
An innovative in Revenue and Business Assurance Software
Organizations will fail if they fail to solve revenue assurance and business serious problems. As trading conditions become increasingly competitive and support success, business continues to increase in complexity, monitoring business processes and activities control have become vital for the future of any company.

Revenue and Business Assurance sometimes also known as "Tail Revenue Protection" is an area where WeDo Technologies - through its software and services - has become recognized as a company in constant innovation and a true market leader.

Management and Business Support
To reduce gaps between strategy and execution in order to optimize performance, several companies around the world have already joined Solutions and Business Support Systems by WeDo Technologies, to achieve business excellence. WeDo Technologies Systems and solutions, along with an outstanding service of marketed solutions implementation and support services to clients, have proved to be crucial for companies to increase their range of customers, so that they can take advantage of solutions to improve their performance and efficiency in business operations. Intelligibility provided by our solutions portfolio can help companies to face different challenges such as:
- Roaming Management
- Billing and Credit Control
- Incentives Management
- Process Management
- Data Retention
- Customer’s Value Management
- Mediation Management

Consulting Services
Under the "PreSistente" brand, WeDo Technologies provides international business consulting, having worked with over 150 companies in 88 countries around the world. "PreSistente" is an extensive knowledge of its consultants, supported by a wide range of project management, audit and technical analysis, providing superior service to its customers. PreSistente’s focus quality management is obvious in its consistent approach to all customer management aspects, from business development to the completion of projects.

Why to choose Winsig?
• Major PJC partner
• First company to be certified in Angola and Portugal
• PME Excellence
• More than 100 PJC software implementations and more than 18 years of experience in implementing Management Solutions
• Largest market team in “PJC Manufacturer” module (Industry)
• Own development of solutions aimed at specific niches and competent in the cloud area, a dedicated team to support PJC FX solutions (Software as a Service)

Offer
PHC Software
Standard modules, customized by Winsig to answer each client individually, already parameterized vertical applications and fully integrated with the Software PHC.

Winsig Solutions
Standard modules, customized by Winsig for each client, and vertical solutions totally integrated with PHC software.

SIG. Advogados
Solution for law and legal proceedings
SIG. ComponentesAutomóvel
Solution for managing and storing controlling of quantities delivered and delivery planning

SIG. Construção
Management solution designed to the specific needs of the construction market
SIG. Equipamentos
Solution that combines PHC Management and PHC Manufacturer to the needs of electronic equipment production
SIG. Molds
Mold management solution that allows to you control all information about customers, suppliers and production
SIG. Plásticos
Solution for injection industry and / or plastics extrusion
SIG. Suportes
Solution for optimization technician’s time and increase efficiency in customer service
SIG. Test
Solution for managing production processes, since the design of articles until the orders, packing and invoicing

Add-ons Winsig
Winsig also provides a set of add-ons already parameterized and fully integrated with PHC software.

WNN Thông tin
Mobility solution for the warehouse management that works with portable optical reading (handscans)
WNN Balanças
Communication interface for scales, compatible with all ranges of software PHC and Bizerba Models
WNN Carta de Refeição
Template to pay by ticket / meal for any financial institution
WNN Dívidas
Add-on that automates the sending of Overdue Debts by email easily and quickly
WNN Escala
Solution for managing roster in a simple and automated way
WNN Gabinete
Solution that allows accounting offices to automate communication taxes and create documents from Excel
WNN Gestão
Set of application modules that allow you to create an online store through the interconnection of PHC with Magento
WNN Mobilidade
Auto sales / Pre-Sales application, compatible with a broad range of terminals