enetel
SOLUTIONS

SHAPING THE FUTURE TOGETHER.

SOFTWARE SOLUTIONS &
PARTNER PRODUCTS INTEGRATION

Enetel Solutions Group is a software development and consulting leader, focusing on creating products and facilitating digitalization in enterprises to enable growth.

Be it an innovative consumer app or a next-gen enterprise system – we do it all, from product ideation and concept development to system rollout and scale-up. We create software products and solutions to find new competitive advantages for our clients.

WE CONSULT
WE CREATE
WE DEVELOP.

We are not just a bunch of developers and technicians. We are a cross-functional team of seasoned ex-corporate business leaders and engineers from different industry verticals, with a significant diversity of domain knowledge and extensive life and business experience. Our passion is to help you thrive by managing complexity while focusing on what you do best.

THIS IS
WHAT WE DO

CUSTOM SOFTWARE DEVELOPMENT

It's your interest that we put first! We help you transform and grow your business by developing solutions tailored to your customers' needs.

OUR PRODUCTS

Based on the needs of our clients and per the latest technological trends, we develop solutions that improve business and are easy to use.

PARTNER SOLUTIONS

A reliable partnership is the foundation of good cooperation. Therefore, we create and develop excellent relationships with top vendors, and shared knowledge and expertise are always available to our clients.

OUR PASSION IS TO MAKE OUR CLIENTS' END-CUSTOMERS **HAPPY**.

THIS IS
HOW WE DO IT.
...

THIS IS
HOW WE DO IT

CUSTOMER EXPERIENCE

In order to serve the customers of the future together, we must analyze, optimize, find synergies, constantly improve, be one step ahead, innovate. Cutting-edge technology and our cross-industry knowledge enable us to understand and manage increasing complexity, build intelligent and future-proof solutions.

ERP

A great customer experience starts with proper internal data management and accurate information about our business. When we have real-time information about our stock levels, products & services status, and all relevant data are integrated across our IT landscape, we have a good start.

CRM / BILLING

An exceptional customer experience is what drives loyalty and keeps the customer happy every time he receives an invoice. Finally, accurate billing is what seals the deal and completes the cycle of exceptional customer experience.

THIS IS
HOW WE DO IT
...

OMNICHANNEL

Customers want a seamless experience online and offline. They expect to be engaged and entertained throughout the whole customer journey and share their opinion on social media. Complexity is the name of this game. Our omnichannel expertise combined with your knowledge will make it happen.

ECOMMERCE

There is hardly any business today that is not present online, and the global competition is on. How can you compete with the big fish? Simple. Regardless of the size of your business, all you need is a flexible and well-designed web shop, properly integrated with your resource management, yourCRM, your communication tools, and social media.
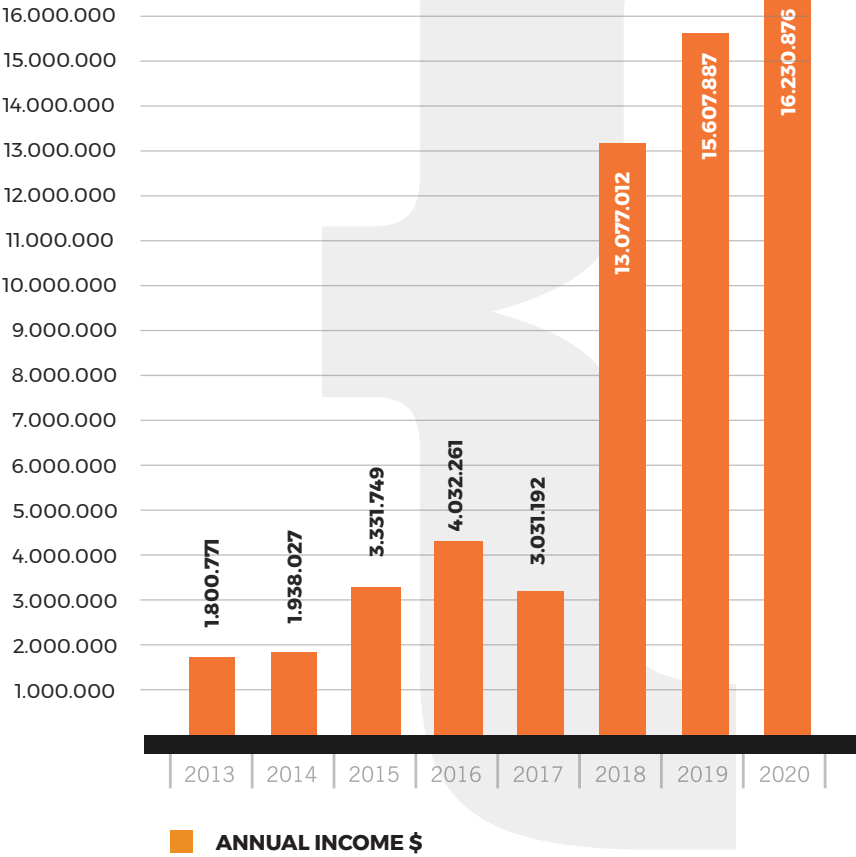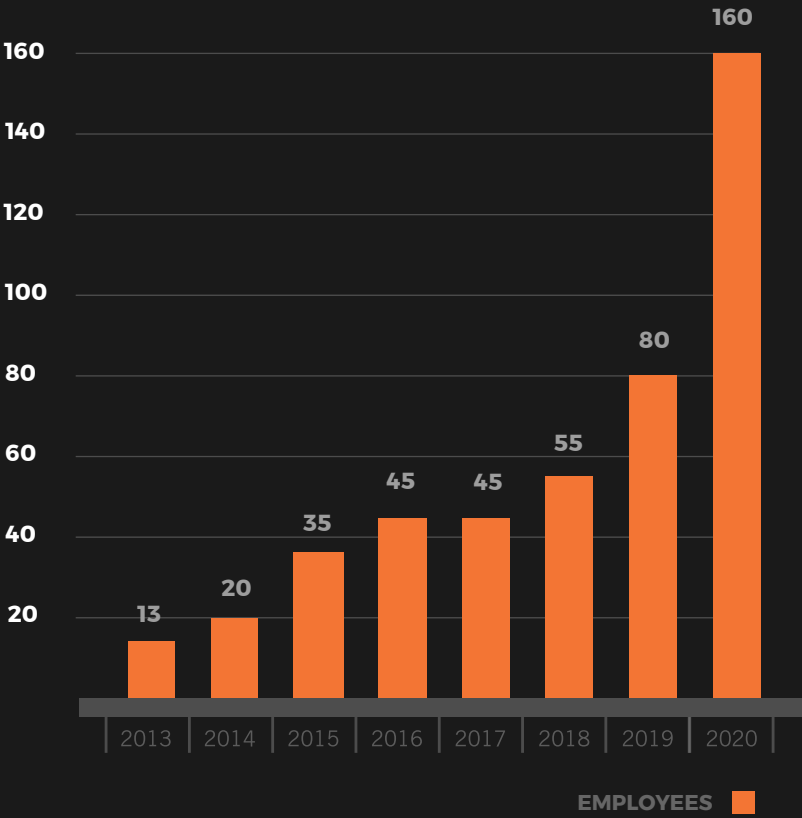
THIS IS
HOW WE DO IT
...

PROCESS AUTOMATION

Complexity, legacy systems, huge
and expensive IT landscapes make
it harder for any enterprise to serve
the ustomer properly and timely.
Tons of repetitive activities need to be
executed across various applications.
We can put an end to this pain and
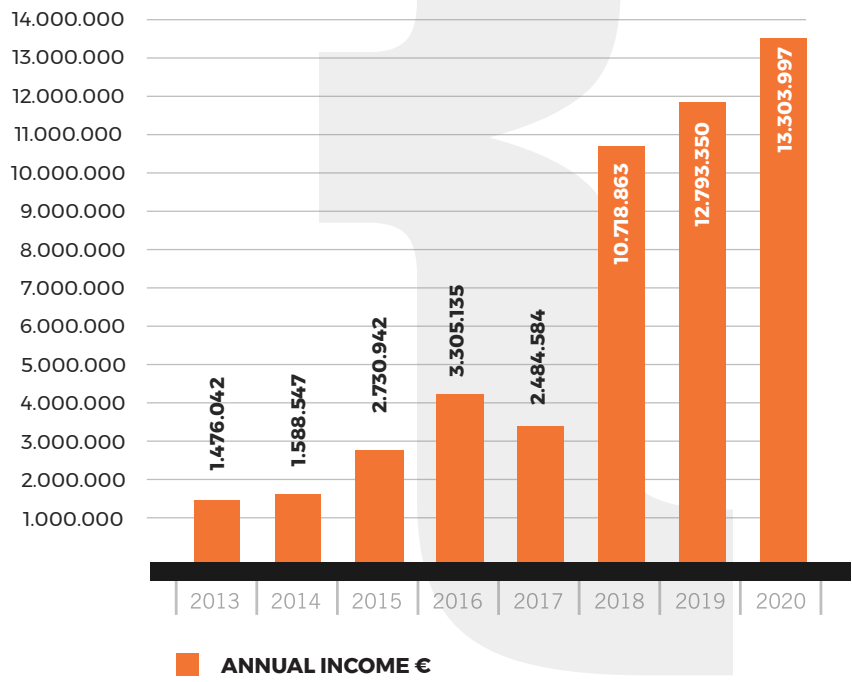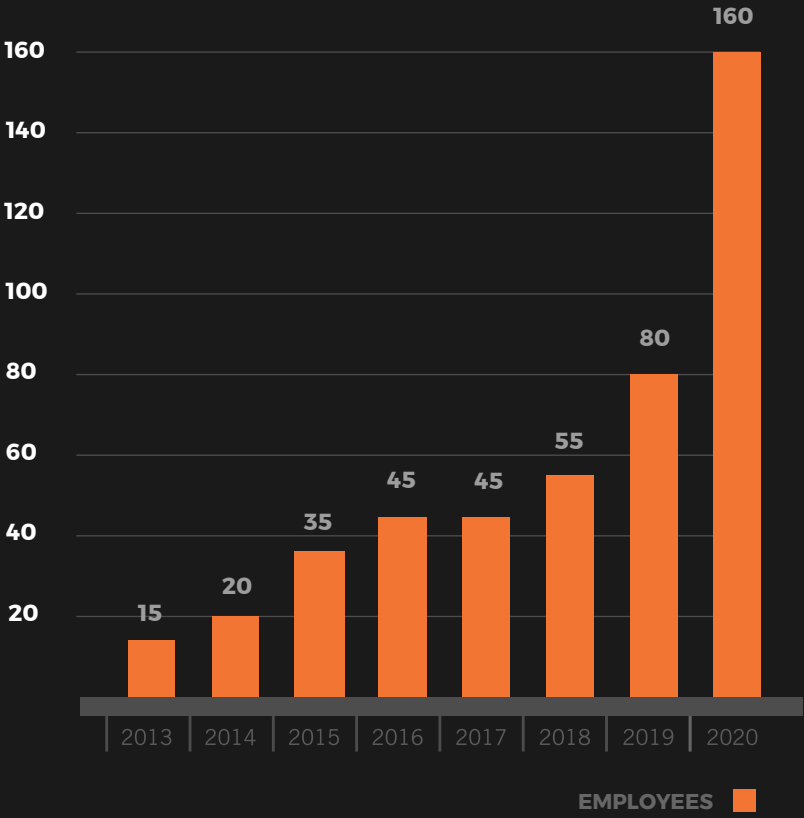relieve your people from repetitive tasks.

AI

Data improves our knowledge of
customer needs. Big data can give us
more insight and help us make
data-based decisions, allow us
to personalize and contextualize our
offer, including customer feedback
and help us improve our communication
with the customer in real-time and
ultimately provide exceptional service.

OUR **GROWTH**

160

160
140
120
100
80
60
40
20

13 — 2013
20 — 2014
35 — 2015
45 — 2016
45 — 2017
55 — 2018
80 — 2019
160 — 2020

EMPLOYEES ■

16.000.000
15.000.000
14.000.000
13.000.000
12.000.000
11.000.000
10.000.000
9.000.000
8.000.000
7.000.000
6.000.000
5.000.000
4.000.000
3.000.000
2.000.000
1.000.000

1.800.771 — 2013
1.938.027 — 2014
3.331.749 — 2015
4.032.261 — 2016
3.031.192 — 2017
13.077.012 — 2018
15.607.887 — 2019
16.230.876 — 2020

■ **ANNUAL INCOME $**

OUR **GROWTH**

Employees (left chart):
- 2013: 15
- 2014: 20
- 2015: 35
- 2016: 45
- 2017: 45
- 2018: 55
- 2019: 80
- 2020: 160

EMPLOYEES

Annual Income € (right chart):
- 2013: 1.476.042
- 2014: 1.588.547
- 2015: 2.730.942
- 2016: 3.305.135
- 2017: 2.484.584
- 2018: 10.718.863
- 2019: 12.793.350
- 2020: 13.303.997

ANNUAL INCOME €

PARTNER SOLUTIONS

ERICSSON

Microsoft

IBM

UiPath

aws

Symantec
A Division of Broadcom

CipherCloud

SAP Gold Partner

Alfresco

Our credibility is proven within our long term and trustful partnerships.

OUR PRODUCTS

Impoqo.cx

CloseOut

CIS
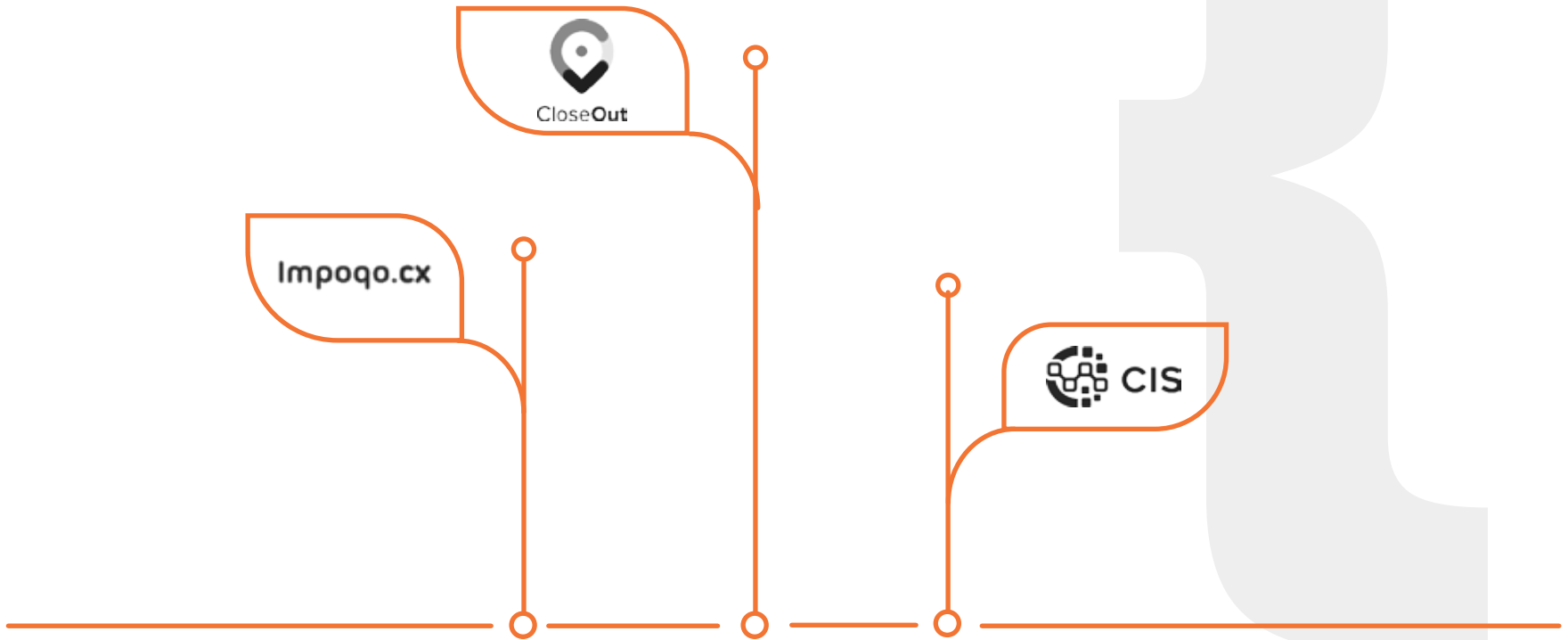
We carefully and proudly grow our in house products for digital era!

IMPOQO.CX
CUSTOM MADE BY YOU

Impoqo is tailor-made **by you** according to your needs, **smart and personalized eCommerce solution.**

Affordable, scalable, and plug & play end to end e-commerce solution, accessible to everyone everywhere.

We offer a simple, flexible, modular, and low-maintenance solution to scale your business in the world of e-commerce, increase your visibility, customers, and turnover.

Applied concepts include the following modules:

- eCommerce basic Cloud (SaaS)
- Promotions and advertising
- Integrations and multistore options
- Analytics
- Financial
- Logistic
- Support and tutorial

New Impoqo will empower the leading retail consumer electronics eCommerce portal in Southeast Europe.

CLOSEOUT
FIELDWORK QUALITY MANAGEMENT

Companies of various industry verticals, on the way to achieving eficient and successful project completion, encounter many obstacles in the fieldwork quality assurance area. Enetel Solutions addresses these pain points by creating a fieldwork quality management solution called CloseOut.

The solution is applicable to all the industries that have high-quality fieldwork requirements such as telecommunications, energy, oil & gas, utilities, construction, facility management, merchandising, and many more. Eficiency and simplicity at work within real-time fieldwork quality management!

Decrease your costs with zero return to the location, no-fault tolerance, and geotag fraud prevention

Increase the quality with proof in real-time and definition of Done

Quality performance tracking that brings real-time insights of the fieldworks on your projects

Increase productivity allowing the team to focus on getting more work done

CloseOut package reation on click with an intuitive streamline of as-built documentation

Online collaboration, direct interaction between customer/QA manager and field team
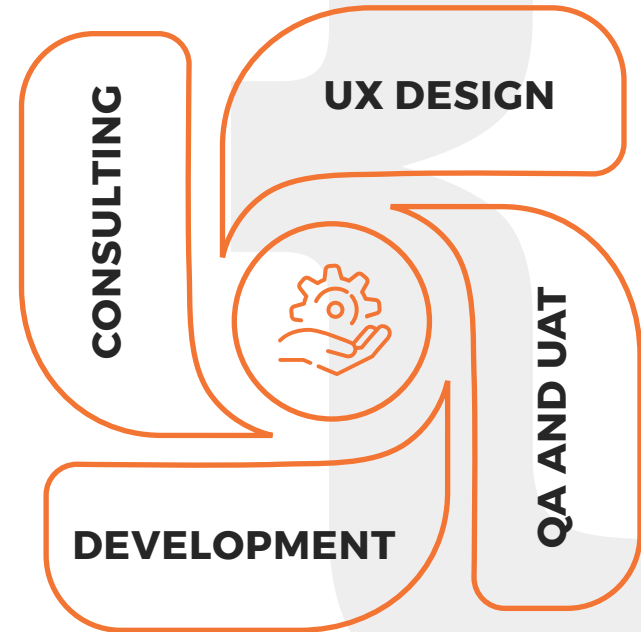
CUSTOM SOFTWARE DEVELOPMENT
WITH US, YOUR CORE BUSINESS STAYS YOUR ONLY FOCUS.

CUSTOM SOFTWARE DEVELOPMENT

- **The tailored fit** solution that revolves around your needs

- **Exclusive ownership** with full software rights to your own product, no more licensing fees

- **Customization** of pre-developed platforms to full-cycle custom software development

- Efficient adjustment and integration to **complex systems**

- Competitive advantage in creating scalable, **high-performance web and mobile apps**

- Insurance of **continuous work of businesses** by having endless software support

- Teaming up with global software vendors

- The wide diversity of **business experiences**

CONSULTING

UX DESIGN

DEVELOPMENT

QA AND UAT

CUSTOM
SOFTWARE DEVELOPMENT REFERENCES (2019)

UBC ASB
Удружење банака Србије п.у.
Association of Serbian Banks b.a.

СРБИЈА ВОЗ a.d.

PDT-R

traveleasy

UNDP

ROADS OF SERBIA

DAYSMAN

MORAVACEM
A CRH COMPANY

Multiscreen
IPTV
application

BUS CALC

BEAUTY PASS
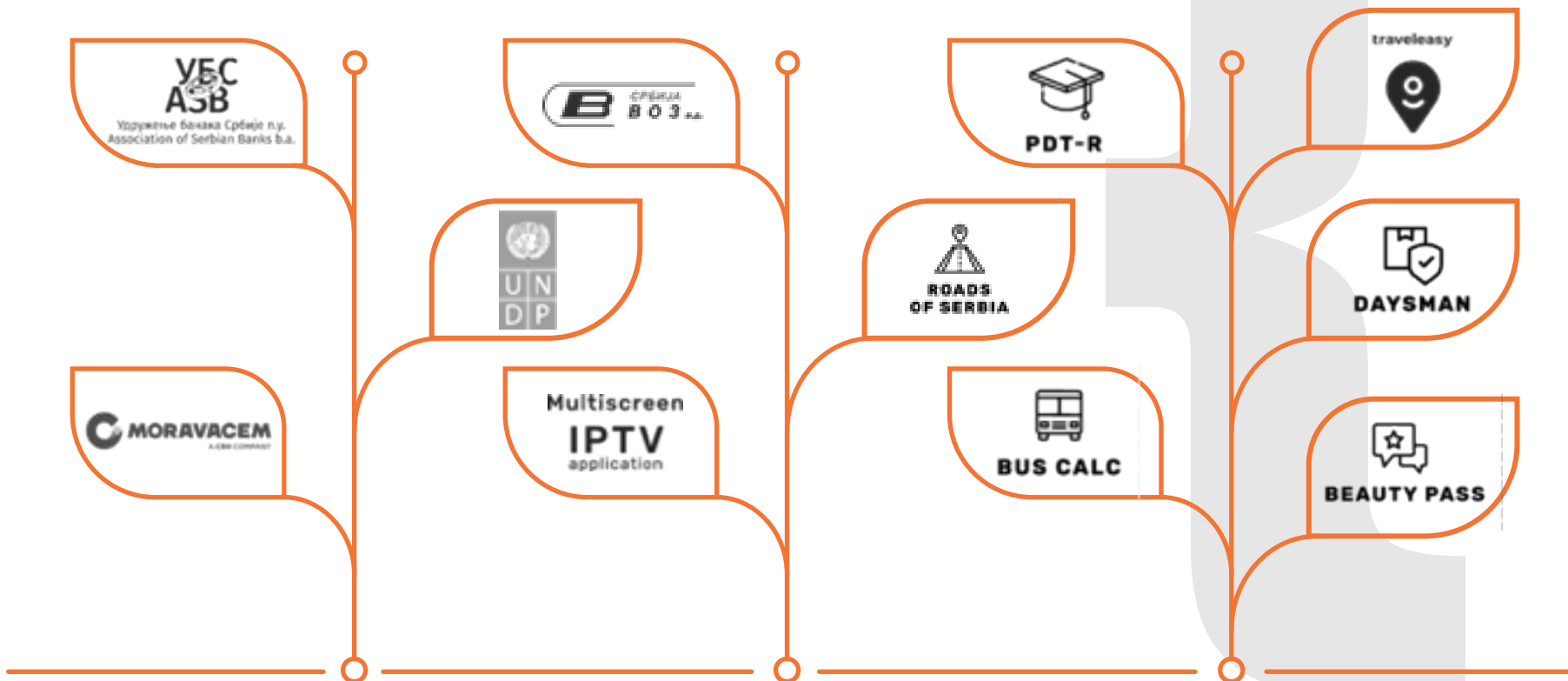
Variety of experiences & clients – our in house knowledge is our verified expertise

MULTISCREEN IPTV APPLICATIONS
PERSONALIZED ENTERTAINMENT SOLUTION

Our OTT tv is a cutting-edge multiscreen application, that enables your customers to watch video and tv live content on all devices. It is a complete, user-defined advanced OTT TV solution, for live and VOD streams. It is designed to make the TV viewing experience more interactive and personalized and by doing so, it creates an outstanding entertainment experience. Network security and performance are tightly managed to ensure a superior watching feeling, resulting in a compelling business environment for content providers, advertisers, and customers alike.

The application is available for:

- STB
- Web TV
- iOS
- Android
- Smart TV

DATA **SCIENCE**

Rapid technological development, creates a new generation of leaders who embrace new technologies, based on machinelearning and additional data sources.

Enetel Solutions helps you become a part of this generation, by using a number of significant benefits these echnologies create:
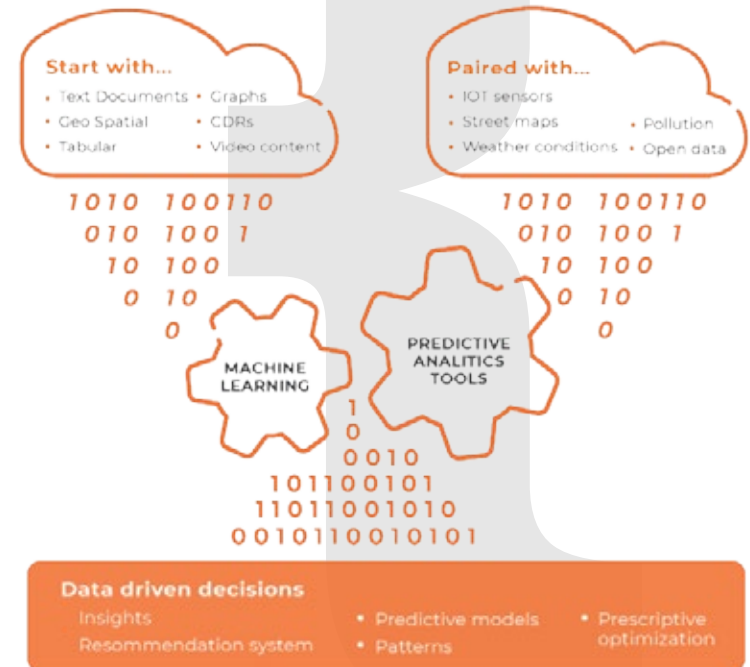
Easier, faster, and automated creation of innovative products and additional functionalities, as well as personalized advertising and communication

Exceeding customer expectations for individualization and dynamic product adaptation

Simplification of the process / internal procedures and reduction of dependent expenditures

Historical data can be converted to useful insights such as in sports. Current AI models are implemented in tennis, basketball golf. Give players, coaches, and referees valuable feedback on historical matches

Let us become Your partner on a journey from Data Wasteland to harvesting Insights from the Data Jungle!

Start with...
- Text Documents
- Geo Spatial
- Tabular
- Graphs
- CDRs
- Video content

Paired with...
- IOT sensors
- Street maps
- Weather conditions
- Pollution
- Open data

1010 100110
010 100 1
10 100
0 10
0

1010 100110
010 100 1
10 100
0 10
0

MACHINE LEARNING

PREDICTIVE ANALITICS TOOLS

1
0
0010
101100101
11011001010
0010110010101

Data driven decisions
Insights
Resommendation system
- Predictive models
- Patterns
- Prescriptive optimization

TECHNOLOGIES & DEVELOPMENT

| Java | PHP | Node.js | Objective C | Android SDK | JavaScript | HTML5 | Swift | Spark | Python | Unity |

DATABASE

| Oracle | MySQL Server | Cluster | Microsoft SQL Server | PostgreSQL | MongoDB | MemCacheD | Redis | CouchDB | Hadoop HDFS |
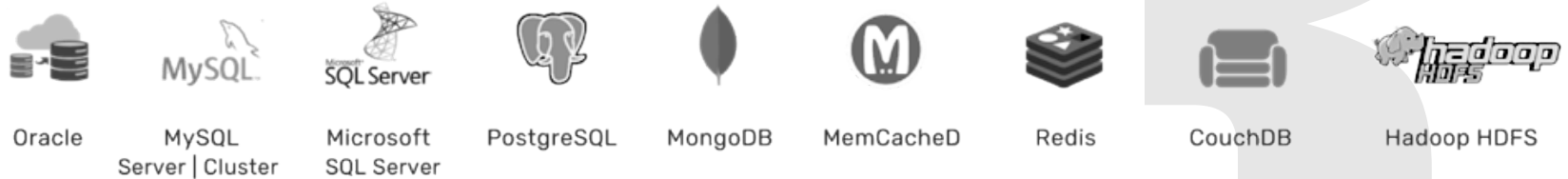
FRAMEWORKS | LIBRARIES | TECHNIQUES

| Spring | Hibernate | Tapestry | Laravel | Meteor | Angular | jQuery | JasperReports | React |

REFERENCES

Telekom Srbija

m:tel BiH

m:tel Crne Gore

ERICSSON

Aerodrom Nikola Tesla Beograd

ЖЕЛЕЗНИЦЕ СРБИЈЕ

ЈАВНО ПРЕДУЗЕЋЕ ПУТЕВИ СРБИЈЕ

ЕЛЕКТРОПРИВРЕДА СРБИЈЕ

ELEKTROMONTAŽA KRALJEVO

ROAMING Networks

KARISMA HOTELS & RESORTS

apex SOLUTION TECHNOLOGY

HIDRO-TAN

BP Beauty Pass

Willis Towers Watson

CS CONTACT SERVICE

e-INSPEKTOR

COMPUTERLAND www.computerlandshop.rs

Tehnomanija

N SPORT

Uradi Sam sve za kuću sve za stan

AQUAPLAN WELLNESS TIME

metalac

MK GROUP

УБС АSB Удружење банака Србије п.у. Association of Serbian Banks b.a.

СРБИЈА ВОЗ а.д.

MORAVACEM A CRH COMPANY

UNDP

enetel
SOLUTIONS

FUTURE IS
DIGITAL,
ARE YOU READY...

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