

CACTTUS

consulting | development | integration | testing | education

Driton Hapçiu

Managing Partner / Strategic Development

*2003 – 2015
12 Years and Still Ticking*



CACTTUS at a Glance

**Established
in 2003 and
present in
Albania
since 2006**

**One of the
leading ICT
companies
in Kosovo**

**Over 80
full-time
employees**

**Over 2,000
served
clients**

**Turnover
in 2014:
10.7 m.
Euro's**

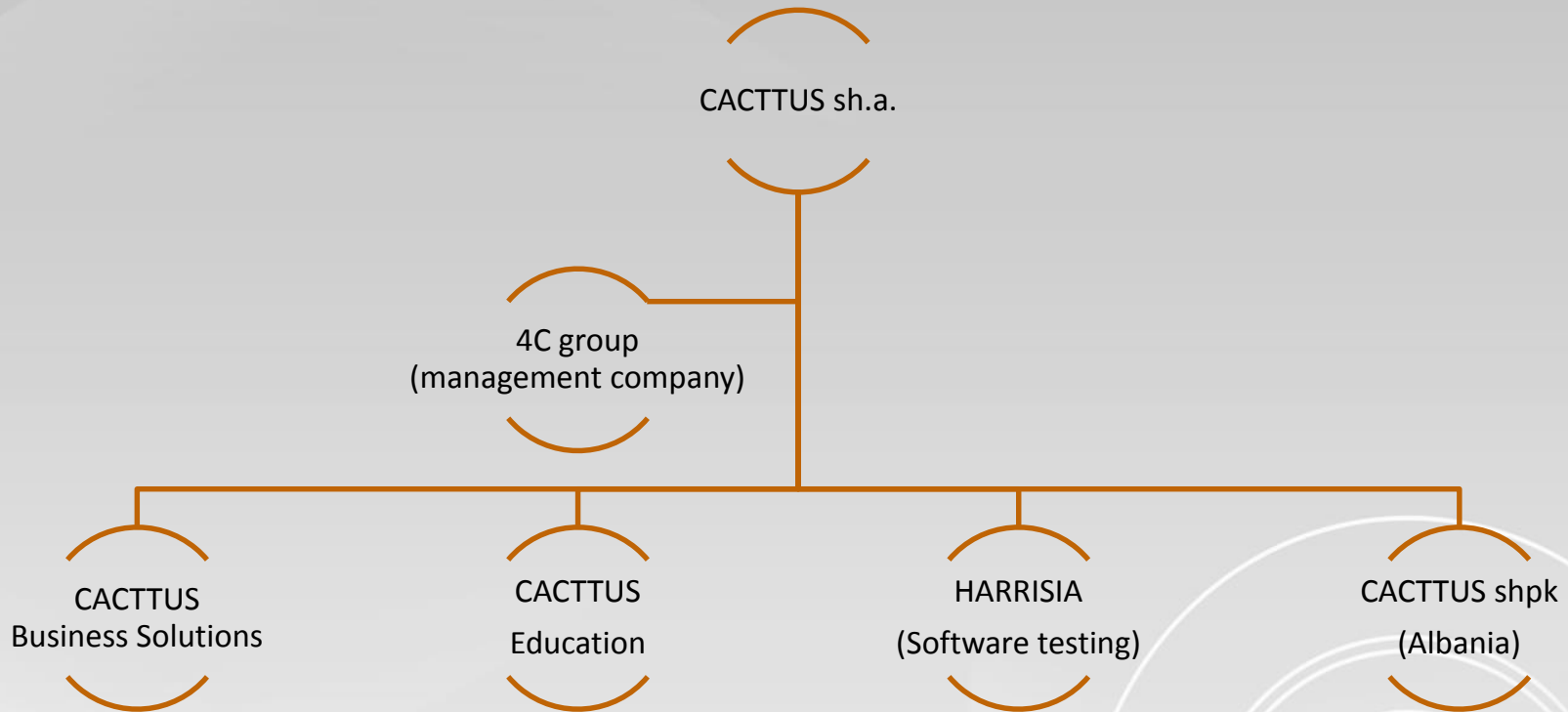


About CACTTUS

- CACTTUS is a private shareholding Company established in 2003 to provide clients in Kosovo and Albania with the highest quality Information and Communication Technology services and products.
- We are **leading** Kosovar and one of the leading Albanian companies in the field of Information and Communication Technology
 - System integration
 - Custom software development
 - Software Testing
 - Business Solutions
 - Implementation and support of modern and adaptable ICT infrastructures.
 - Consultancy services and solutions
- We are the **leading** Kosovar company in the field of Information and Communication Technology training



CACTTUS sub's



Mission / Vision

CACTTUS is a fast growing, young, flexible and efficient company that helps its clients and partners grow and develop by providing modern solutions and system integration of business and technical solutions based on the latest in Information and Communication technologies.

Our Vision is to become the leading system integrator and consultancy services provider in Kosovo and Albania

Industry Verticals

Gov & Public



Telecom
Operators



Financial
Industry



Health



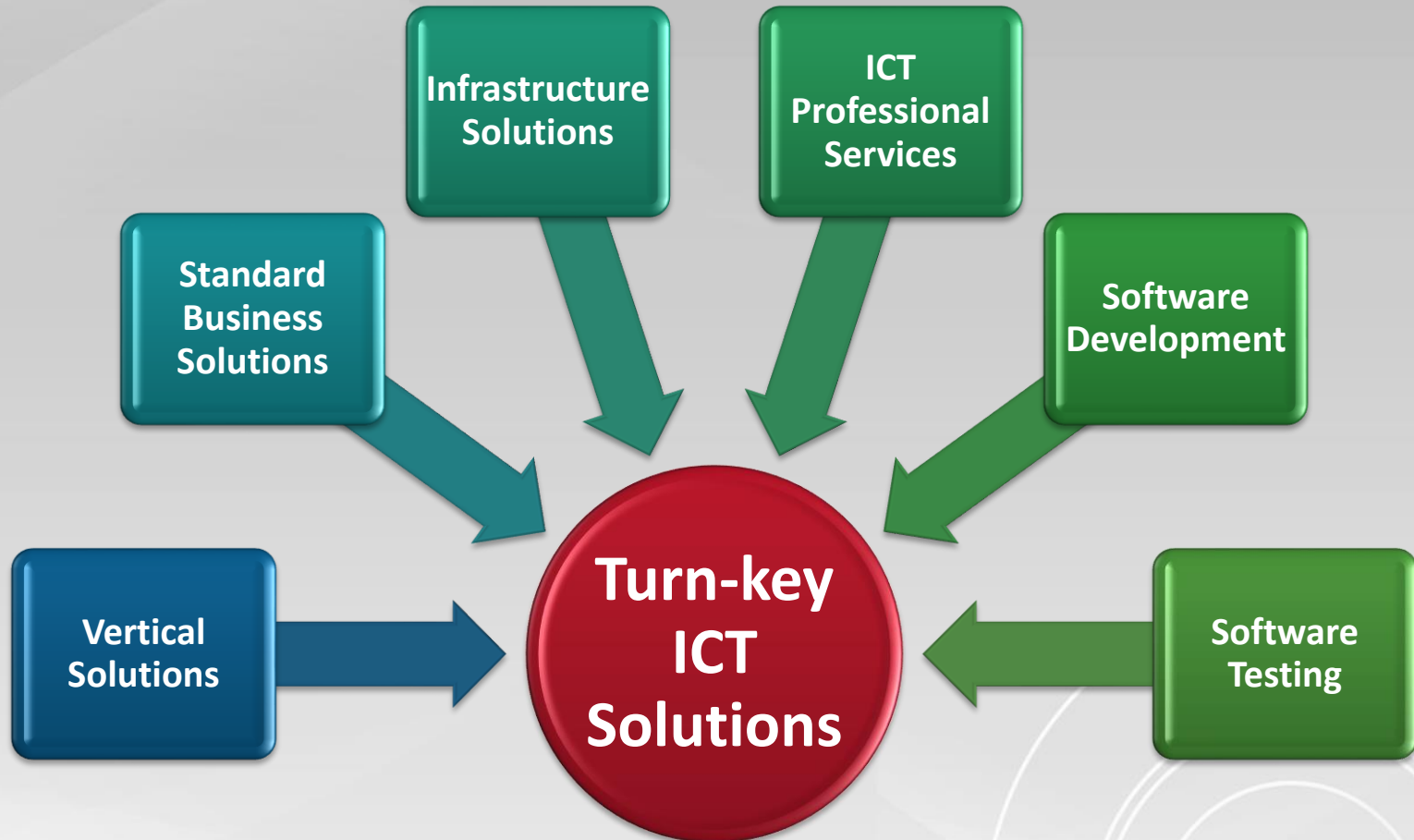
Education



Small & Medium
Enterprise



Portfolio



CACTUS services

- Integrated information and communication technology solutions:
 - Telecommunication & Networking
 - equipment and services
 - sales / integration / support / maintenance
 - Software application development
 - Business Solutions Application integration
 - Software Testing
 - Software and hardware integration
 - Solution design, development and implementation
 - Consulting
 - After sales / Technical support and maintenance
 - Training and certification



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Partners

Alcatel•Lucent



Microsoft®
GOLD CERTIFIED
Partner

Learning Solutions
Information Worker Solutions
Advanced Infrastructure Solutions
Networking Infrastructure Solutions



Symantec Silver Partner

ZyXEL

CITRIX



Vendor relationships

- **ALCATEL-LUCENT Chanel Partner**
 - Accredited Advanced Partner – *Fixed Access Network*
- **Microsoft Large Account Reseller**
- **Microsoft GOLD Certified Partner**
 - Learning Solutions
 - Business Solutions Provider / Information Worker Solutions
 - Advanced Infrastructure Solutions / Networking Infrastructure Solutions
- **CISCO Premier Partner – Tier1 – *Advanced security specialization***
- **IBM Business partner**
- **Lenovo Business partner**
- **ORACLE Partner and Education Training reseller**
- **Symantec Silver partner**
- **Xerox Business partner – DocuShare Integrator**
- **PALO ALTO Networks partner**
- **FORTINET Bronze Partner**
- **GFI silver authorized reseller**
- **Digium Partner for VoIP Solution, CheckPoint Partner for Network Security**
- **EMC / VMWare partner | CITRIX Silver partner | ADOBE Reseller | COREL reseller**
- **CISCO Networking Academy Program Local Academy**
- **VUE Testing Center | Prometric testing center | Solar Winds**
- **Microsoft Office Specialist Authorized testing Center | ECDL Examination Center**



CACTTUS Organizational Overview

CACTTUS Managing partners

CEO

COO / CFO / HR

Software
Development
& SW testing

Core
Infrastructure
/ System
Integration

Telecomms. &
Networking

Training &
Certification

Business
Solutions

Sales/presales

Finance &
Administration



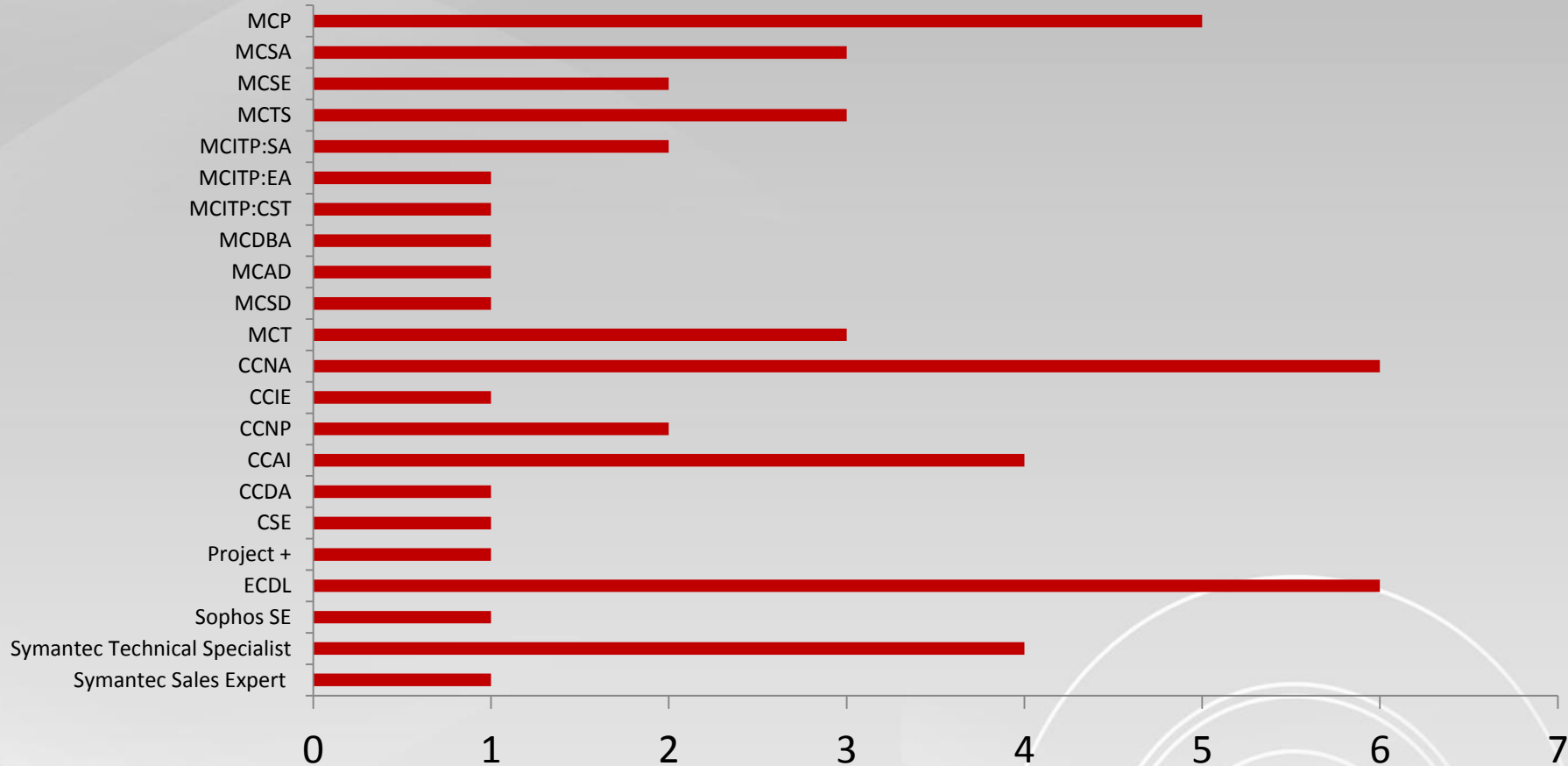
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People management

- Microsoft Certified
 - Application & Solution Developer's
 - Systems Engineer's & Administrators
 - DataBase Administrator's
 - Trainer's
- Cisco Certified
 - InterNetwork Expert's –
 - Security, Routing and Switching Network Professional's –
 - Academy Instructor's / Network Associate's –
 - Sales engineers
 - Trainer's
- Alcatel Certified engineers and solution providers
 - IP& Fixed Access Network
- PMI PMP certified
- Juniper Certified Network Engineer
- IBM server and technology certified engineers and sales
- Symantec & SOPHOS Antivirus certified engineers
- Quality manager's
- Project management certified
- ECDL Test Examiners | Microsoft Office Specialists



Our Staff



Short list of references - Kosova

- Prime Minister's Office of Kosovo
- Kosovo Assembly
- KS Ministry of
 - Public Administration
 - Economy and Finance
 - Agriculture
 - Labor and Social Welfare
 - Interior Services
 - Foreign Affairs
 - Justice
 - Culture
- Department of Justice Administration
- Kosovo Police
- Kosova Customs
- Post and Telekom of Kosova (PTK)
- IPKO Net
- Raiffeisen Bank Kosovo
- Procredit Bank Kosovo
- BpB Bank
- TEB Bank
- NLB Prishtina Bank
- KEK - Kosovo Electrical Corporation
- Kosovo Railways
- Kosovo Banking and Payment Authority
- Independent Comm's for Mines&Minerals
- Central Election Committee
- Prosecutors office
- HABITAT
- Tax Administration Kosova
- EULEX Kosovo
- EUOK (European Union office in Kosovo)
- International Civilian Office
- USAID Kosovo
 - Kosovo Private Enterprise Program
 - RTI; American Academy for Education
 - IREX KCSP; IREX media; World Learning: EROL; EYE
- OSCE
- IMG (International Management Group)
- UNDP Kosovo
- UNICEF
- DANISH REFUGEE COUNCIL
- United Nations Family Planning Agency
- Cultural Heritage Without Borders (CHWB)
- Kosovo Rural Credit Association
- SCAAK – Certified Accountants Association
- RECURA Financials
- Radio Television 21
- KOSOVALIVE News Agency
- Kosovo Terrestrial Telecommunication Network
- InterEuropa L.L.C.
- Coca Cola HBC Kosovo
- Veterinary Service of Kosovo
- POS Restaurant's and Caffe's
 - TerraNova shop • Lounge • Gagi • Amelie (1,2 and 3) • Duplex Oddysea Bistro Bar • Strip Depo • Sultan's • BoBowling • Woodland • Swiss casino • Costa caffe • Lips caffe • Sports caffe • Fox Pub • Toto • Gizzi Grill • Napoli
- HIB Petrol
- UJE RUGOVA
- Kastrati Petrol
- ICK-Innovation Center Kosova
- Kosova Cadastral Agency

Short list of references - Albania

- AL Ministry of
 - EU Integration
 - Justice
 - Agriculture
 - Education & Science
 - Finance
 - Foreign Affairs
 - Interior
 - Defense
- General Directorate of State Police (AL)
- General Directorate of Prisons (AL)
- General Prosecutor Office (AL)
- Tirana Prosecution Office (AL)
- High Inspectorate of Declaration and Audit of Assets (AL)
- Legal Medical Institute (AL)
- GIZ
- SIDA
- ABCOM , ISP (AL)
- Raiffeisen Bank (AL)
- Procredit Bank (AL)
- Alfa Bank (AL)
- OSCE
- Municipality of Tirana (AL)
- University of New York Tirana
- Albanian Union Saving Credit (AL)
- Terres Des Home NGO (AL)

What are we currently working ...

Software Development

Cadastral Agency
Privatization Agency
UNICEF
Ministry of Labor and Social Welfare
Ministry of Trade and Industry
Ministry of Diaspora
Checchi / USAID
GIZ Albania
IFC/World Bank Group

Business Solutions

HIB Petrol
EMERALD Hotel
Kastrati Petrol
BUCAJ
RUGOVA (water/cheese + dsitribution)
RAIFFEISEN
ProCredit Bank
EULEX

Training

- Kosovo Government
- OSCE
- Ministry of Education
- Kosovo Police
- LuxDevelopment

Telecommunication

- Post And Telekom of Kosova...
 - 3G/ 4G Network Upgrade
 - GSM operator Network maintenance
 - IMS (IP Multimedia Subsystem) Upgrade
 - NGN Network Maintenance
 - Core router maintenance
- EULEX
 - Maintenance of Core Cisco Equipment
 - Cisco Video Conference Equipment (Telepresence)

Sales and System Integration

- EULEX IT Infrastructure and Support Services (Microsoft)
- Kosovo Police
- Innovation center
- Ministry of Public Administration
- European Union Office Kosovo
- Council of Europe Office - Pristina
- HELVETAS Swiss Intercooperation
- TEB Bank
- BpB Bank

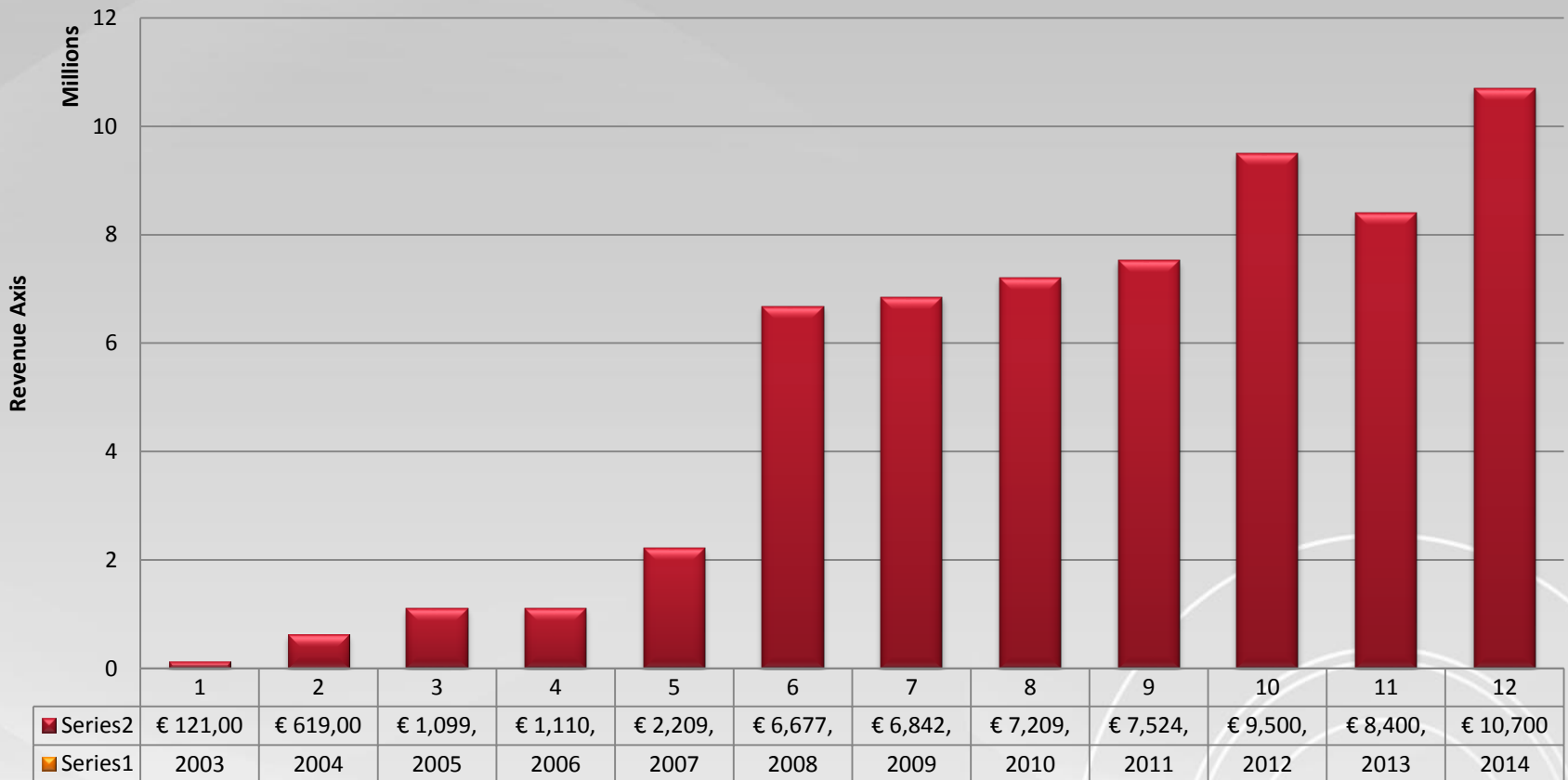
Consultancy

- Kosovo Terrestrial Telecom. Network



CACTTUS Growth in time...

Company growth in years



contact

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Ju falemnderit! Thank You!

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Managing Partner / Strategic Development
2015

