

Sintet

www.simet.com.tr

SIMET TECHNOLOGIES INC. CORPORATE PRESENTATION



"20 years old Value Added Distribution and experience on the subjects of Information, Communication and Network Technologies"



About Simet



Simet who started his activities focused on Information Technologies on 4th June 1997, has been developing technology solutions with the Worlds Leading Brands.

Simet who has become an expert on production, supply and distribution of advanced technology products with its hard core all of whom have technical background, is one of the pioneers in the market. Our Corporation that has strengthened its activities leading the sector with certifications of TSE, ISO 9001 Quality and ISO 27001. Information Security Management has been taking Customer Satisfaction as the most important value.



About Simet

Simet has been keeping its stocks in any kind of Network Technologies with value added products and solutions and has been launching to use of information professionals thanks to its activities in particular such as product development, product customization, adding local features, road map determination through latest trends.





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Simet Organization Structure





MileStones





IT 500 List : Top 500 IT Companies in Turkey



Simet



VISION

Always scientific, always first!

MISSION

Under the light of scientific works, constantly developing our quality through the mission of producing best services for the customer expectations



Our Values





Sintet

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Corporate Summary

Official Company Title Official Company Adress

Telephone / Fax Web – E-Mail Year of Foundation Tax Office and Number Capital Partnership Structure Business Model Field of Speciality Employee Structure Channel Structure

: SIMET TECHNOLOGIES INC.

- : 1065.Cad.1280.Sok.No:5/17-18 Öveçler Çankaya ANKARA/TURKEY
- :+90.312.4728787 / +90.312.4723131
- : <u>www.simet.com.tr</u> <u>sales@simet.com.tr</u>

:04.06.1997

- : BAŞKENT / 7700412972
- : 1.000.000 TL \cong 350.000 USD
- : Mr. Sinan BEDİR (%50) and Ms. Sibel BEDİR (%50)
- : Value Added Technology Distribution with its own Channel Structure
- : Network, Communication, Network Security Technologies
- : 24 (%55 Technical Background)
- : Active Local Sub-Distributors (SD) = 3 Active System Integrator (SI) = 26 Authorized Reseller (AR) = 300 Resellers (RS) = ~ 5000



Human Resources of Company





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Channel Structure

SD - Sub-Distributor

The companies which only make sale to Solution Partners and Resellers.

SI - Solution Partner – System Integrators

System Integrators who use Simet Products in their solutions

AR - Authorized Reseller

The companies with contract which sell and give service with Simet product line. Authorized Resellers just focused and dedicated to Simet product line.

RS - Reseller

The companies without contract which sell and give service with any brand IT products.



Channel Structure



***DMO : Government Purchase Office**

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Revenue Percentage





www.simet.com.tr

Our Corporation has been in the field of IT products, solutions and services with flexibility, reliability, usability, making life easier.

Main Line of Business;

- □ Network Technologies
- **Communication** Technologies
- □ Information and Information Security Technologies

Our Corporation which has a wide range of particularly product and service producing or supplying, following, producing or supplying technology, consulatancy, project and training works in all our fields of activities does not make sector based distinction.



Our Power







Our Abilities

- We chase latest technologies.
- We chase market needs.
- We are focused on local market, however we also chase global market.
- We examine closely technical details.
- We adapt local market needs on production.
- We realize all of our sales over our channel structure.
- We are able to provide technical details for all products that we represent.
- We constantly get trained and make R&D.
- We chase current projects directly or through our channel structure and transfer to channel.
- We constantly produce Turkish content and share all our fund of knowledge for free.
- We bring new value added areas in our channel regarding to our field of activities and develop new business fields.
- We build all our commercial relationship on friendship, respect an trust.
- We try hard to be honest seller and always reccomend this to our channel.





Why SIMET ?

- Solution development both on Table and in Field. Core cadre who are professional, reachables and specialist in their field.
- Rich technology culture with constant and updated trainings. O
 - Project based Customized solution with. \odot
 - Solutions only focused on the fields of activity. ${\scriptstyle \bigcirc}$
 - Source potential for horizontal and vertical technologies.

Rich variety, cost-effective and ideal profit margins.

- Continious and wide stock.
- Continious R&D and support with rich variety.
- Sales follow-up till getting customer satisfaction
- Detection of new and potential evolvement fields
- Improvement tendency strategies for channel.
- Close follow-up rivals and create distinctness
- Informing and protecting channel about global big players.





Sales Revenue (USD)



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ISO9001 : Quality Managament System

From the very first day of its establishment, the logic of document management system of its founders coming from their experience in government sector, turned into quality management system by completing its paper work in 2000. We always firstly consider our quality management system that we received in 2000 and renewed every year, on our Corporation activities. Simet with its all functions and operating, used Quality Management System as main principle even whereas many corporations see it as nothing but a formality.

Our quality management system and all process taking part normal operating procedures is open to improvement and always supports quality.

Please improve and lead us.





ISO27001 : Information Security Management System

Simet Confidentiality Policy

Simet has the ISO27001 Information Security Management System Certificate

As Simet Technologies, it is one of our priorities to ensure the safety of the personnel data. It is our most important rule to act suitable with the legal regulation and law on protecting personnel data and its safety.

Our company Info and Security Management System Rules shown in our web site ;

http://www.simet.com.tr/index.cfm?fuseactio n=objects2.detail_content&cid=2433



Sintet

ISO10002 : Quality Management – Customer Satisfaction Certification

- ✓ Visibility
- ✓ Accessibility
- ✓ Responsibility
- ✓ Objectivity
- ✓ Confidentiality
- ✓ Customer-focused approach
- ✓ Accountability
- ✓ Continual Improvement



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OHSAS18001 : Occupational Health and Safety Managament System

The most important thing is «Human Resources» for Simet Technologies Inc.

We as Simet Technologies Inc. have the OHSAS18001 Occupational Health and Safety Management Standart Certificate

OHSAS 18001 is international an occupational health and safety system. This management standard enables companies to control health and safety risks, while at the same time promoting employee well-being and a safe work environment.



: M 9885
: 02 July 2014
: 05 June 2017
: 04 June 2020

General Manager

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Integrate with the Universe

RTIFICAT

Our Official Public Web Site: www.simet.com.tr

You may reach detailed of all our products, latest news from Simet, techical details, announcements trainings and activities.

Both English and Turkish interfaces are availible.





B2B web site : www.alodepo.com

This web site designed for just only usage for Simet Reseller Channel. They may reach all of our product portfolio prices, stock information, details, news from Simet, technical details, announcements, trainings and other various informations.





Our Infrastructure and what we offer

Support web site : destek.simet.com.tr

We developed our own Support Ticket System, working connected with our ERP System. Our support team following the all tickets in realtime. Our Technical Support system is almost number one in Turkey.





Our Infrastructure and what we offer

Supplier web site : tango.simet.com.tr

This web portal just for only Simet suppliers.

Suppliers (Vendors) can check products, stocks, sales, inventory, sales demands, reports and market activities about their brand or brands.



Simet Supplier Portal Please Sign In
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Login
Forgot Password?
🗹 Remember me



Simet Technologies Inc. 1065. Cod. 1280. sok. No: 5/17-18 Öveçler - Çankaya - Ankara / Turkey || Tel: +90.312.4728787 Fax: +90.312.4723131
This site is for Simet® suppliers. All names and logos are trademarks of their respective owners and are copyrighted. All rights reserved. Tango Simet Com. 17 has been developed by using HTML5 & CSS3 & JQuery 1.10 and tested on all uc-to-date browners: tecal finds.



TECHNOLOGY SHOWS

TAIWAN EXCELLENCE and CEBIT 2013

We took part in Cebit 2013 and Taiwan Excellence Symposium together with our Vendor; DrayTek whose origin is Taiwan.







TECHNOLOGY SHOWS

TAIWAN EXCELLENCE 2014

Simet has attended to Taiwan Excellence Days Event which was held on September 20, 2014 at Istinye Park, Istanbul with DrayTek brand.







TECHNOLOGY SHOWS

TAIWAN EXCELLENCE 2015

Simet has attended to Taiwan Excellence Days Event which was held on September 4-6, 2015 at Istinye Park, Istanbul with DrayTek brand.













ANNUAL CHANNEL EVENTS

HiTech Camp 2013

Our Technology camp that we joined with our previgiled business partners took part in Kızılcahamam/Ankara on 24th/25th of Jan.











ANNUAL CHANNEL EVENTS

Rest Camp 2014

Simet Technologies Inc. has performed its annual event chain in an organization named "Simet Rest Camp 2014" at Bolu Thermal Hotel with the participation of elite business partners and vendors.



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ANNUAL CHANNEL EVENTS

Simet RestCamp'16

Traditionally held Partners/Channel Meeting (which was a new circle of the chain) by value added technological product distributor establishment, Simet Technologies Inc., has concluded with very special memories once again.





WORKSHOPS

Simet Technical WorkShops

With our regular technical work on weekends, a dozen of sector professionals are getting trained on network and communication technologies in order to be given continious updated information to our business partners.







PARTNER TRAININGS

Simet General Trainings

We give trainings special for the topic or technology to be given updated infromation to business partners of us.







PRODUCT AND BRAND ANNOUNCEMENTS





www.simet.com.tr
Our Activities



TECHNOLOGY TOURS

Technology Tours to different cities of Turkey

At these activities that are arranged by our Sub-Distributors or Solution Partners in our channel structure, it has been given detailed information or introduction on our brands.











Integrate with the Universe

Our Brands (Vendors)



gate**protect**[®]

www.simet.com.tr

Integrate with the Universe



DrayTek



www.draytekTR.com

DrayTek, established in 1997 by a group of talented engineers is now the world-leading supplier of state-of-the-art networking solutions. They have migrated from the leading provider of remote access solutions to the customized networking solutions for diverse local markets around the world.

At present, DrayTek's solutions ranging from enterprise-level firewalls, mission-critical VPN/VoIP facilities forSoHo, various xDSL/broadband CPE, to prospective telecommunication products and TR-069 central management solutions (e.g. VigorACS SI) can meet the market trend and go above and beyond customers' expectations.

Company web site www.draytek.com



Xentino



www.xentino.com

Brand of Xentino has firstly launched to use in earlier of 2000 espacially with xDSL Router products extensively in Middle East and Eastern Europe and then its cadre of R&D has met users with its many local options. Thousands of DSL line users have supplied products with cost effective and quality through Xentino brand. Following this brand achivement, after the establishment works starting in the mid of 2013, Xentino has started its Taiwan based activities with bigger exctiment, new generation dynamism and large range of products.

You may find Xentino products available in our product portfolio.

Company web site : <u>www.xentino.com</u>



Synology



www.depoTurk.com

Founded in 2000, Synology is dedicated to develop high-performance, reliable, versatile, and environmentally-friendly NAS servers. Their goal is to deliver agile and cost-effective solutions, solid customer service, and ultimately to ensure individuals and business the versatility of choices.

The firm whom its main product line is NAS(Network Attached Storage) has become a company that develops its own technology and is known by across the World in a short time. The firm located in Taiwan has solutions for any size of Business; SOHO, SMB and Enterprice. With its free of charge software and support 24/7 Synogy leaves behind its competitors.

Company web site : <u>www.synology.com</u>



Aten



ATEN, established in 1979, is specialized in connectivity and management solutions in accessing and sharing technologies. ATEN consolidates all of its products and services under one brand – ATEN, in order to provide an efficient and consistent service standard. The ATEN brand consists of innovative solutions applied to connectivity, professional audio/video, and green energy, for consumers, small/home offices (SOHO), small to medium sized businesses (SMB), and enterprise customers.

ATEN's SOHO and SMB solutions offer a series of cable KVM, desktop KVM, and LCD KVM products. The Enterprise solutions offer a series of Over IP solutions that allow customers to effectively manage IT infrastructure from anywhere in the world. The Professional Audio / Video line offers integrated video solutions for home and professional use for a variety of uses including corporate, education, hospitality, commercial and home theater applications. The recently developed Green Energy line offers energy-saving solutions for the data center with a range of intelligent PDUs that provide real-time energy management and performance indicators locally and remotely.

Company web site : <u>www.aten.com</u>



LINKSYS

www.linksys.com

LinkSys, that is a brand of Belkin Int. Company, is a well-known brand in IT sector. The brand of LinkSys was once preferred by Cisco because of the technologies they developed in network products field and for a long time continued as Cisco's business unit and brand. After being bought by Belkin Int., there hasn't been any important change in the product potfolio.

Company web site : <u>www.linksys.com</u>



Matrix



Established in 1991, Matrix is a leader in Telecom and Security solutions for modern businesses and enterprises. An innovative, technology driven and customer focused organization; Matrix is committed to keep pace with the revolutions in the telecom and security industries. With more than 40% of its human resources dedicated to the development of new products, Matrix has launched cutting-edge products like IP-PBX, Universal Gateways, VoIP Gateways and Terminals, GSM Gateways, Access Control, Time-Attendance and Video Surveillance solutions. These solutions are feature-rich, reliable and conform to the international standards.

Company web site : <u>www.matrixtelesol.com</u>.



Sundray



Shenzhen Sundray Technologies Co., Ltd. is an enterprise WLAN network equipment supplier which is specialized in R&D, manufacturing and marketing of enterprise-level wireless LAN products at application layer. Sundray is located in Intelligent Park of Nanshan District near Shenzhen University town, with more than 3500+ employees and with professional and advanced testing environments, equipments. SUNDRAY strictly controls the quality in manufacturing process. The international standards of the highest CMMI5 are consistently complied during the R&D process.

Company web site : <u>www.sundray.com</u>



GateProtect



www.gateprotect.com

For more than 10 years, gateprotect has been effectively protecting companies worldwide against cyber-attacks with IT security solutions "made in Germany".

The extensive Unified Threat Management solutions for medium-sized companies, the Next Generation Firewalls for highest security requirements in large companies and the Managed Security systems from gateprotect provide for reliable network security. With gateprotect "Complete Security", even mobile devices can be protected reliably.

Managing complex IT security does not need to be complicated. Thanks to the patentedeGUI technology, gateprotect solutions are especially easy to use and can be administered effectively. International awards such as the Excellence Award from Frost & Sullivan and the listing in the Magic Quadrant of the renowned analyst Gartner confirm this.

Company web site : <u>www.gateprotect.com</u>



Quedra



www.quedra.com

Quedra Network Security products are the detailed log and report management software brand. With the brand name Quedra, it mainly develops network and communication software. New generetaion Technologies and particulary for coorparate use web based software development tools has been used.

Quedra has been aiming to get its users more benefit by using its own fund of knowledge to costimize Network Security products in IT market, get complied with local codes and regulations. One of these, Quedra develops our Network Security products and detailed log and report management software for these products.

For further information: www.quedra.com



Clavister

clavister

www.clavister.com

Clavister is a network security vendor delivering a full range of network security solutions for both physical and virtualized environments. network security solutions are used by a wide range of organizations throughout the world, including mobile and network security solutions for large enterprises, cloud service providers and telecom operators. Their product portfolio demonstrates world-class performance, flexibility and robustness

They continue to innovate and pioneer new and exciting areas in network security. Their Clavister product line is available both as hardware appliances and virtual appliances. Each appliance series offers the same award-winning Clavister functionality and gives you the ultimate choice in selecting the right network security solution for your needs.

Company web site : <u>www.clavister.com</u>



SecPoint



www.secpoint.com

SecPoint was founded in 1999 and has 14 Years of continuous development on its Products. It is the most competitive company in the IT Security field with a wide range of products, including UTM's, Pen-Testing Products and Cloud Services, offering easy to use solutions for every IT security need.

SecPoint first designed the Cloud Penetrator in 2001, Penetrator Appliance in 2003, Protector UTM in 2005 and Portable Penetrator in 2007. Since then, there has been continual development across all three variations with many firmware updates offering new and exciting features.

Company web site : <u>www.secpoint.com</u>



AirLive



The manufacturer of AirLive® products, OvisLink Corp. was founded in 1993 in Taiwan by a group of industrial experts who set out to provide the best combination of quality, service, technology and value in the industry. Today, OvisLink Corp. is an international corporation, total networking solution provider with over 200 products and with hundreds of distributors around the world.

OvisLink Corp. was the first company in Taiwan to introduce Fast-Ethernet NICs and Switches when IEEE 802.3u standard was established in 1996. Moreover, OvisLink Corp. entered the WLAN market in 2001 with the AirLive® series and became the major provider of wireless solutions.

AirLive® is a brand providing Innovation, Solutions, Reliability and Technology. AirLive's R&D department continuously focuses its efforts on developing the right products including AirLive® WISP and Outdoor solutions, AirLive® SMB and Security solutions and AirLive® Small Office and Home products.

Company web site : <u>www.airlive.com</u>



24Online





Founded in 1999, **Sterlite** Technologies is an Information Technology Products and Software Solutions Company headquartered in India.

Envisioned as Platform for Innovators, it has grown to become a dynamic technology company in IP-based technologies. Leveraging its global sales and distribution channel spanning 110+ countries, it provides business critical solutions for Telecommunications, Networks Security and Access Gateway.

www.24onlinebilling.com Company web site: www.24onlinebilling.com



SIMET TECHNOLOGIES INC.

