



# neos

company profile

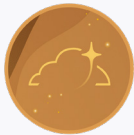


**Neos.**  
Engineering tomorrows.

# NEOS provides business solutions and services covering cloud and system infrastructure integration, advanced analytics and software engineering.

Our solutions provide business improvement by implementing cutting-edge technologies, turning new technologies into real business value.

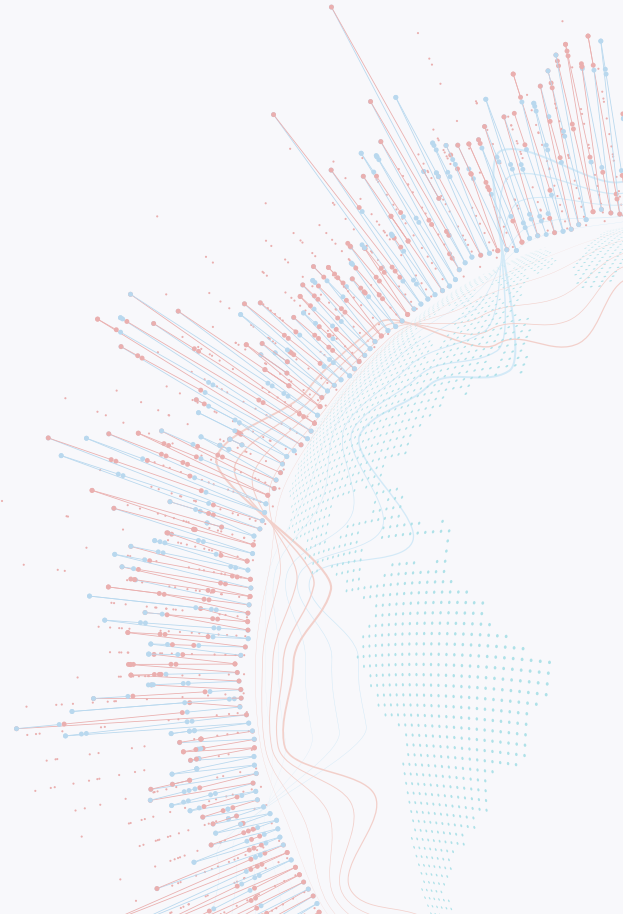
We enable business agility of all our clients using deep business expertise in financial services, telco and utility industries, and public sector.



2024 Oracle Partner  
Awards Winner  
Best-in-class  
Solution Provider Customer Success





Partner



|  |   |
|--|---|
| Company name<br>(per Commercial Register)      | <b>Neos Ltd.</b><br><b>for information system design and development</b>  |
| Address  | Ulica Ljudevita Posavskog 31<br>HR-10000 Zagreb<br>Croatia  |
| Company registration number (MBS)              | 080440664   |
| VAT registration number (OIB)                  | 77018181695   |
| Statutory body<br>(authorized representatives) | Management board members/liquidators:<br>Chairperson: Ivana Hatvalić Poljak<br>Management Board members:<br>Davorin Čapan, Dražen Marković, Mario Mrlić<br>Two Management Board members with joint representation |
| Telephone                                      | +385 1 5555 600   |
| E-mail   | info@neos.hr, sales@neos.hr   |
| Web  | www.neos.hr   |
| Foundation date                                | 4 July 2002   |

- CloudVane  
London, UK
- Neos Tech  
Ljubljana, Slovenia
- Neos HQ  
Zagreb, Croatia
- Neos office  
Osijek, Croatia

 Direct Coverage  
 Partner Network



## 2024 Oracle Partner Awards Winner

**Best-in-class  
Solution Provider Customer Success**

**Oracle Best in Class**  
Customer Success Partner Award for  
Technology Service Providers

**Oracle Customer  
Success Award**  
Third Party Technology Solutions EMEA

**Oracle Global Leaders  
Champion Award**  
Category ISV, EMEA

**TD SYNEXX  
Partner Excellence Award**  
for the outstanding sales  
performance 2023

**Oracle Partner of the Year**  
Oracle on Oracle Project  
Central Eastern Europe

**2016**

**Oracle Partner of the Year**  
Customer Advocacy FY18  
Central Eastern Europe

**2018**

**TD SYNEXX Sales Excellence Award**  
for the Oracle performance 2021

**2022**

**2015**  
**Oracle Partner of the Year**  
Business Analytics EMEA & GLOBAL  
**Oracle Innovation Award**  
ECE REGION

**2017**  
**Oracle Partner of the Year**  
Cloud Transformation Croatia  
**Tech Data Sales Performance**  
Oracle Total Revenue Croatia

**2019**  
**Tech Data Sales Excellence Award**  
for the Oracle Revenue Growth 2018

**2023**  
**TD SYNEXX Sales Excellence Award**  
for the outstanding sales performance 2022

**2024**

## NEOS RECOGNIZED IN TOP INDUSTRY ANALYST REPORTS

**Representative  
Vendor** in

**Gartner**<sup>®</sup>

Market Guide for Oracle  
Cloud Infrastructure  
Professional and  
Managed Services

Provider of **FinOps  
Services** in

**IDC**

Market Glance:  
Europe FinOps Cloud  
Transparency

CloudVane Featured  
as **Challenger and  
Fast Mover** in

**GIGAOM**

Radar for  
Cloud FinOps

## Delivering winning solutions requires a deliberate strategy that takes into account all aspects of the business.

Our method, including the following array of services, remains successful across all business areas and industries.



We continuously monitor and evaluate new concepts and technologies so we can implement the best possible and sustainable solutions that maximize the value of each client's investment.







### Data & Analytics

Translate your data into actionable insights and convert knowledge into future opportunities.



### Software Engineering

Custom-tailored business solutions that unlock your evolution and innovation.



### Cloud & System

Digital transformation of your business, enabling differentiation and competitive advantage.

AREAS OF  
BUSINESS

## Learn from your data to predict the future.



We believe that the key concept of data analytics is to understand not only the technology, but also the data itself.

By applying the theory and technology to practical systems, we enable organizations to obtain maximum value from their data.

### DATA ENGINEERING

Whether using traditional ETL/ELT for loading relational databases or real time processing events from large streams of unstructured data, we will help you select and implement best practices and technologies as a foundation for a unified, reliable, flexible and secure data platform.

### DATA ANALYTICS

By providing turn-key solutions ranging from domain-specific dashboards and key performance indicators to self-service data discovery platform, we enable your organization to become truly a data-driven one.

### DATA SCIENCE

Leveraging advanced analytics, machine learning and artificial intelligence, we turn terabytes of your data into knowledge. Use our help in identifying business use cases, data preparation, selecting algorithms and statistical models, training, testing, and presenting results.

SERVICES



DATA WAREHOUSE & DATA LAKES



ADVANCED ANALYTICS



BUSINESS INTELLIGENCE

**ORACLE®**  
Financial Services

ANALYTICAL APPLICATION IMPLEMENTATION



TRAINING

SOLUTIONS

**NEOS DATA INTEGRATION (DI) FRAMEWORK**

Build Enterprise DWH systems faster with increased quality



Neos DI Framework is based on a number of data integration projects implemented in past two decades. It represents a set of design & development standards, reusable modules and software components and ensures high quality and faster time-to-market of any data warehouse or data integration project leveraging industry-leading ETL/ELT tools and data storage platforms.

**FINANCIAL INSTITUTIONS DATA MODEL**

Enabling transparent and trusted source for all data

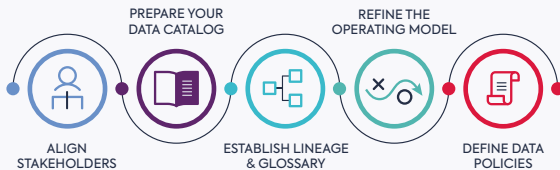


Neos DW Fin Enterprise model is a unified semi-normalised business-oriented data model used to store, unify and calculate data from all sources. The data model structure is based on our own DW data model implemented on a number of projects, including one of our biggest reference projects of Group DWH, integrating different group member data from separate business domains.

## COLLIBRA SERVICES

|                                     |                           |
|-------------------------------------|---------------------------|
| ASSESSMENT & REQUIREMENTS GATHERING | METADATA MANAGEMENT       |
| DATA CATALOG SETUP                  | DATA GOVERNANCE FRAMEWORK |
| CUSTOMIZATION & DEVELOPMENT         | DATA QUALITY & PROFILING  |
| TRAINING & USER ADOPTION            |                           |

### WE SUPPORT EVERY STEP OF YOUR JOURNEY



## CUSTOM SOLUTION



ODI TO COLLIBRA INTEGRATION MODULE

Neos ODI to Collibra integration module automates ingestion of metadata from the Oracle Data Integrator and seamlessly integrates it into the Collibra Data Catalog.



Fully automate your ETL development process understanding through metadata ingestion and cataloging

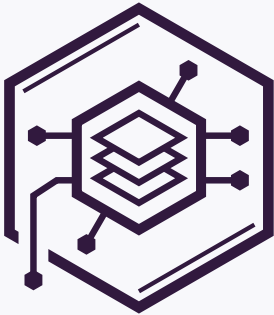


Gain insights into data lineage from Oracle Data Integrator processes to the actual underlying source of data, expanding to physical assets under these sources, their relations, and transformation logics between physical elements at attribute level



Based on open-source technologies – no need for additional licenses

## We will find or develop a solution that makes sense for YOUR company.



Years of experience and numerous successfully delivered solutions in telco, finance and other industries enable us to provide a wide range of services.

From domain-specific business requirement analysis, through detailed design with modern and user-friendly UX to the selection and implementation of architecture and technologies, we are here to support you.

### APPLICATION DEVELOPMENT

Based on your requirements and using their experience with complex solutions suitable for large enterprises, our front-end team will prepare pixel-perfect mockups with stunning design that contribute to the ultimate user journey. At the same time, our back-end team will design and build the core with availability, robustness and flexibility that support future growth at scale.

### APPLICATION IMPLEMENTATION

If an out-of-the-box SaaS solution best fits your organization, our consultants will assist with all technical and business aspects, ensuring a successful and customized implementation tailored to your requirements. Our experience stems from numerous implementations of modules related to profitability analytics, fund transfer pricing, procurement, order capture and management, customer journey and other business functions.

### DEVOPS

It is time to make your development life cycle smart and short. We can help you design and implement a state-of-the-art DevOps platform for Cloud native application development utilising containers, microservices and rapid operations insight.

# APPLICATIONS

## SERVICES

PROJECT  
MANAGEMENTBUSINESS  
ANALYSISSOFTWARE  
ARCHITECTURE &  
DEVELOPMENT

DevOps



TRAINING

## SOLUTIONS

**cloudvane**

Optimize cost and manage infrastructure in your multicloud environment

See the complete picture, down to the tiniest detail and workflow process. Automate policies to keep your Multicloud usage optimized and secure. Make all of the costs visible and controllable. Govern, analyse and manage spend, usage and security across your organization.

**TAX ENFORCEMENT  
CONTROL SYSTEM**

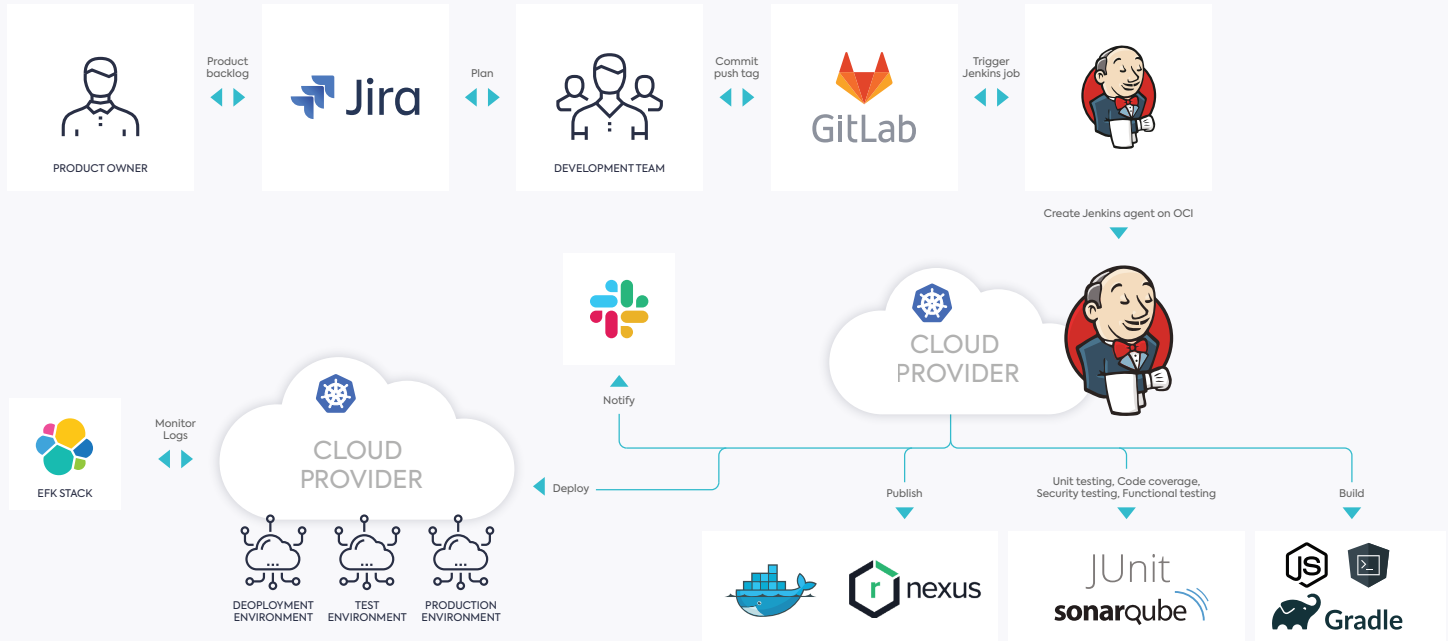
Upgrading tax collection and reducing grey economy

Improved tax collection. Reduced grey economy. Control and management of all cash and non-cash based payments. TECS is an integrated solution tax authorities use for income under-reporting and deduction over-reporting.

**FRAUD  
MANAGEMENT****CUSTOMER  
JOURNEY****ORDER  
CAPTURE**

APPLICATIONS

# Following the best industry practices in software development.



Reference Logical Development Environment

APPLICATIONS

## Neos can move your business to cloud in weeks – not months.



Infrastructure is expensive. Staff needs time to adapt after you finally move on from that legacy software that was slowing your ambition.

Let us help you find the best and most cost-effective solution, whether it is on-premise, Cloud or hybrid.

### CLOUD PLATFORMS

After we moved our own infrastructure to cloud years ago, and facilitated the journey to Cloud for dozens of clients, we have built our own methodology to help you choose the best combination and migration path. Once in cloud, use our Multicloud cost management and resource automation solution – CloudVane – to optimize your cloud costs.

### DATA MANAGEMENT

We use a wide range of enterprise and open-source solutions. When it comes to Oracle, we possess unrivaled experience and certifications in architecture design, installation, maintenance and migration related to on-prem, Cloud or hybrid solutions. Our vast experience with appliances like Exadata, Exalytics and Big Data Appliance comes from using it in our R&D center.

### MIGRATIONS & SUPPORT

No matter whether you chose hybrid, multi-cloud, or full lift-and-shift strategy, we will plan and execute the entire migration process. We'll be the guide on your Cloud journey, leaving you free to focus on using the new platform as a baseline for competitive advantage through faster time to market and the reduction of overall cost.



SERVICES



CLOUD ARCHITECTURE,  
MIGRATION AND  
GOVERNANCE



DATA  
MANAGEMENT



INFRASTRUCTURE  
INSTALLATION, SUPPORT  
AND MAINTENANCE



SYSTEM INFRASTRUCTURE  
DESIGN, DELIVERY AND  
DEPLOY

SOLUTIONS

ORACLE

**ENGINEERED  
SYSTEMS**

Consolidate existing IT infrastructure and quickly adjust to surges in demand

Integrated, full-stack solutions that enable running mission-critical customer workloads faster, at lower costs, and with greater security than multivendor, on-premises solutions.

ORACLE

**APPLIANCES**

Oracle Database, ZFS Storage and Zero Data Loss Recovery Appliances

A simple and optimized solution for remote and edge computing, high performance, enterprise storage system and automated protection and recovery of Oracle Databases.

IBM

**SOFTWARE  
SOLUTIONS**

Empowering you to run your business smarter, freeing you to focus on innovation

Featuring the latest emerging technologies – such as Artificial Intelligence (AI) and machine learning – applied in innovative ways to address top business concerns.

IBM

**HARDWARE  
SOLUTIONS**

Best-in-class solutions for storing your business data

Next-generation server systems that provide improved scalability and flexibility, increased and optimized hardware capacity and comprehensive hypervisor options.

# NEOS EXPERTISE

## BASIC ENABLEMENT

Let us help you get started with cloud. Leave the basic setup and provisioning to us.

- Landing zone
- Connectivity
- Team Enablement

## CLOUD MIGRATION

Organizational transformation is what we do. Let us transform your enterprise into an agile, scalable and cost-effective cloud infrastructure.

- Assessment
- Migration
- Support

## DATA & DATABASE MIGRATION

Data consolidation with modern and scalable architecture. Consolidate your data in one place thus making it accessible to users and applications.

## DATA & DATABASE MANAGEMENT

On top of our classic service for cloud management, we can assist you in data and database management to increase business agility.

## CLOUDVANE

Optimize Cost and Manage Infrastructure in your Multicloud Environment. Implement FinOps with ease and take control of your multicloud.

## CLOUD DEV ENABLEMENT

From education to deployment with optimization in mind. A cloud-native application with scale, speed and built-in best practices.

- DevOps Setup
- Kubernetes enablement

## CLOUD-NATIVE - BORN IN CLOUD

We enable ISVs to successfully transform their offering by leveraging the capabilities of leading cloud providers.

## MANAGED FINOPS SERVICE

Training, setup and monthly service to keep your Multicloud environment optimized and manageable.


## MANAGED CLOUD SERVICE

One service, one bill. Managed cloud service includes everything you need while you focus on your core business.

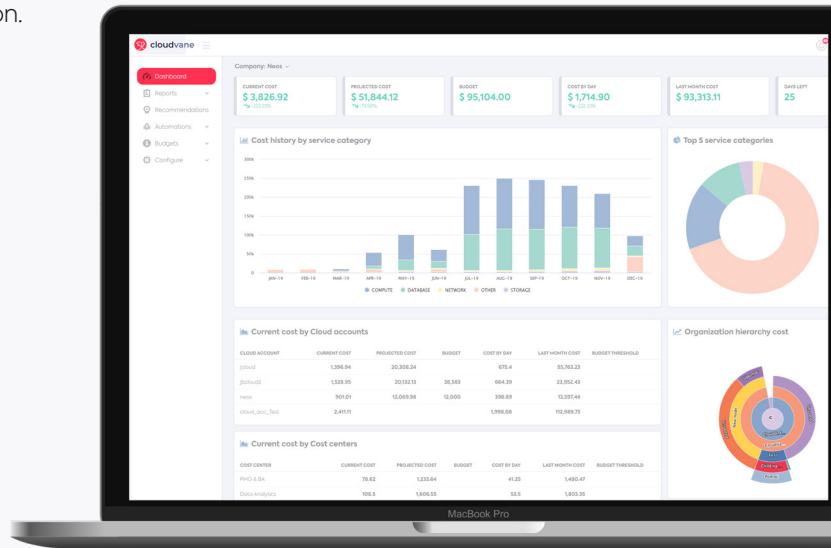
# Optimize Cost and Manage your Multicloud environment

Full control and optimization of your cloud costs with increased visibility, monitoring and machine learning based prediction.



 The simplest way to integrate FinOps into everyday operations is to use CloudVane

 The application of FinOps methodology implies the application of FinOps standards



## Oracle Partner

Neos has adopted all 4 Oracle PartnerNetwork tracks and is the leading Oracle partner in EU according to the number of expertise.

- **Cloud Build Track** – for Independent Software Vendors (ISV) and other partners that provide commercially available products and/or services built on or integrated with Oracle Cloud;
- **Cloud Sell Track** – for partners who resell Oracle Cloud products;
- **Cloud Service Track** – for partners who implement, deploy and manage Oracle Cloud services;
- **License & Hardware Track** – for partners who build, service or sell with Oracle software licenses or hardware products.



## IBM Gold Partner



Top-tier IBM Gold Business Partner with ability to deliver high value transformational solutions, build smarter businesses and achieve customer success with proven and best of breed IBM solutions, products and services.

IBM Gold Business Partner and authorized and certified IBM Business Partner Solution Provider for IBM z, IBM Power Systems, IBM Storage hardware and software solutions, z/OS software (IPLA) and complete IBM software portfolio (Data & AI, DevOps, Integration, Business Automation, Security, AIOps, ESG and more) in Croatia.

We provide installation configuration, maintenance and support services for IBM software, IBM Systems, IBM Storage solutions and integrated solutions including Red Hat software.

PARTNERSHIP

## FinOps General Partner



The FinOps Foundation is dedicated to advancing people who practice the discipline of cloud financial management through best practices, education and standards. Their mission is to advance every individual who manages the value of cloud wherever they are.

NEOS provides following FinOps-related services:

- Consulting
- Multicloud workload migration planning
- Multicloud workload optimization
- FinOps Certified Practitioner Training



PARTNERSHIP

We partner with prominent enterprise technology vendors to offer a comprehensive service to our clients.

## Partners



Bringing IT Together



YOUR KEY TO SUCCESS

## Vendors

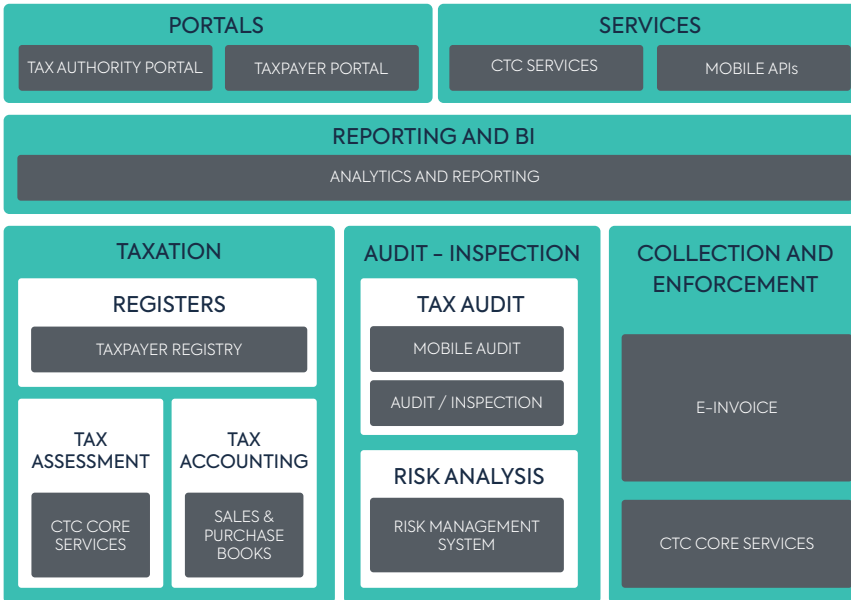


PARTNERSHIP

## NEOS TECS

### TAX ENFORCEMENT & CONTROL SYSTEM

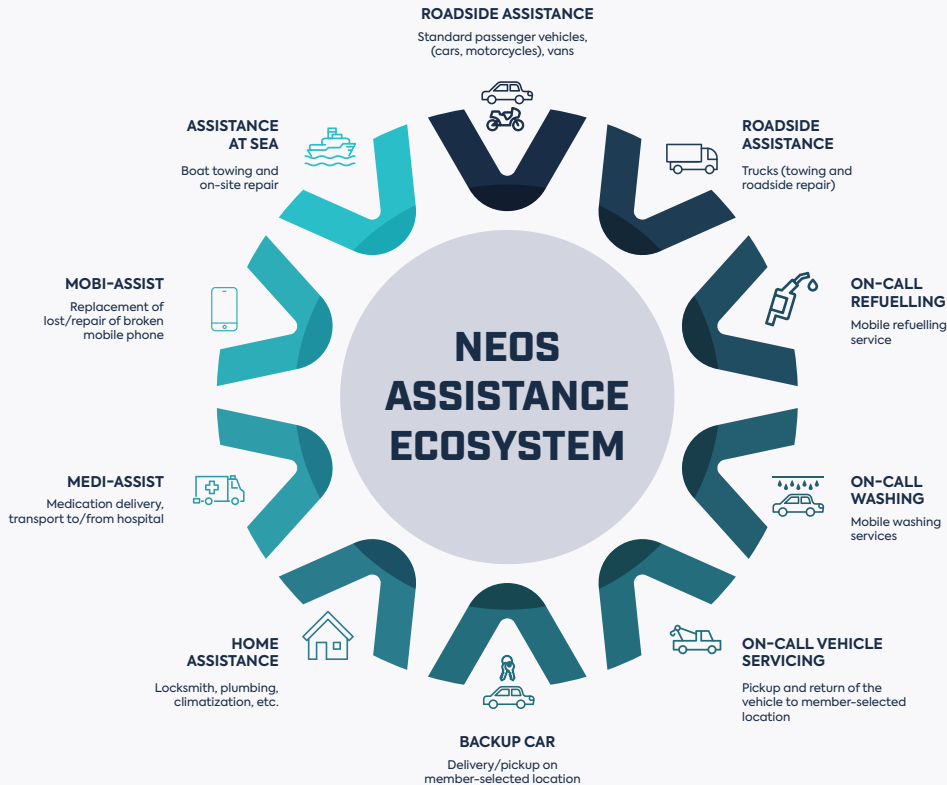
#### TAX ADMINISTRATION INFORMATION SYSTEM



#### TECS – Modern CTC system

- Continuous Transaction Control (CTC) is set of measures used to reduce tax evasion in cash and cashless transactions, backed by corresponding law(s).
- In the CTC (aka. Fiscalization) process, all transactions (invoices) are reported in real time to Tax Administration.
- For the purpose of identifying and tracking each transaction, each invoice is given special invoice identification number.
- CTC is Tax Authority's tool for fighting grey economy and real-time insight in tax fulfilment (and more).














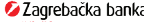









































# NEOS ASSISTANCE



## Features

- Enables digital transformation of the company
- Modern application-based management of business processes
- Mobile applications for partners and agents providing diverse services to end-clients
- Establishing of unified, future-proof data platform
- Compliance considering personal data and other relevant aspects



|                    |  Data & Analytics  |  Software Engineering  |  Cloud & Infrastructure  |
|--------------------|---|---|---|
| Financial Services |          |         |             |
| Telecom Industry   |      |     |     |
| Utilities          |     |     |     |
| Insurance          |     |   |     |
| Public Sector      |       |          |         |
| Other              |    |         |    |

# neos

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We help our clients reach  
new levels in business excellence.

**BE ONE OF THEM.**