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.

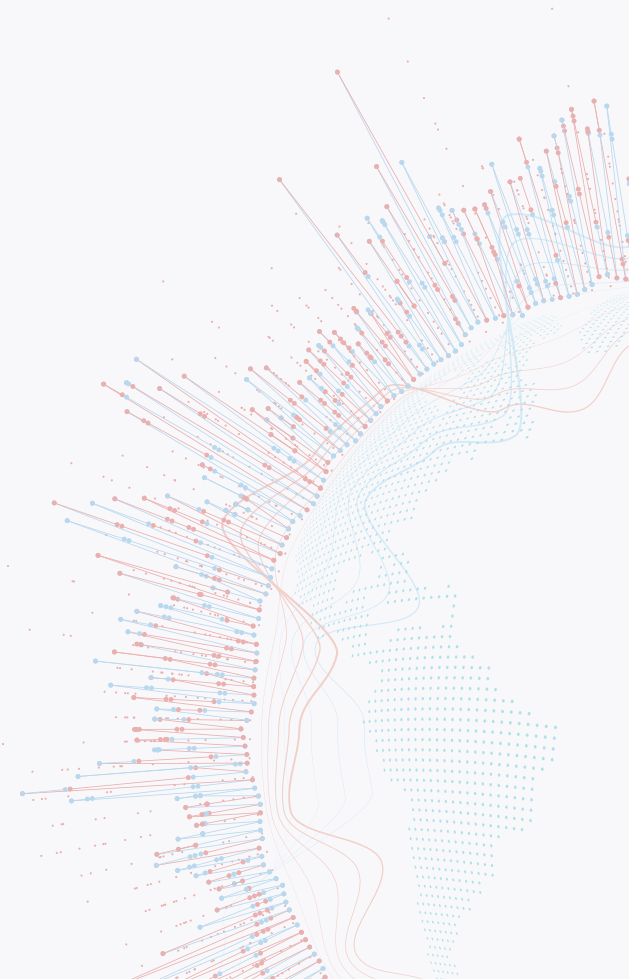
We enable business agility of all our clients using deep business expertise in financial services, telco and utility industries, and public sector.

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

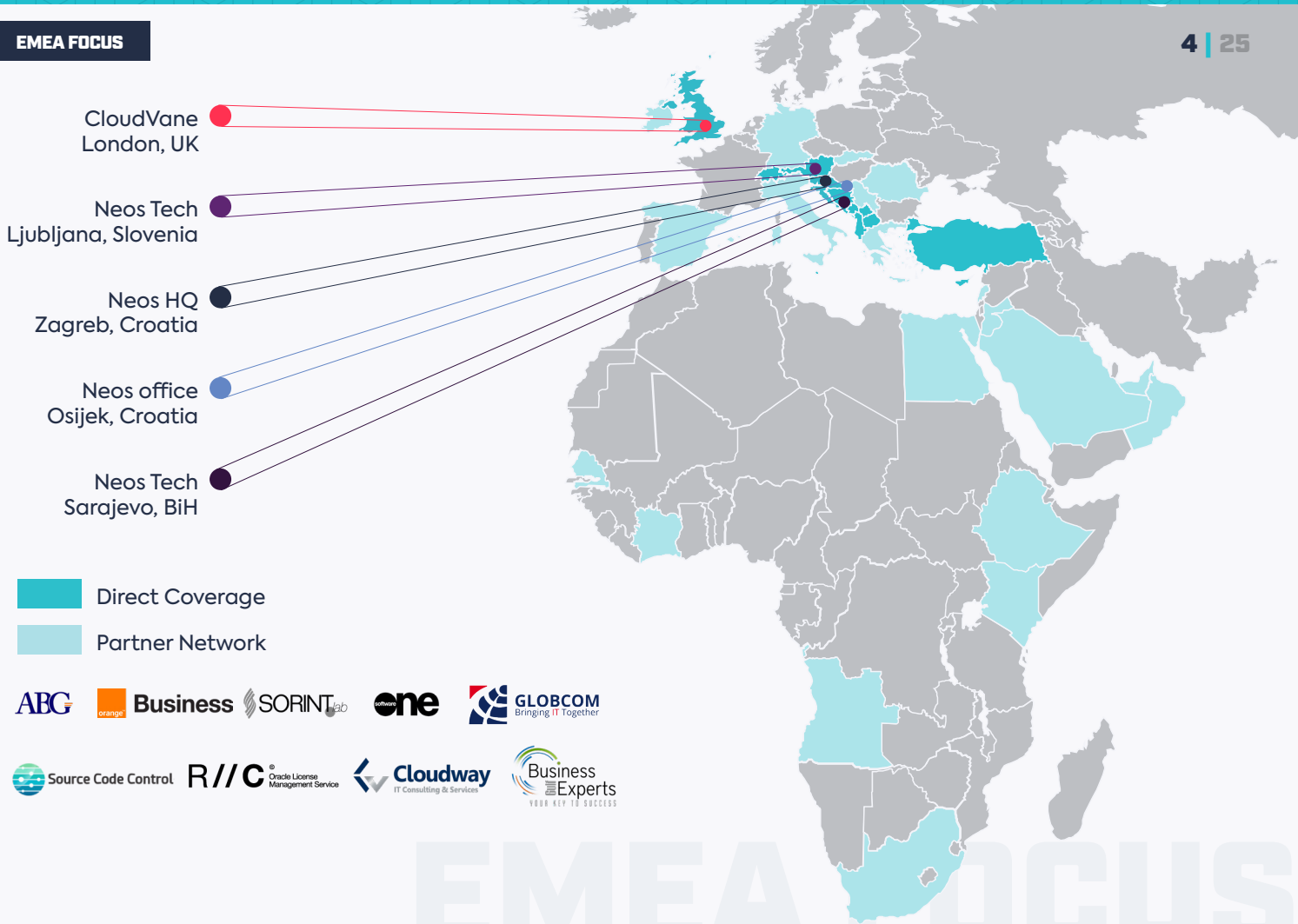
FinOps FOUNDATION General Partner

IBM Gold Partner

ORACLE | Partner



Company name (per Commercial Register)	**Neos Ltd.** **for information system design and development**
Address	Ulica Ljudevita Posavskog 31 HR-10000 Zagreb Croatia
Company registration number (MBS)	080440664
VAT registration number (OIB)	77018181695
Statutory body (authorized representatives)	Management board members/liquidators: Chairperson: Ivana Hatvalić Poljak Management Board members: Davorin Capan, Dražen Marković, Mario Mrljić 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



ABG
orange Business
SORINT.lab
one
GLOBCOM Bringing IT Together
Source Code Control
R//C Oracle License Management Service
Cloudway IT Consulting & Services
Business Experts YOUR KEY TO SUCCESS

EMEA FOCUS

2024 Oracle Partner Awards Winner

Best-in-class
Solution Provider Customer Success

2015
Oracle Partner of the Year
Business Analytics EMEA & GLOBAL

Oracle Innovation Award
ECE REGION

2016
Oracle Partner of the Year
Oracle on Oracle Project
Central Eastern Europe

2017
Oracle Partner of the Year
Cloud Transformation Croatia

Tech Data Sales Performance
Oracle Total Revenue Croatia

2018
Oracle Partner of the Year
Customer Advocacy FY18
Central Eastern Europe

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

2022
TD SYNNEX Sales Excellence Award
for the Oracle performance 2021

2023
TD SYNNEX Sales Excellence Award
for the outstanding sales performance 2022

2024
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 SYNNEX Partner Excellence Award
for the outstanding sales performance 2023

NEOS RECOGNIZED IN TOP INDUSTRY ANALYST REPORTS

Representative Vendor in

Gartner

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

RECOGNITIONS

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.

RESEARCH & DEVELOPMENT

BEST-OF-BREED TECHNOLOGIES

KNOWLEDGE BASE

READY-MADE SOLUTIONS

BUSINESS EXPERTISE

EXPERTISE

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.

ANALYTICS

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.

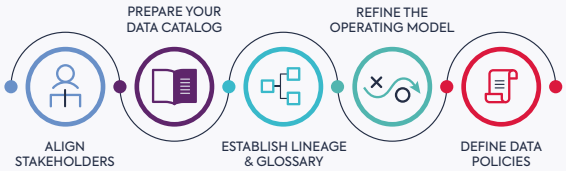
ANALYTICS

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

neos

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.

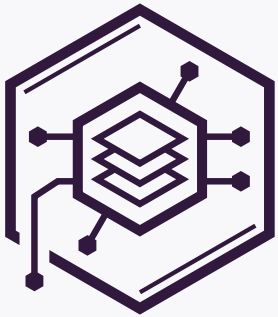
Fully automate your ETL development process understanding trough metadata ingestion and cataloging

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

ANALYTICS

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, throught 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 MANAGEMENT

BUSINESS ANALYSIS

SOFTWARE 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.

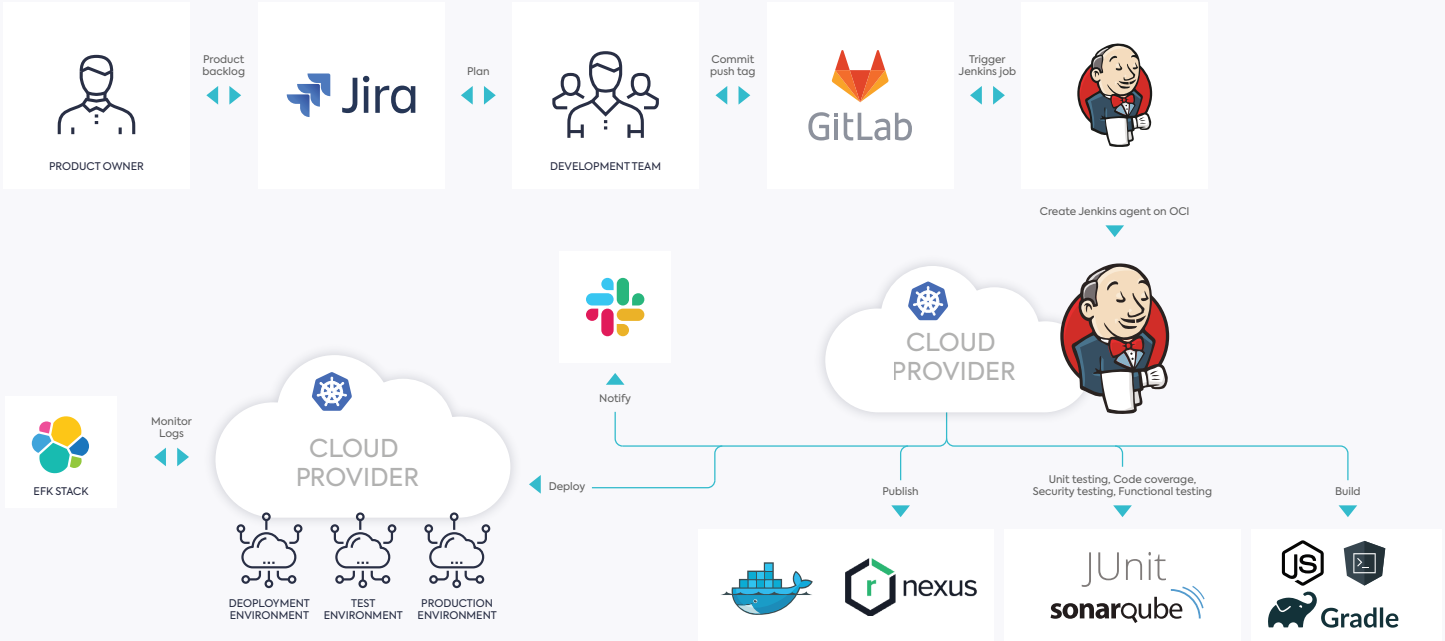
FRAUD MANAGEMENT

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.

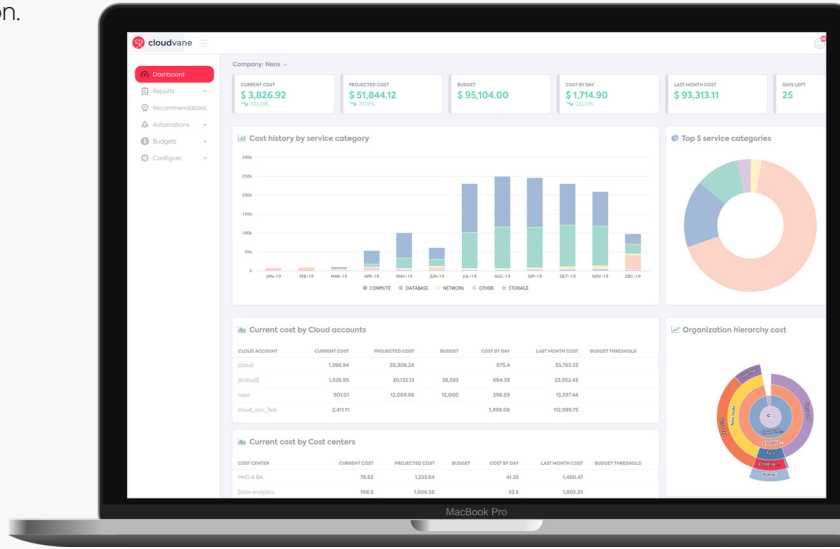
Optimize Cost and Manage your Multicloud environment

FinOps FOUNDATION General Partner

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

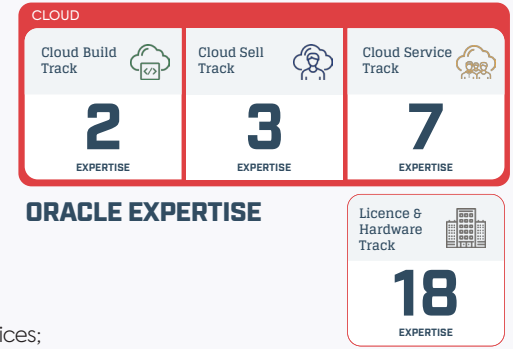


Powered by ORACLE Autonomous Database Cloud

Powered by ORACLE Cloud

FinOps CERTIFIED Platform

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

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

2020
Neos becomes one of the first global service providers that have been certified by the FinOps Foundation

2022
CloudVane approved as FinOps Certified Platform by the FinOps Technical Advisory Council

2023
Neos becomes a FinOps Certified Training Provider, a status carried by less than 10 companies worldwide

PARTNERSHIP

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

Partners

ABG

orange Business

SORINT.lab

software one

GLOBCOM Bringing IT Together

Source Code Control

R//C Oracle License Management Service

Cloudway IT Consulting & Services

Business Experts YOUR KEY TO SUCCESS

Couchbase

Vendors

aws

Azure

Google Cloud

Collibra

JETBRAINS Premium Reseller

Red Hat

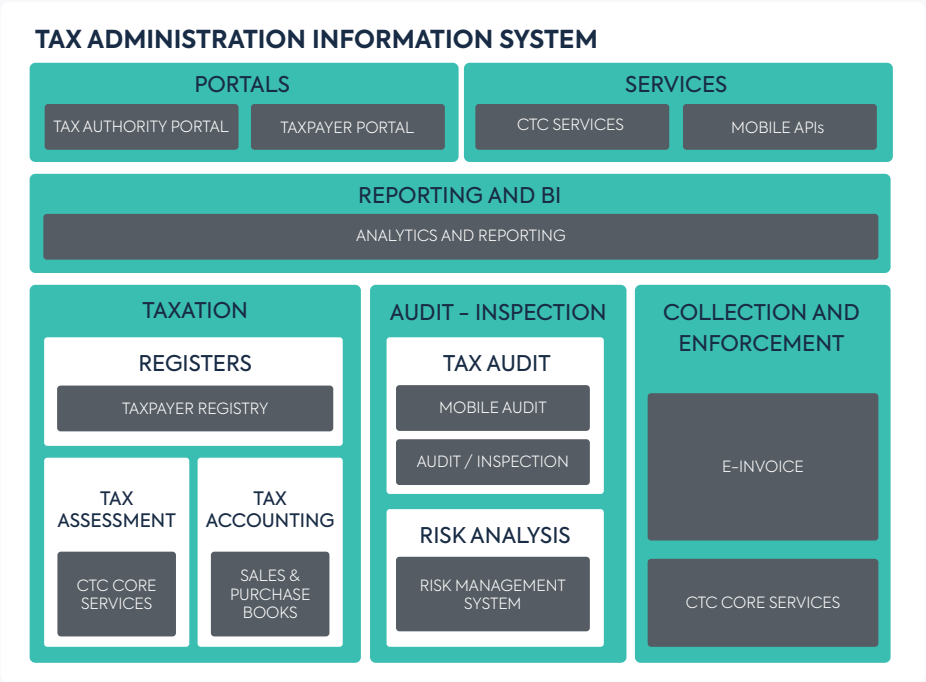
BROADCOM

PERFORCE

coupa

PARTNERSHIP

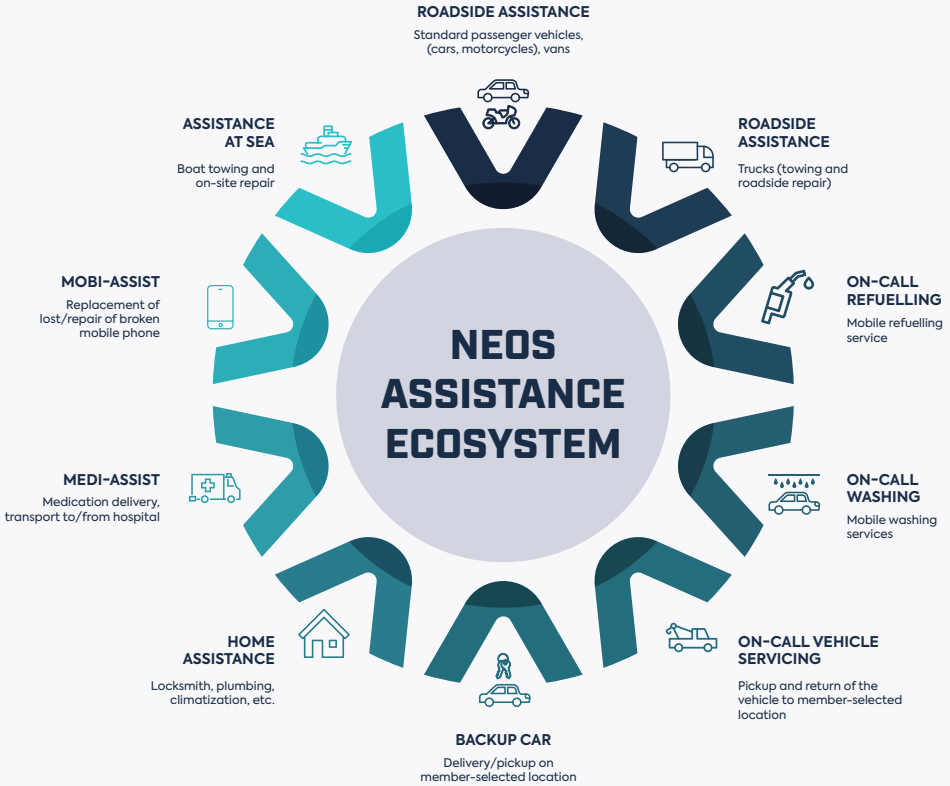
NEOS TECS
TAX ENFORCEMENT & CONTROL SYSTEM



TECS – Modern CTC system

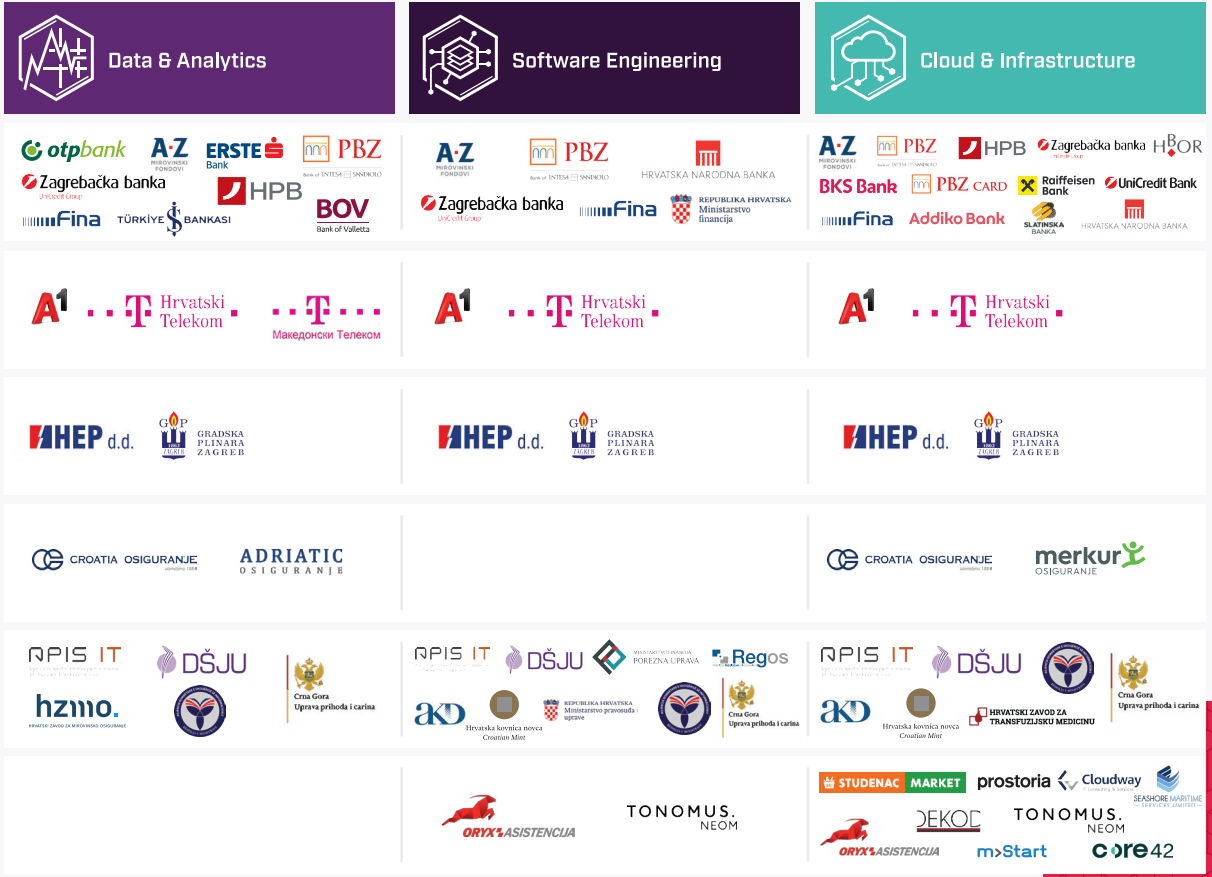
- Continuous Transaction Control (CTC) is set of measures used to reduce tax evasion in cash and cashless transactions, backed by corresponding law(s).
- In the CTC (aka. Fiscalization) process, all transactions (invoices) are reported in real time to Tax Administration.
- For the purpose of identifying 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
otpbank
AZ
ERSTE Bank
PBZ
Zagrebačka banka
HPB
Fina
TÜRKİYE İŞ BANKASI
BOV
Bank of Valletta
HRVATSKA NARODNA BANKA
REPUBLIKA HRVATSKA Ministarstvo financija
BKS Bank
PBZ CARD
Raiffeisen Bank
UniCredit Bank
Addiko Bank
SLATINSKA BANKA
HBOR
A1
Hrvatski Telekom
Македонски Телеком
HEP d.d.
GRADSKA PLINARA ZAGREB
CROATIA OSIGURANJE
ADRIATIC OSIGURANJE
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NPIS IT
DŠJU
hzmo.
Crna Gora Uprava prihoda i carina
POREZNA UPRAVA
Regos
AKD
Hrvatska kovnica novca
Croatian Mint
REPUBLIKA HRVATSKA Ministarstvo pravosuđa i uprave
HRVATSKI ZAVOD ZA TRANSFUZIJSKU MEDICINU
ORYX ASISTENCIJA
TONOMUS. NEOM
STUDENAC MARKET
prostoria
Cloudway
SEASHORE MARITIME
DEKOD
m>Start
core42

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We help our clients reach
new levels in business excellence.

BE ONE OF THEM.