

Corporate Resellers in Europe - The Top 300

Romania

Net Consulting srl

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Romania

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Total Sales

Year End	\$USm	Local Currency x 1m	% Sales Breakdown		PC Unit Sales (x1000)	
2007 Dec	13.83	RON 35	Hardware	61	2007	7.6
2006 Dec	12.91	RON 32.68	Software	35	2006	7.52
2005 Dec	13.88	RON 35.13	Services	4	2005	7.05

% Sales by country

% Sales - Customer Size

% Service Sales Breakdown

Romania	100	>1000 employees	35	Consulting	10	Project Management	5
		500-999 employees	25	Outsourcing	3	LAN/WAN Installation	52
		100-499 employees	20	Training/Support		Maintenance	30
		<100 employees	20	Other Services		Hosted Services	

Other Countries:

% Sales Own Product Direct 3

End User Type

% of Sales

Authorisations

Public Sector	✓	16	Microsoft	Gold Certified Partner for Networking Infrastructure Solutions, Advance Infrastructure Solutions, Licencing Solutions; Large Account Reseller
Education			IBM	Business Partner
Bank/Finance	✓	36	HP	Preferred Partner
Manufacturing	✓	26	Sun	
Construction			Cisco	Registered Partner, SMB Select Partner
Telecoms	✓	5	Other	Fujitsu Siemens (Qualified Partner), Symantec (Gold Partner), Novell (Silver Solution Provider), Lenovo (Business Partner), Juniper Networks (Business Partner), NetApp (Gold Sales Partner), Oracle (Business Partner), BEA (Select Level Partner)
Utilities	✓	9	Staff	
Healthcare			Total	105

Transport/Logistics		Services	15
Retail		Sales	36
Others	✓ 8	Others	54
Others Specified	Media / Publishing / Information	Certified Professionals	80

Product Resell

<u>Hardware Type</u>	<u>% of Sales</u>	<u>Vendors</u>
PCs	28	HP, Lenovo, Fujitsu Siemens, Toshiba
Servers	25	HP, IBM, Fujitsu Siemens, Toshiba
Notebooks	13	HP, Lenovo, Fujitsu Siemens, Toshiba
PDA/Mobile Devices	2	HP, Fujitsu Siemens
Peripherals/Accessories	14	HP, Epson, Tally
Components	1	APC, Liebert
Other Storage	8	Procom, ADIC
Network/Telecom	6	Cisco, 3Com, Extreme Networks, AMP, Xircom, Juniper
Consumables	3	HP
<u>Software Types</u>	<u>Vendors</u>	
Operating System	Microsoft, Novell, Linux, IBM	
Office	Microsoft, IBM	
Network/Internet/Security	BEA, CA, Symantec, NetApp, Novell	
Other		

Ownership

Net Consulting srl is owned by private shareholders.

Overview

Net Consulting srl was established in 1990 and describes itself as an IT solutions provider and systems integrator that specialises in communication, LAN / WAN networking, and software solutions such as ERP and document management applications. The company also develops its own ERP software solution, which it sells under the brand name Scala. 35% of products are sourced from distributors including Scop Computers SRL, Tornado, Romsym Data, Agis; 65% are sourced directly from vendors. 99% of its sales are direct to end-users. The company predominantly sells third party products to SMEs and corporate customers. When supplying PCs and servers, the company recommends the CPU manufacturer Intel. Net Consulting srl offers managed services: it manages desktop PCs, servers, networking infrastructure, operating systems and communication networks. Other services include technical support, repairs and warranty services, as well as consulting and procurement of IT products. The company has 3 offices based in Bucharest (Romania). In 2007, the company is planning to move into document management solutions. The major IT challenges faced by its clients are, in order of importance: desktop and notebook management, security, IT asset management, storage volumes, regulation and compliance, and finally, business continuity and disaster recovery. In the past the company has serviced many of the Romanian national banks, the government of Romania and its ministries, healthcare and educational institutions, as well as private sector clients such as PriceWaterhouseCoopers, British American Tobacco, Shell Gas and Romtelecom to name just a few.