

Systems Integrators in Europe - The Top 700

Turkey

Islem GIS Ltd

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Turkey

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Total Sales

Year End	\$USm	Local Currency x 1m	% Sales by Country	
2008 Dec	6.39	TRY 8.5	Turkey	97
2007 Dec	5.64	TRY 7.5	Turkish Republic of Northern Cyprus	3
2006 Dec	7.29	TRY 9.7		
2005 Dec	5.64	TRY 7.5		

Other Countries

Total Staff

140

End User Breakdown

> 1000	20
500 to 999	30
100 to 499	40
< 100	10

Activities Breakdown

% of Sales

Consulting	20
Systems Integration	10
Software Development	30
Training/Support	5
Outsourcing/Managed Services	
Hosted Services	
SaaS (Software as a service)	
Product Resell	35
Other Activities	
Other Activities Specified	

Products Sold/Supported

Vendors

ERP	
SCM	
CRM	
Business Intelligence	
Accountancy Software	
Enterprise Database	
E-Solutions	ESRI
Networking Software	
Operating Systems	Microsoft Windows, UNIX, Linux
Other Vendors	

Compatible Platforms

Software UNIX, Linux, Microsoft Windows

<u>Vertical Markets</u>	<u>% of Sales</u>
Architecture/Engineering/Construction ✓	2
Automotive	
Banking/Finance/Insurance	
Computers Technology	
Education Training ✓	10
Healthcare	
Hospitality Leisure	
Human Resources	
Legal	
Manufacturing Industry	
Media Information Publishing	
Non Profit Organisations ✓	1
Pharmaceutical	
Public Sector ✓	69
Retail Wholesale ✓	1
Telecommunications ✓	1
Transport Logistics ✓	3
Utilities ✓	5
Other Verticals ✓	8
Other Verticals Specified	Defence, Environmental

Classification Public Sector

Ownership Islem GIS is privately owned by Mr. Halil Sogut, Mr. Mehmet Tankut, Mr. Nufer Sogut, Mr. Zinet Sogut and Mr. Mehmet Kocaoglu.

Projects

Islem GIS Ltd expects to have carried out 20 projects by the end of 2007. An information system delivery for the General Directorate of Land Registry and Cadastre of Turkey is one of the projects started by the company during 2007. The project covers the full automation of land registry and cadastre transactions. The first phase, which will last for four years, is valued at €2.5 million.

Overview

Islem GIS was established in 1991 as a division of the ISLEM Group, which was founded in 1984. Islem GIS describes itself as a consulting company and a GIS (Geographic Information Systems) integrator. The company provides resource management based on GIS and is an ESRI software distributor in Turkey. The company claims to be the market leader in GIS. The company employs 140 members of staff, all permanent. It is headquartered in Ankara with two further branch offices located in Istanbul and Izmir. Islem GIS is divided into five internal business units, which are: Marketing, Sales & Training (6 members of staff), Customer Services (4 members of staff), Technical Support (3 members of staff), Consulting & Engineering (52 members of staff) and Software Development (35 members of staff). The company develops software on a Microsoft Windows platform. It uses SOA in the developing of software. Islem GIS partners with other systems integrators for certain projects. It has partnered with ASELSAN and Havelsan because of the established relationships with certain clients. In 2007, Islem GIS established in cooperation with ESRI INC. US through a new Turkish subsidiary, ESRI Turkey. The company states ESRI is now its most important vendor partner in terms of revenue. The company offers managed services for communications networks and it regards the managed services field as a growth area with a year-on-year growth of 10%. Islem GIS states that its Unique Selling Point is that it serves its customers with the best geographic information system technology, namely ESRI's and ArcGIS' technologies. The company's business strategy for 2008 is to increase the number of technical staff and emphasize marketing of new projects by increasing the marketing budget and active performance. The company is also planning to increase the number of sales and project staff. Furthermore, the company is going to commence operations in the health sector during 2008. The company claims that the major IT challenges its customers face, are (in order of importance): security, regulation and compliance, business continuity/disaster recovery, IT asset management, desktop/notebook management and storage volumes.

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