Topics

• About Us
• Partnership
• Key Development Areas
• References
About Frontal Communication

- Established in 1994
- CUSTOMER Oriented Company
- Top Romanian SYSTEM INTEGRATOR
- Cisco GOLD Partner
- EMC Velocity Partner
- VMWare Enterprise Partner
- Areas of competency in Infrastructure, Datacenter, Multiservice, Security
- Authorized Cisco and VMware Training Center
- Testing Center PEARSON VUE and PROMETRIC
Mission

To be a profitable and trusted Systems Integrator, recognized in every market we act as the preferred Business and Technology Partner.

Vision

To become the leading Solution Provider in the Romanian market.

Market Strategy

- Focus on Customer Success
- #1 in Solutions & Service delivery in all verticals
- Drive geographical expansion
- Leader in Managed Services
- Best Romanian SI to build on Technology and Business Architectures
Company Values

INTEGRITY
QUALITY
RESPECT
COMMITMENT

INNOVATION
TEAM WORK
COMPETITIVENESS
STRATEGIC PARTNERSHIPS
Competencies Areas

DATA CENTER
- Storage
- Switching
- Applications
- Security
- Network Management

NETWORK SYSTEMS
- Routing
- LAN Switching
- Network Management

MOBILITY SOLUTIONS
- Wireless LAN
- Remote Access
- Business Class Teleworker Solutions
- Mobile Solutions for Unified Communications

SECURITY
- Firewall
- Attack and Intrusion Prevention
- Spam and Virus Protection
- Virtual Private Networks
- Network Admission Control
- Security Management
- Physical Security
- Web and Email security
- Video Surveillance

UNIFIED COMMUNICATION
- IP Telephony
- Applications
- Contact Center
- Voice Management
- Vice traffic management
- Call accounting
Frontal Communication Partnerships

**Strategic Partners**

- Cisco
- VMware
- EMC
- Sun Microsystems

**Solution Partners**

- APC
- NICE
- VoIP Future
Frontal’s Certifications

Cisco Gold Certified Partner

Specialization:
- Advanced Routing & Switching
- Advanced Security
- Advanced Unified Communications
- Advanced Wireless LAN
- Data Center Networking Infrastructure

Other Authorizations
- Cisco Learning Partner Associate - Category A
- Academy Network Partner
- Customer Satisfaction Excellence
- ATP - Video Surveillance
- Registered Partner
- ATP - Data Center Unified Computer

EMC Velocity Affiliate
- 2 x Customer Engineer Clarion Specialist Version 4.0
- 2 x Associate EMC Technology Foundations - Clarion Solutions

VMware Enterprise Partner
- 1 x VSP
- 2 x VTSP
- 2 x VCP
Differentiating Factors of Frontal Communication

(1) **Advanced technical competence** - due to a strong technology focus and recruiting of IT-experienced consultants

(2) **Market leader in integrating IT&C system and solution** in the Romanian market (CISCO – approx 25 Mio. USD) - due to profound engagement experiences and therefore as an outcome superior tools strengthening our market position by achieving best results for our clients

(3) **Implementation competence** - as a result of the broad technology expertise of our team and our pragmatic results-driven project approaches

(4) **Close collaboration with the client at client’s site** - to improve the acceptance of project results for implementation

(5) **National coverage and a wide range of SLAs, including 24x7x52** - for the maintenance and support services for all components of the delivered systems

**Tangible and sustainable results for our clients**
Our Approach

Prepare
Consultancy, Business plan (incl. ROI)

Plan
Site-Survey, Network Readiness, Deployment, Proof-of-Concept, Courses

Design
Low-Level-Design

Implement
Transport, Staging, Engineering, Implementation, Project Management, Integration, Testing and Acceptance

Operate
Operation Consultancy, On-site and Off-site support, Spare-parts management, Help-Desk (incl. SLA 24x7, intervention. time 30 min)

Optimize
Audit, Analysis and Optimization Report

System Integration Services
Professional Services
Managed Services
Data Center Solution
Training and Testing Center
Widespread Experience with Leading Players in the Market