



INVESTMENT JOTI
InfoSoft Group



GROUP PRESENTATION

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ICT Information for Albania

- Population 2,886,000 Inhabitants
- Average age of population 34.7 years
- Internet Users – 60.1%
- Mobile Phone Users – 117.5%
- Mobile Broadband Users – 49%
- Fixed Broadband Users – 33%
- Facebook Users – 42.6%
- Optic Fiber Infrastructure – 5,000 km
- 4 Mobile Phone Operators

Key objectives of the Albanian Government for ICT

- Citizens Centric Electronic Public Services
- One Stop Shop System for Public Services delivery
- Open data policy for good and efficient governance
- Further development of ICT Systems for Public Administration

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Legal framework in place for ICT

- e-Signature law
- Data Protection law
- e-Communication law
- e-Commerce law
- e-Procurement law
- Law on Right of Information
- Law on electronic identification and trusted services
- Law on public services delivery
- Policy document on citizen-centric services delivery

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Total Turnover for 2016:
173 Mill Euro

Total Number of Employees:
500+

Established: **1991**

Number of Companies: **14**

ICT System Integration/
Solutions Provider

Software Development

Distribution of ICT
Products

Distribution of Consumer
Products

Real Estate Management

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InfoSoft Group's Presence in the Region

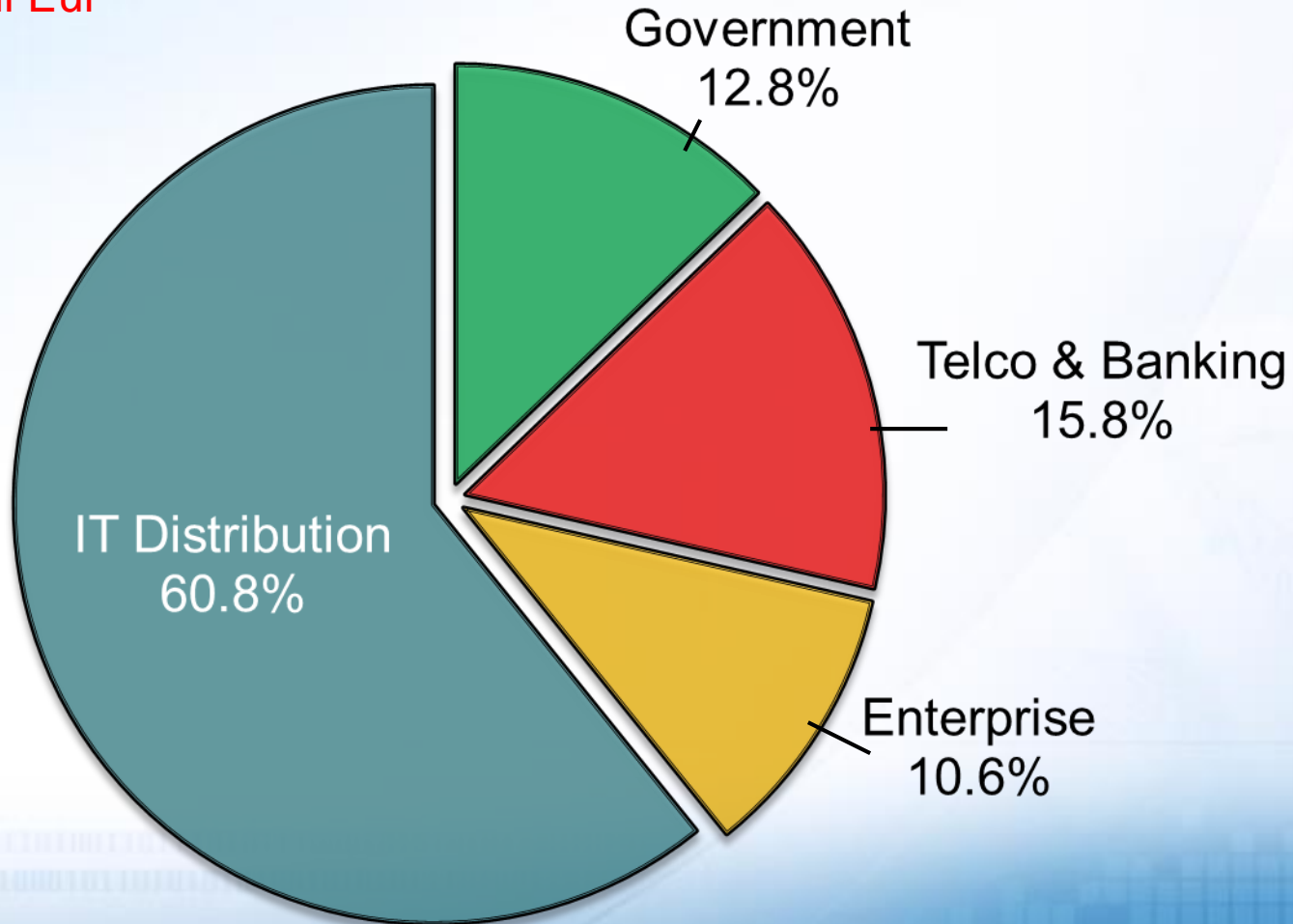
InfoSoft Group is present in Albania, Kosova and Macedonia



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ICT revenue by Market Segments (2016)

50+ Mill Eur



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Infosoft Systems – Systems Integrator



- **ISO 9001:2008** – Quality Management System
- **ISO 27001:2013** – Information Security Management System
- **ISO 14001:2004** – Environmental Management System
- **ISO 22301:2012** Business Continuity Management Systems
- **ISO 50001:2011** Energy Management System
- **BS PAS 99:2012** for Integrated Management Registration
- **OHSAS 18001:2007** – Safety Management System
- **ISO 20000:2012** – Information Technology – Service Management

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Infosoft Systems – Systems Integrator

Engaged in many projects in Central Government in **partnership with International Companies:**

- Development of **Government Network** (Gov-Net) - CISCO
- Government **Interoperability** Framework - Microsoft and CSI Piemonte, Italy
- e-Services for Businesses and Citizens
- e-Health – AME International, Austria
- e-Prescription – Oracle Greece
- e-Tax – Qualysoft and WedoIT, Austria
- e-Citizen – Xion Austria
- e-Business and e-License – AlfaXp, USA
- e-Pensions – Oracle Greece
- e-Social Welfare – Microsoft
- Etc.

Digital Agenda of Albanian Government for 2015 – 2020 **NEW OPPORTUNITIES**

- Further Developing **e-Services**
- Implementing **One Stop Shop** for Public Services
- Improve Broadband Internet Services - 90% of population to be covered within 2020
- Digitalization of Education System, access in digital curricula and internet connectivity to 100% of the public education system
- Implementation of Hospital Information Systems
- Improving the security of IT Infrastructure
- Creation of National Infrastructure for Geospatial Data

Infosoft Systems strategy

- Partnering with experienced international ICT Companies to address new ICT project in Albania, Kosovo and Macedonia
- Development of internal competencies to design and implement more complex ICT Projects
- Development of new Public Private Partnership Projects



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THANK YOU!