

CACTTUS.COM

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CACTTUS

PROFILE

WHY CACTUS?

We are what we make. *INNOVATIVE. RELIABLE. PRECISE.*

These facts have been demonstrated since 2003 when Cactus was established. With 15 years of company experience and more than 30 years of individual experiences of the founders, Cactus has earned reputation for high performance and reliability that is based on providing customer services and products that represent innovation and quality of a wide range of industries.



ISO 27001
LL-C (Certification)



ISO 9001
LL-C (Certification)

PROVED SUCCESS IN ALL SEGMENTS OF ICT MARKET

CUSTOMER ORIENTED PREMIUM LEVEL SERVICES

HIGHLY EDUCATED TECHNICAL STAFF

CONSULTANTS SPECIALIZED IN DESIGNING INFRASTRUCTURE SOLUTIONS

INNOVATIVE LEARNING PROGRAMS WHICH ENSURE SCALABILITY

SOCIALLY RESPONSIBLE COMPANY

GOLD PARTNERSHIPS WITH GLOBAL ICT VENDORS

DEDICATED 24/7 STAFF

CACTUS

SERVICES & SOLUTIONS

Our mission is to establish a solid and nurturing relationship with clients and customers wherever they are, support their businesses and enhance their capacities through providing high quality ICT products, services and solutions which support their growth.

DATE OF FOUNDATION

03/07/2003

LEGAL FORM

JOINT STOCK COMPANY

NUMBER OF EMPLOYEES

~90

AVERAGE YEARLY TURNOVER IN THE LAST 3 YEARS

~12,500,000.00 €

NETWORKING & TELECOMMUNICATIONS

SOFTWARE & HARDWARE INTEGRATION

SOFTWARE DEVELOPMENT

BUSINESS SOLUTIONS

EDUCATION AND TRAINING

SUPPORT & MAINTENANCE

CONSULTING & PROJECT MANAGEMENT

A TRUSTED PARTNER

Developing and building reliable relationships is just as important to us as developing and building reliable products. Relationships with our employees, with our distributors and with our customers are what make our business strong and enduring.

Partnership and vendor support is one of the key elements to our success. We have strong relationships with our vendors and partners throughout Europe and value they play in delivering a quality product to the end-user.

CACTUS is licensed as an authorized and trusted business partner and reseller/integrator for the products and services of the world's most valuable and respected software and hardware vendors.



SALES

A whole team is dedicated to find and make satisfied clients through keeping closed relationships with them while meeting their needs and delivering on time and quality products and services. Sales team covers all products and services of Cacttus which are listed under all divisions presented in this company profile.

Strengths

Through its products and services Cacttus covers all verticals of the ICT industry and has proven quality results for many of the biggest companies in Kosovo and abroad.

Software

- Microsoft licenses
- GFI Licenses
- Symantec Antivirus and backup solutions
- Oracle licenses
- Xerox printing devices
- HP backup software



Hardware

- Lenovo laptops, desktops
- Lenovo system X servers and blades
- HP business servers, blades and storages
- HP laptops, desktops
- Xerox printing devices
- Foster & Freeman equipment

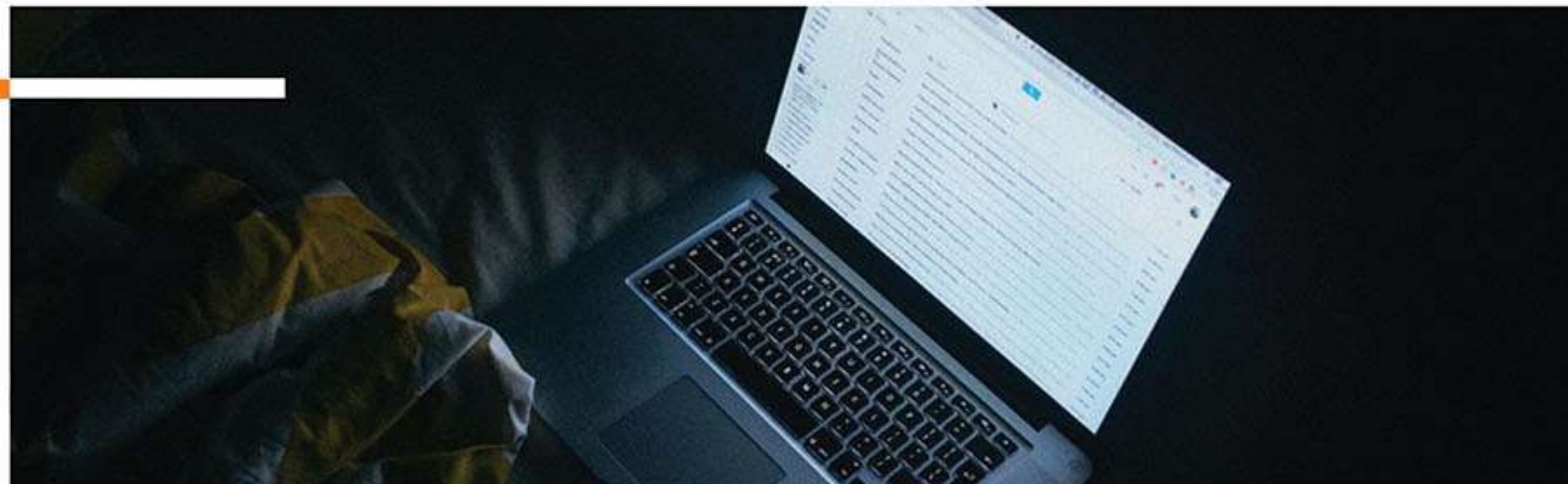
SOFTWARE DEVELOPMENT

Strengths

Certified staff in all Microsoft technologies and knowledge in open source which is the highest requested field in the global market (NodeJS, AngularJS, Mongo DB etc) As well as an internal certified testing team who ensure that our clients get the highest quality deliverables.

Products & Services

- Website development
- Web Application
- Database Design
- Mobile Applications
- Design and Video post editing
- Software development
- System Integration
- Testing
- Training
- Design Architecture
- SharePoint Customization and integration with other systems
- ERP Solutions



Testing Services

Test Management, Requirement Analysis and Validation, Test Case Analysis and Design, Functional & System Testing, Acceptance & Usability Testing, Load & Performance Testing, Security Testing, Test Automation and Defect Management by using this testing tools like: HP ALM, Microsoft Test Manager, HP UFT, Selenium, HP LoadRunner, Mantis Bug Tracker, YouTrack, Visual Studio Team Foundation, Bugzilla and Ranorex.

SOFTWARE DEVELOPMENT

Presentation / Mobile / Database / CMS

- JQuery
- Backbone.JS
- AngularJS
- HTML5
- CSS3
- Ember
- Bootstrap
- C#
- Java
- ASP.Net
- MVC
- PHP
- iOS
- Windows Phone
- Android
- NodeJS
- SQL
- MySQL
- Mongo DB
- Realm
- WordPress
- Magento
- Drupal



Framework / Testing / Operational Platform

- | | | | |
|-----------------------------|--------------|-----------|-----------------|
| • .NET Framework | • Express js | • TestNG | • IIS |
| • Laravel | • Ajax | • PHPUnit | • Amazon |
| • Symfony | • SharePoint | • Karma | • Windows Azure |
| • Zend Framework | • Xamarin | • Mocha | |
| • Apache Cordova (PhoneGap) | • JUnit | • Apache | |
| • Sencha | • JTest | • Nginx | |

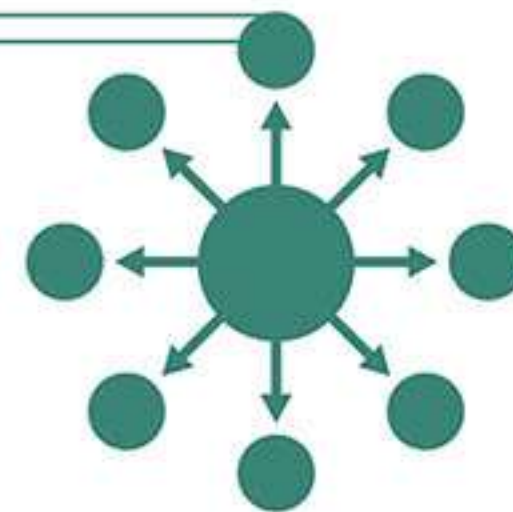
NETWORK & TELECOMMUNICATIONS

A division which is proving tremendous results in delivering the highest quality services and products for the biggest telecommunication companies in Kosovo. Moreover, it is covering all other networking and telecommunication needs for non-telecommunication companies with success .

Strengths

Proven deliverables from the experienced and certified staff (Project managers and engineers) in telecommunication and networking.

- *Certified engineering team in all the latest networking technologies with major vendors in the industry*
- *Experience in 3G/4G RAN (MW, Mobile Backhaul, Radio Access)*
- *Certified project manager professional (PMP)*
- *Nokia Advanced Partner for IP Technologies and Fixed Access Networks*
- *Experience in Broadband Networking (Access-XDSL, BRAS)*
- *Experience in Network Security, Routing & Switching*



Portfolio

Borderless Network

- IP Routing
- MPLS
- Ethernet Switching
- Multicast
- Quality of Service (QoS)
- NAT

Voice

- Cisco Unified Communications (Unity, Tele-presence)
- SIP, H.323, SCCP

NETWORK & TELECOMMUNICATIONS

Portfolio (continued)

Security

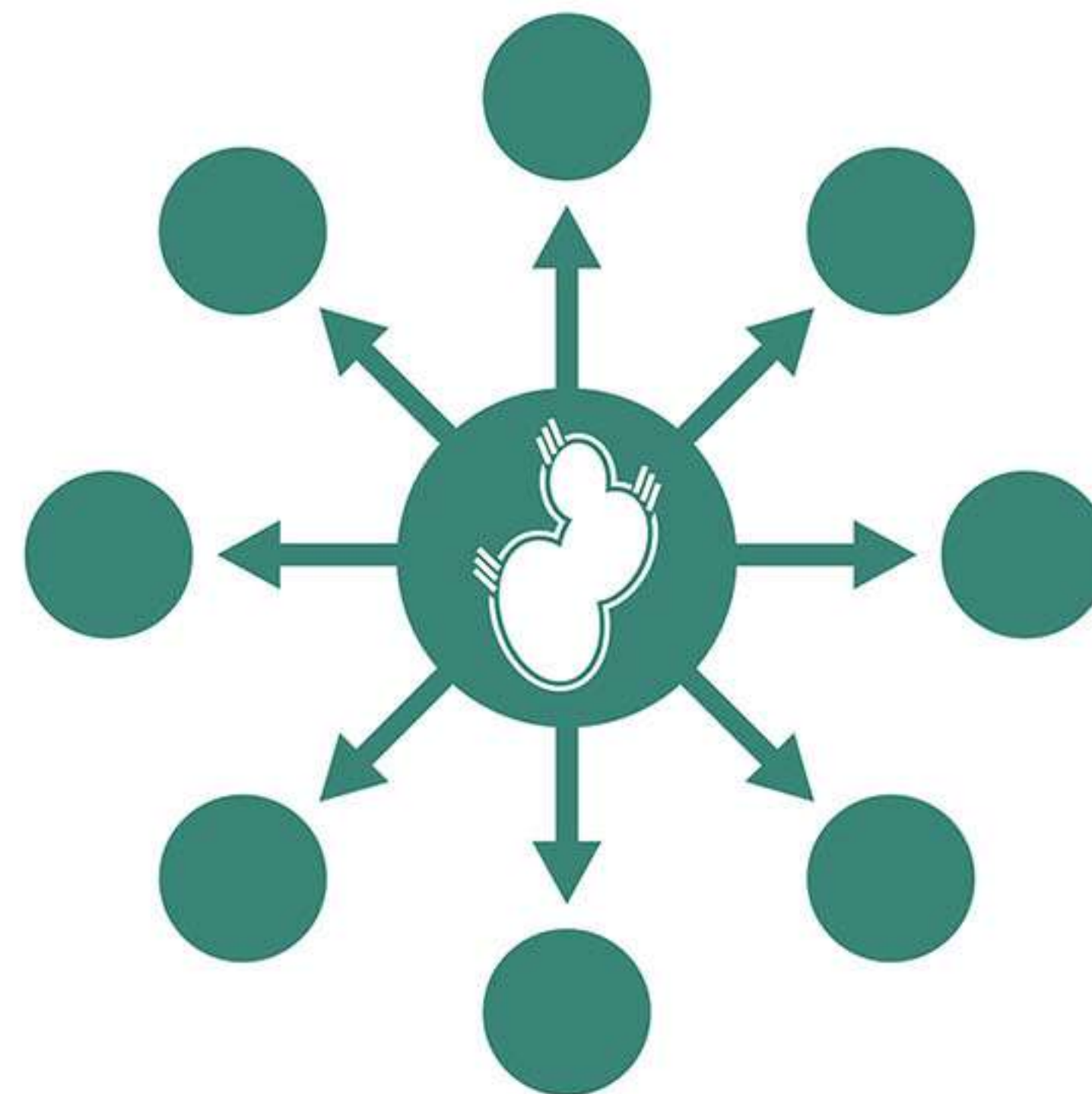
- VPN (IPsec, SSL, DMVPN)
- NGFW
- IPS/IDS
- High Availability (chassis clustering)
- AAA, Radius, TACACS+

Mobility & Wireless

- 3G/4G (end-to-end Backhaul)
- Planning
- Design
- Audit
- Integration/Migration
- Site-Conversion

Products & Services

- | | | |
|-------------------------------------|---------------------------|--|
| • Technical support and maintenance | • Consulting | • Pre sales and sales of hardware and software devices |
| • Integration and Implementation | • Planning and Projecting | |



CORE INFRASTRUCTURE AND MAINTENANCE

A dedicated team with the main responsibilities to deliver integration and maintenance services for our clients.

Strengths

- CCNA Cisco Certified Network Associate
- MCT Microsoft Certified Trainer
- MCITP Microsoft Certified IT Professionals
- MCTS Microsoft Certified Technology Specialist
- MCSE Microsoft Certified Systems Engineer
- MCSA Microsoft Certified Systems Administrator
- MCSA Microsoft Certified Solution Associate
- MCSE Microsoft Certified Solutions Expert
- VMware Certified Associate - Data Center Virtualization (VCA-DCV)
- VMware Certified Professional 5 – Data Center Virtualization (VCP5-DCV)
- STS: Symantec Backup Exec
- STS: Symantec Endpoint Protection
- GFI

Services & Products

Core infrastructure & maintenance

- Planning, integration and maintenance
- Windows Server 2008, 2012, 2016 (Active Directory, File Server, Print Server etj)
- Desktop Support (PC/Laptop, photocopy, printer etj)

Network infrastructure implementations

- LAN,
- Wireless,
- Switch
- Microtic
- Installation of Central telephones (up to 30 connections)

Microsoft Products

- Microsoft Active Directory
- Microsoft Exchange
- Microsoft Office365
- Microsoft Hyper-V
- System Center 2012
- Threat Management GateWay
- CRM
- MS SQL Server
- Azure
- Failover Cluster

Backup Solution

- System Center Data Protection 2016
- Symantec Backup Exec
- HP Data Protector
- Veeam Backup & Replication

CORE INFRASTRUCTURE AND MAINTENANCE

Services & Products (continued)

Planning Installation and Configuration of DATACENTER

- Private Cloud
- Disaster Recovery

Data Safety

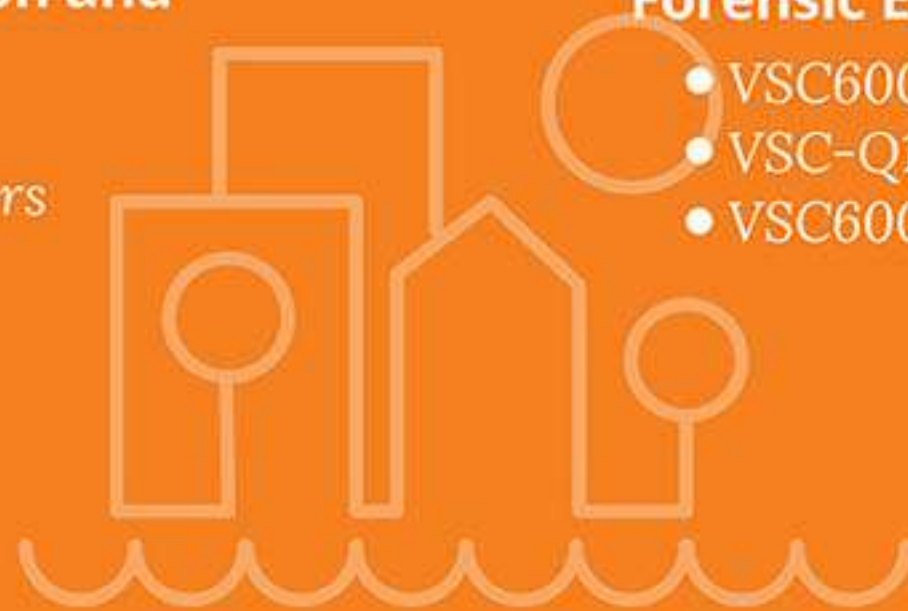
- System Center Endpoint Protection
- Symantec
- McAfee

Hardware Installation and configuration

- IBM Blade Center
- IBM System X Servers
- IBM Storage
- IBM SAN Switch
- HP Storage
- HP Servers
- Lenovo
- Supermicro

Forensic Equipment

- VSC6000
- VSC-Q1
- VSC6000 HS

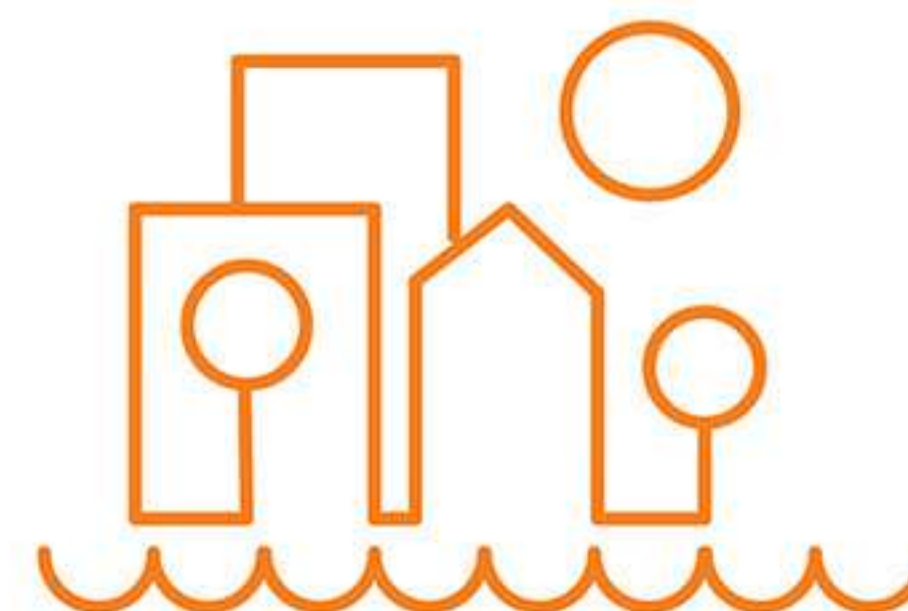


Cluster Solution

- HYPER – V
- VMWARE
- Citrix

Complex ICT solutions

- Data recovery



EDUCATION & TRAINING

CACTTUS EDUCATION offers a licensed and accredited two year professional ICT education training program in System Administration and Web & Mobile Development

Cactus Trainings are categorized as

- Individual training programs
- Corporate training programs
- Government training programs
- Customized training programs
- Certifications



Strengths

- Certified instructors
- Strong relations and partnerships with international vendors
- Location in the center of Prishtina
- Support from the mother company
- New and modern ICT infrastructure
- Loyal and satisfied clients
- 15 years of experience

EDUCATION & TRAINING

Training and Certification Partners

Cisco Networking Academy

- IT Essentials: PC Hardware & Software
- CCNA Track
- CCNA Security
- CCNP

Microsoft Partner for Learning Solutions

- Desktop (Windows)
- Server (Windows Server, Exchange, Private Cloud, Virtualization, System Center...)
- Database (SQL Server)
- Developer (Visual Studio)
- Forefront
- Office

ECDL Training and Testing Center

- Concepts of Information
- Technology
- Using the Computer and
- Managing Files
- Word Processing
- Spreadsheets
- Database
- Presentation

Oracle University Authorized Reseller

- Database
- Virtualization
- Server
- Java

Linux Professional Institute Sub-Affiliate (LPI Kosovo)

- Linux Essentials
- Linux Professional Institute Certification 1 (101, 102)
- Linux Professional Institute Certification 2 (201, 202)
- Linux Professional Institute Certification 3 (301, 302)

CompTIA Authorized Training Center

- A+
- Network+
- Server+
- Security+
- Linux+
- Project+

General Trainings

- ISQTB
- ITIL
- ISO 27001, ISO 9001
- Project Management Training
- Entrepreneurship Training
- Employability Skills Training
- Communication Skills Training
- Customized training based on client needs

Android Authorized Training Center

- Java Fundamentals for Android Development
- Android Application Development
- Android Security Essentials
- Monetize Android Applications

BUSINESS SOLUTIONS

Special products and services which help companies' growth and sustainability are offered by the business solution experienced and certified team.

Strengths

- Top global solutions in combination with local implementation and support services
- IT implementation complemented with business consultancy
- Flexibility to custom-tailor solutions for specific industry and company
- Turn key solutions including professional services, software licenses and add-ons, core IT infrastructure services and hardware
- Microsoft Solution Provider Agreement (for selling MS Dynamics Licenses)

Products & Services

- Consulting
- Analysis and Design
- Customization and development
- Integration with external systems
- Maintenance and support
- Project management
- Change management
- Training

Products & Services (continued)

Microsoft

- Microsoft Dynamics NAV
- Microsoft Dynamics CRM
- Microsoft Biztalk

CACTUS Add-on Products

- Payroll
- ARK – PoS for hospitality sector
- C-PoS – PoS for other retail
- AMIS – Procurement Management

Open Source

- Open ERP
- Sugar CRM

Other Products

- Dynamics Mobile – mobile sales and warehouse
- Safefleet – Fleet Management

BUSINESS SOLUTIONS

ERP Functionality

- Financial Management
- Purchase and Procurement
- Sales and Marketing
- Inventory Management
- Warehouse Management
- Manufacturing

Additional modules and add-ons

- Mobile Sales
- Mobile Warehouse
- HRM and Payroll
- PoS for hospitality sector
- PoS for other retail
- Custom Integrations with
 - Hotel Management Systems
 - Fuel Dispenser Systems



Other Solutions

- Customer Relationship Management
- Human Resource Management
- Procurement Management
- Fleet Management
- Vertical Solutions for Financial Industry



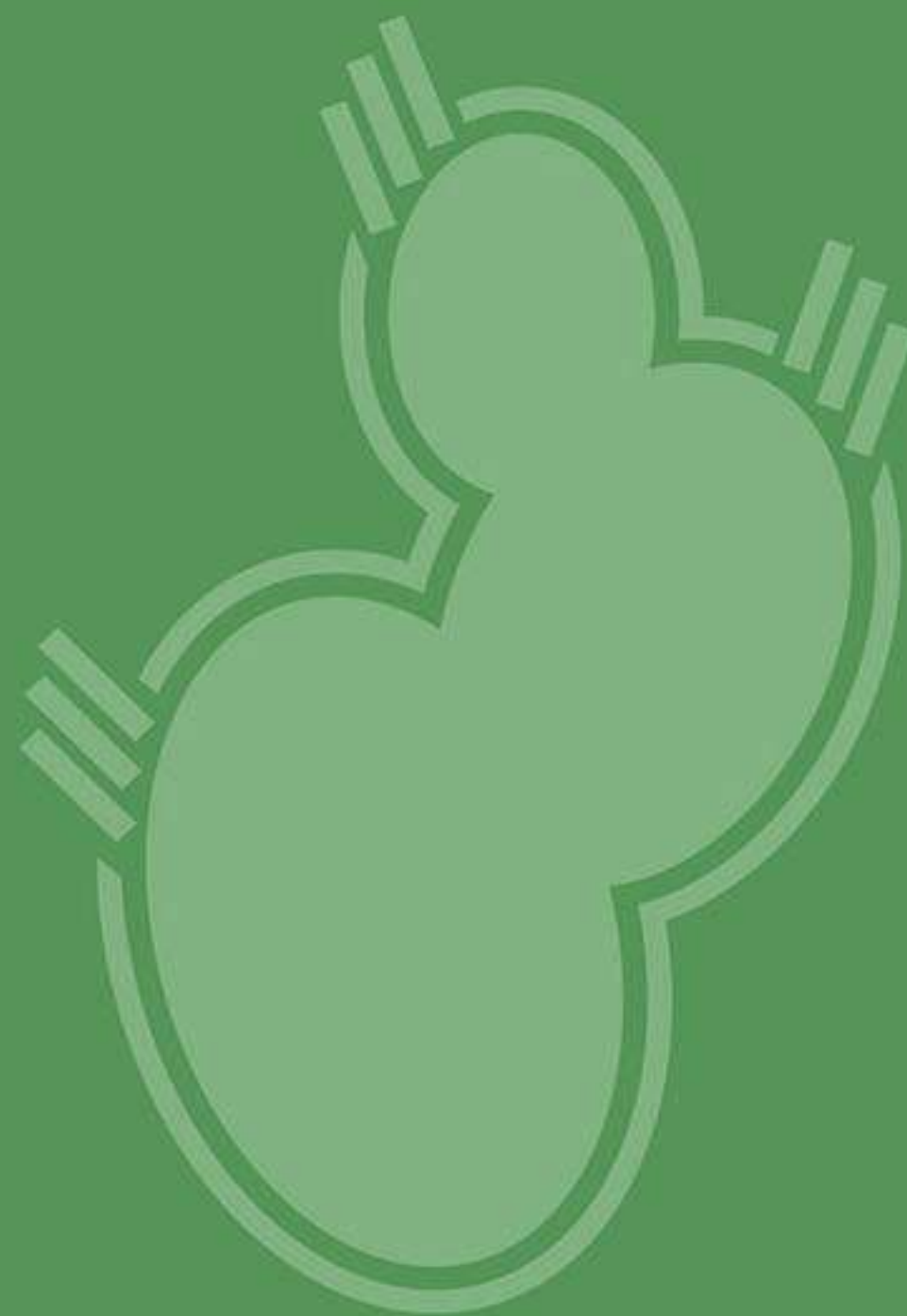
REFERENCES

PRIVATE SECTOR

Independent
Prishtina International Airport
Rugova
Conad
Lindex
Kastrati Group
MOEA
Frutomania
Tulltorja
Albi Commerce
Water Utility Company - Tirana
ItalModa
Intereuropa
Bosnalijek
Recura
Coca Cola HBC
Buçaj
Arthouse
Migros
LC-Waikiki
Hib Petrol
American School of Kosova

PUBLIC

National Department of Justice
Prime Minister's Office
Ministry of Economy
Ministry of Education
Ministry of Science, and Technology
Ministry of Internal Affairs
Ministry of Public Services
Ministry of Defense
Ministry of Finance
Kosovo Pension Savings Trust
Kosovo Police
Kosovo Railways
Kosovo Tax Administration
Kosovo
Trust Agency
Kosovo Operator of Electric Transmission
Central Processing Center
Post and Telecom of Kosovo
SKGJK
Qendra e Kompetencës - Malisheve
ARBK
Kosovo Constitutional Court
Kosovo Energy Cooperation
Commission for Mines and Minerals
Kosovo Cadastral Agency
Agency for the Administration and
Management of Sequestered and
Confiscated Assets (AMSCA)
AKP
RAEPC - Regulatory Authority of Electronic
and Postal Communications



HEALTH

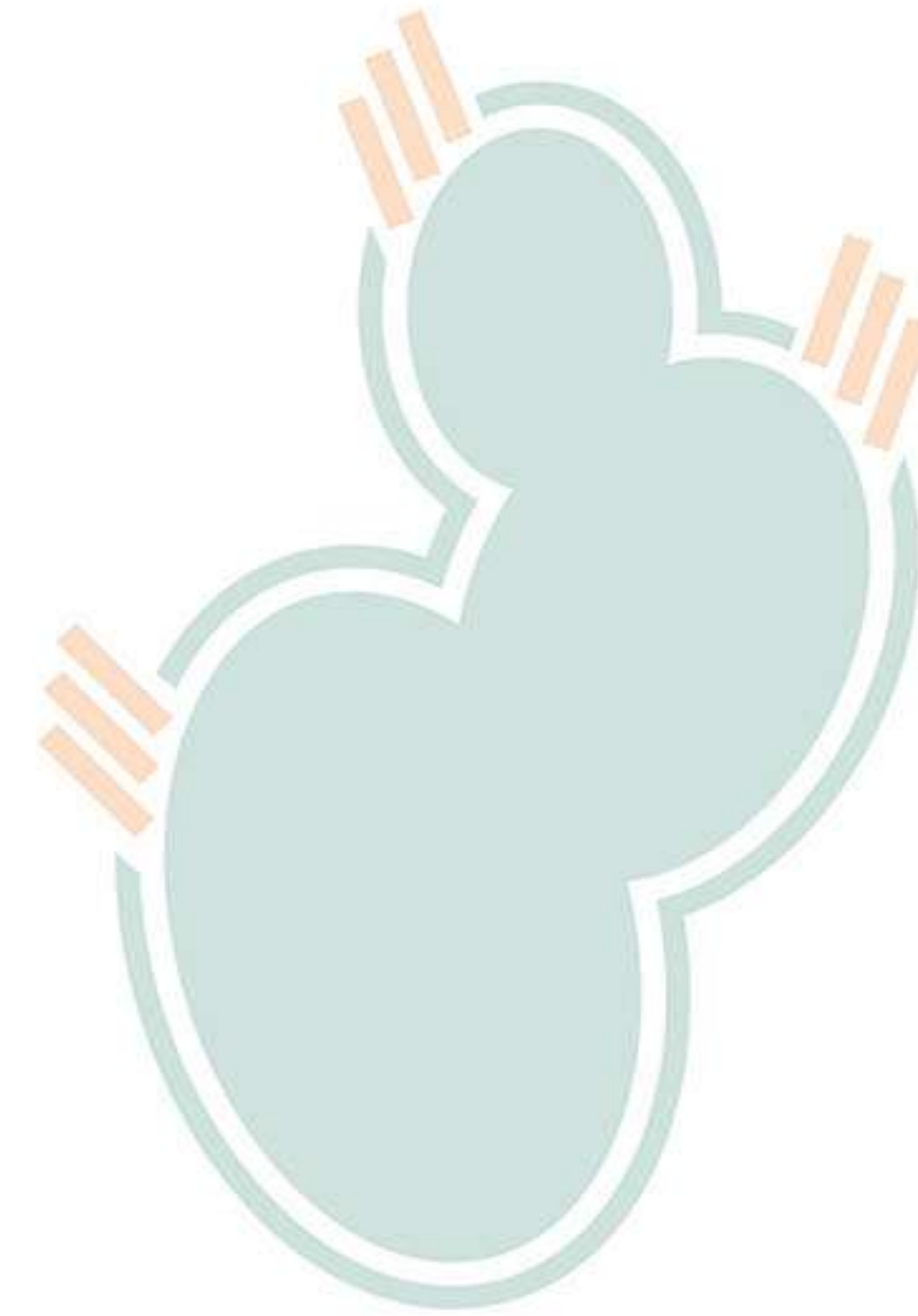
American Hospital
Aloka
Human Plus
Royal Medical Hospital
VENOMED Plus
Doni Dent
O. P.S. Dr. Ferit Koçani

TELECOMS

IPKO
Post and Telekom of Kosova
Plus Communication Albania
ALB Telecom

INTERNATIONAL

EULEX
UNDP
UNMIK
UNFPA
USAID
World Learning
Swiss Embassy in Prishtina
IMF Office in Prishtina
IMG
Helvetas
Save the Children
Women for Women
International Kosova
ENK InvestGroup
Financial Markets International
AED
KPEP
Innovation Center Kosova-ICK
FES - Prishtina
Swisscontact
Danish Refugee Council
EYE
OSCE
GIZ
USAID-FMI
IFES
GIZ Office Albania
UNICEF
EUOK
International Finance Corporation



BANKS/FINANCES

Central Bank of Kosovo
Turkish Economic Bank (TEB)
Commercial Bank (BKT)
ProCredit | Raiffeisen Bank
World Bank Office in Prishtina
Raiffesein Bank
SCAAK
NLB
Deloitte
Banka Ekonomike
KRK
Banka për Biznes
FINCA
Central Bank of the Republic of Kosovo
Deposit Insurance Fund of Kosovo
Kosovo Credit Guarantee Fund

LOCATION & CONTACT

Currently Cactus has two branches:

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