

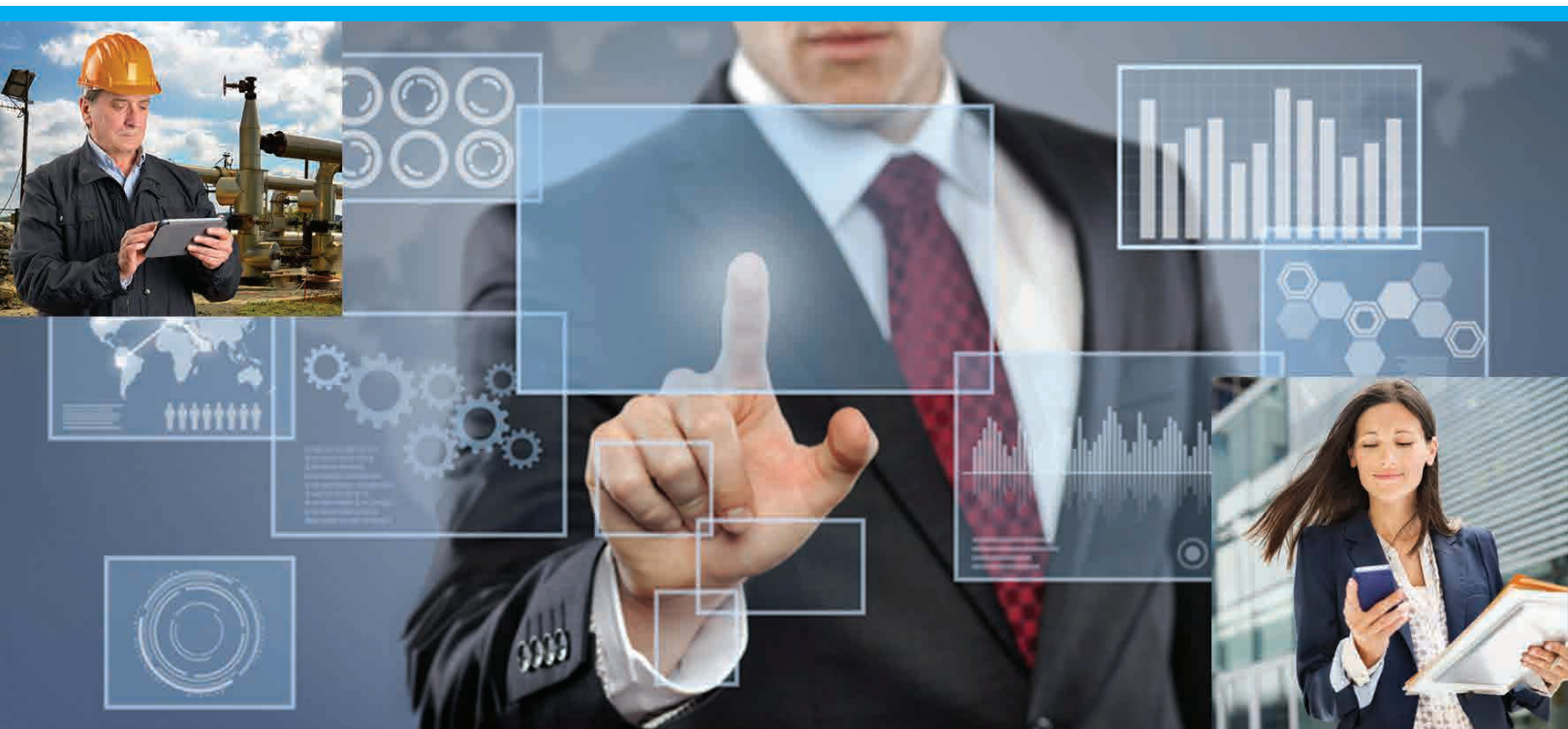


Windy Haven Ltd



## PARTNERSHIP ACROSS THE GLOBE WHY WINDY HAVEN CAN BE A COMPANY OF CHOICE FOR PARTNERSHIP IN ENTERPRISE ASSET MANAGEMENT (EAM) AND REAL ESTATE & FACILITY MANAGEMENT SOLUTIONS

If your company is implementing EAM or real estate management solutions for clients and you are looking for the ways to extend your professional teams for temporary base and need to be sure that your extended team has strong skills and capabilities, so Windy Haven could be a company of choice for partnership.



### COLLABORATION TO INCREASE VALUE

Business consulting companies and IT integrators often face shortage of skilled resources or capacity gaps while implementing big projects.

The smart approach is to find skilled and reliable professionals to deliver services on time with required quality. The time saving, skills level and experience can be critical for success and client satisfaction.

Being IBM business partner, Windy Haven Ltd can convert proved IBM EAM technologies and its partner company Interprocom skills and expertise into a valuable partnership as back-end team in your projects on subcontract base.

Save your budget inviting professionals when you really need!



# Windy Haven Ltd



## OUR MAIN COMPETENCIES IN EAM SOLUTIONS

During more than 10 years of EAM solutions implementation our specialists gain extensive knowledge in integration, Java customization, reports and add-on development could be utilised in projects:

Save your budget inviting professionals when you really need.



### Java Customization and Add-on Development

If it is not possible to meet specific client needs with standard software, so functionality could be extended with add-on development. Interprocom team has deep knowledge in Java-applications development, tuning and customization to support high level business efficiency.



### Integration with ERP systems

EAM solution should interact with different business applications like ERP, GIS and BI. Our team has strong experience in data flows and technical tools integration as well as development of interface for popular ERP systems from SAP, Oracle and other vendors.



### Software Upgrade version to version

Vendors continuously issue new releases of Software products, adding new functionality and fix packs. Clients need an upgrade of software to leverage all the benefits of new versions. Our experts can review and analyze the impact of the upgrade on the EAM solutions and provide with recommendations to optimize the process, perform upgrades.



### Remote EAM Infrastructure Management

Industry leaders have reasonably high requirements for infrastructure reliability and related services. Our team has the capabilities to provide installation, configuration and monitoring services for IBM EAM software incl. applications and databases.



### Trainings for your IT-professionals

Fast changing IT-environment requires from IT-employees ongoing education to be on top of technologies and bring unique value for EAM projects. Our certified consultants are ready to perform IBM Maximo and IBM Tririga platform trainings for your IT-teams on specific functionality and scope of work.



### Solution Support and Extension

To meet unique business needs and keep EAM solutions working 24x7 most of the clients requires solutions customization with fast and professional support. Standard technical support from vendor covers the only initial software without customization. You can leverage our capacity for EAM solution customization and support in case of functional and technical issues.



## OUR CAPABILITIES IN ACTION: EXAMPLES OF KEY EAM Projects

**X5 Retail Group** is one of the largest food retailer in Russia with 11 000 stores over the country

- **IBM Tririga Solution:** management of new stores planning & opening, optimization of rent/lease, facilities and marketing operations.

**Domodedovo Airport** is one of the largest airport in Russia and in the Eastern Europe in terms of passenger traffic

- **IBM Maximo Solution:** management of routine maintenance of airport complex and production assets, mobile access to the system, ensuring interaction with BMS.

**ACIS Corporate Group** serves 100+ gas stations over the European part of Russia

- **IBM Maximo Solution:** system for routine and unplanned maintenance of gas stations, registration of assets and materials, dispatch services control center.

**Russian Railways** is a part of the global top three railway companies

- **IBM Maximo Solution:** assets infrastructure management, effective routine maintenance of the equipment and emergency works as a part of strategic initiative of Consolidated Corporate Automation Systems.

**Pension Fund of the Russian Federation** is a Russian major social institution with 2500+ territorial offices all over the country

- **IBM Maximo Solution:** property management system and its integration with IBM Cognos capabilities.

**Russian Post** is the national postal operator of Russia, among top 3 national logistics companies and top 70 of Russian largest companies in terms of revenue

- **IBM Maximo Solution:** property control system for real estate assets registering and proper regulatory reporting.

# OUR SKILLS AND EXPERIENCE in IBM EAM Solutions

Windy Haven Ltd was established in 2012 for overseas software trading. The average annual turnover is about GBP 15 million. We develop partnerships with software vendors and system integrators across the globe to bring modern and proved IT solutions and services to the U.K. market with a focus on the following key areas: Enterprise Asset Management (based on IBM Maximo & IBM Tririga EAM Solutions), Content and Business Analytics, Document Flow Management, Product Lifecycle Management (PLM), IT Security (IBM Q-Radar), Application Development, Data Storage and Hardware Supply.

Windy Haven is a business partner of Interprocom – one of the leading Russian IT-companies based on rating of CNews и TAdviser Analysts with 25 years of working experience in IT-industry and more than 400 clients across Russia and CIS.

- Skills, expertise and projects experience in EAM solutions are recognized with status IBM Gold Business Partner and IBM Expert in Assets & Operations.
- A member of IBM IoT Maximo & Tririga Council and the only one in Russia IBM Business Partner with competency Watson IoT: IBM Assets and Operations.
- In fist 100 IBM Gold Partners across the world with this competency.
- Expertise in main areas required to optimize business processes and extend value for clients on top of EAM solutions: Analytics, Products Lifecycle Management (PLM), Collaboration Solutions, Data Storage Systems and IT-Infrastructure Management etc.
- 25 employees in EAM team with 30 certificates for EAM competences and 10+ years of experience in IBM EAM Solutions implementation in retail, transportation, utilities, manufacturing, public sector.
- Own solutions under trade mark AKSIOMA based on IBM Maximo and IBM Tririga platforms.
- 140+ Total number of employees, the headquarter in Moscow/Russia, Legal Entity in the UK and US.
- 7 Business Leaders from Interprocom have 100+ years of total working experience in IBM on Senior & Executive Level with recognition for high performance and business development for growth.



**2018**  
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Recognition for completing the requirements necessary to demonstrate expertise in delivering client value

*Interprocom, Ltd.*

  
John G. Teltch Jr.  
General Manager  
Global Business Partners





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General Manager  
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