

# SOLUTIONS | ERA

NEWSLETTER  
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For those who follow the trends in intelligent engineering solutions

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# National Centre for Physical and Technology Sciences: vision becomes reality

“Scientific progress is critical to a society’s advancement. Only when its science is flourishing can a country truly describe itself as modern and strong and can its people live with dignity. This becomes a reality as innovations, advanced technology and businesses develop while scientific achievements are integrated into daily life. We hope that you continue the work we have started. We are stepping into the future, a future which will belong to the people and science. We believe that a national centre for physical and technology sciences, being part of our history, will contribute to creating such a future.”



President of Lithuania Dalia Grybauskaitė, the Minister of Education and Science Dainius Pavalkis and all the project participants attended the event to mark the start of building work.

This is the text of a letter addressed to future generations of researchers which is sealed in a special capsule and cemented in the foundation of the National Centre for Physical and Technology Sciences (NFTMC) in Vilnius, Saulėtekis Valley. The people behind the project and representatives of the scientific community, but, most importantly the President of the Republic of Lithuania, Dalia Grybauskaitė, have signed the letter. This was to mark the official start of building work on a modern science centre which will be unique

both in Lithuania and across the Baltic region.

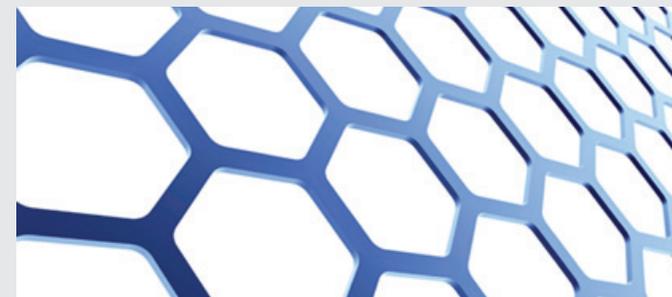
### Landmark science project in Lithuania

NFTMC will become Lithuania's largest research centre and one of the most notable projects of its kind since the country regained independence. Sited in a five-storey building, including one underground floor, the centre is to become the cornerstone of physical and technology sciences in Lithuania. Its infrastructure, in terms of equipment and functionality, will be

comparable to similar research centres in Western Europe. So there will be more opportunities to strengthen and develop research into lasers, light technology, materials science, nanotechnology, semi-conductor physics and electronics.

"Today we are laying the foundation for prominent discoveries in the science of the future. Lithuania's major science centre will rise here as proof that we are a modern state where science thrives. Lithuania is becoming a competitive, high added-value and high-tech country," the Pre-

## A symbol of scientific progress, the graphene, is to decorate the building



A pattern shaped like one of the most recently discovered materials – **graphene** – will decorate the facade of the new science centre. To many, this hexagonal shape resembles a honeycomb, but in the contemporary world it also symbolises scientific progress and revolution in different industries. Graphene is one of the crystalline forms of carbon (alongside diamond and graphite) created by synthesising. It is very strong and light and an excellent conductor of both heat and electricity. Andre Geim and Konstantin Novoselov won the Nobel Prize in Physics in 2010 for discovering this material.

## Main facts about NFTMC

- ▶ The centre will total close to **25,000 square metres in floor space**.
- ▶ The building will house more than **250 laboratory facilities**.
- ▶ It will provide capacity for more than **700 researchers and students working simultaneously**.
- ▶ **24 laboratories will be open-access facilities** designed to satisfy the country's business needs.
- ▶ The total value of the project is close to **EUR 70 million**, of which the major share (85 per cent) has been funded from EU Structural Funds.



FIMA's General Director, Mr Juknevičius, said he was delighted that Lithuania is investing in fundamental sciences.



At the new science centre, **FIMA specialists will install more than 30 electronic engineering systems and equip nine unique laboratories** called clean rooms, which are subject to special quality requirements.”

Sited in a five-storey building, including one underground floor, the centre is to become the cornerstone of physical and technology sciences in Lithuania.

sident of the Republic of Lithuania, Dalia Grybauskaitė, said at the event to mark the start of building work.

A consortium led by FIMA and Hidrostatyba has designed and is now building the new science centre. The goal is for the centre’s building to be modern, ergonomic, efficient and environmentally-friendly. Special focus is therefore being given to functionality, the quality of materials used as well as reliability and durability of its technologies

and equipment.

FIMA’s General Director, Gintaras Juknevičius, said that the project was unique and important from many angles. “Today the National Centre for Physical and Technology Sciences is, without a doubt, one of the most sophisticated science infrastructure projects in Lithuania. The project’s size, the specific nature of activities involved and the requirements for, among other things, reliability and safety in the laboratories have presented

us with specific challenges as a contractor,” said Mr Juknevičius.

**NFTMC to house nine unique laboratories fully equipped by FIMA specialists**

MFTMC laboratories will take about half of the building’s total floor space. But the nine laboratories to be fully equipped by FIMA specialists will be vital for the scientific community at the centre. These facilities – which will be unique in Lithuania - will meet high clean room require-

ments ISO5 – ISO7 (LST EN 14644 standard).

Also called ‘clean rooms’, such laboratories must ensure the maximum protection against environmental contamination including exposure to dust, microbes, radio waves and the sun. Their conformity with the ISO14644 standard is carefully tested and official documentation is issued to prove that the laboratory environment does not affect the results of research carried out there.

Mr Juknevičius explained that Lithuania has few such laboratories, so the task the company faces is really ambitious. “Our aim is, relying upon our long-term experience, to customise and implement the most advanced solutions and technology infrastructure to ensure an extremely high quality of research that is known beyond Lithuania’s borders in terms of significance. We have been building up to such sophisticated projects for 20 years and the experience we have



A time capsule with a letter to future generations of researchers has already been cemented into the foundations of NFTMC

gained in equipping laboratories of biological safety levels III and II for the National Public Healthcare Laboratory has been particularly helpful working on this project," he said.

To equip clean rooms at the NFTMC, FIMA specialists will provide all necessary technical infrastructure on the site ranging from providing 'room-in-room' facilities to tailor-made ventilation, a deionised water supply of purity level II and other electronic engineering systems. FIMA will provide and install 150

fume cupboards used for laboratory tests in all of the centre's laboratories. This equipment requires special preparation because, depending on the type of research, it needs to be supplied with vacuum, deionised water, technological gas etc.

#### A special focus on engineering solutions

In view of the complex and sophisticated research that is going to be undertaken in the centre, the project will seamlessly integrate architecture and technology innovations and an

array of engineering solutions.

FIMA specialists will install more than 30 engineering systems ranging from video surveillance to power supply equipment as well as a number of specialist systems to meet the centre's unique needs. For example, the company's engineers will install complex ventilation and water supply equipment in clean rooms with high safety standards.

There has also been a focus on ensuring that the centre's operators can control and su-

pervise these systems easily. Again, up-to-date information technology will be centre stage. First of all, information about the status and performance of the centre's engineering systems will be available not only at workstations, but also on tablets, thus ensuring mobility for technical staff. In addition, system faults at the centre will be reported to the operators by text messages allowing for the fast identification and addressing of technical is-

sues.

The design work for all of the building's engineering systems and laboratories started shortly after the contract on works was signed in the second half of 2012. According to the plan, FIMA specialists will begin installing the building's engineering systems in spring 2014. The centre is scheduled to open its doors to the scientific community and the public in 2015.

## Did you know that...

- ▶ **Clean rooms** fall into nine classes (ISO1... ISO9) by particle concentration in 1 m<sup>3</sup> and by particle size (LST EN 14644 standard). The highest clean room class is ISO1.
- ▶ The nine **NFTMC** laboratory clean rooms will be of ISO5, ISO6, ISO7 clean room class.
- ▶ These labs will cover an area of almost **500 square metres** and will be **located on the centre's underground floor**.
- ▶ Here FIMA specialists will install **ventilation systems and circulation modules for air filtration with a three-stage filtration process**: powerful HEPA filters that ensure very high air cleanliness and extra-frequent – **up to 30 times per hour** – exchange of air on the premises. As a comparison, air is exchanged about three times an hour in standard office facilities.

““ Our aim is, relying upon our long-term experience, to customise and implement the most advanced solutions and technology infrastructure to ensure an extremely high quality of research that is known beyond Lithuania's borders in terms of significance,” said Mr Juknevičius.

# Lifosa's representative Mr Juodžbalis: FIMA has convinced us

FIMA and software solutions developer Midpoint Security have introduced an **integrated staff and vehicle access control and time & attendance registration system** in the Lifosa plant in Kėdainiai. The plant is controlled by Eurochem, one of the world's largest manufacturers of mineral fertilisers. The solution is unique because it is the first time in Lithuania that HR management, time & attendance, logistics, surveillance and access control systems built by different manufacturers have been integrated on this scale. **Lifosa's IT Manager, Edvinas Juodžbalis**, talks about the new system and the reasons behind business optimisation.





Lifosa's IT Manager, Edvinas Juodžbalis: FIMA presented us a demo system and convinced us.

**Why did Lifosa decide to introduce an integrated access control and time & attendance registration system? How have these objectives been achieved before the system was introduced?**

Controlling staff access at the plant and vehicle traffic across the site as well as registering working time was an automated process at Lifosa for about a decade. But, until recently, the

re were three separate systems that did not 'talk' to each other and there was no automatic exchange of data between them.

So, we were looking for a solution that integrated these functions into one system. Our other task was to optimise the process of time & attendance registration. Previously, information about work schedules and about the actual times that staff entered or exited the site

was stored in separate systems. There was no simple and quick way of checking whether employees were following the planned schedule. The new system is more flexible as it generates more data which can then be analysed at a more granular level – for instance, by employee, department or time period.

With an integrated system, the work schedules are automatically compared with em-

## The advantages of the Lifosa solution:

- The company can now quickly and easily check **whether an employee worked according to the planned schedule**. The system compares work schedules (rolling schedules, night work, shifts, overtime, vacations etc.) with access control data and is able to generate a report according to the required metrics at any time.
- **Automatic generation and distribution of working time reports by required metrics.**
- **Electronic confirmation of staff access permits** – less administration is required. An e-mail with information about a new employee is sent automatically to a department manager, who confirms (or does not confirm) an access permit.
- **Real-time monitoring of the number of employees, visitors and vehicles on site.** It is possible to identify the exact location of a person.
- **Verification of time & attendance records.** The employee's photo is attached to every time & attendance event (every time their card or biometric data is scanned).
- **Automatic generation of recommended action messages for vehicle control operators.** For example, the vehicle has been identified and access is authorised; the vehicle has been identified but access is denied at this time of the day etc.

“Reducing the number of systems has allowed us to streamline administration work and eliminate duplicate tasks. Personnel data now needs to be entered or imported from the HR system just once because it is then transferred automatically to all security posts.”

## Interesting facts about Lifosa

- ▶ Lifosa **manufactures nitrogen-phosphorus fertilisers** such as diammonium phosphate and the feed additive, monocalcium phosphate. It exports **90 per cent of its products to more than 40 countries.**
- ▶ EuroChem is the majority shareholder of **Lifosa.**
- ▶ The company covers an area of almost **300 hectares.**
- ▶ There is a railway line leading to the site which is used to bring in the raw materials and carry away most of the manufactured chemicals. The plant's **in-house rail network runs over 18 km in length.**
- ▶ Lifosa started business on January 18, 1963 and celebrated its **50th anniversary** this year.
- ▶ Lifosa has invested **86 million euros** over the past five years. About 30 per cent of its annual investment goes to environmental projects.

## PARTNER'S COMMENT

## Andrius Valentukonis, Director of Midpoint Security:



FIMA took on the responsibility of implementing and testing the solution and communicating with the customer, **giving us the freedom to do what we are best at – developing software.** FIMA's system integration experience was vital to this project. During the initial phase, when the solution was being designed and constructed piece by piece, FIMA was already able to identify potential problems, the methods that would work and reliable suppliers. Throughout the project, we all felt a spirit of genuine partnership and looked for constructive solutions together.



A single system ensures control of staff and vehicles entering and exiting the site as well as time & attendance management.

employees' entry or exit times as recorded by the access control system. This information is updated regularly so that the latest report is available to a department manager first thing in the morning.

### How important is site access control to your company?

The plant houses facilities which are used to store materials which have a raised risk of

explosion including ammonia so knowing the exact number of people on site at any time is vital in ensuring the safety of both staff and customers. Because there is round-the-clock production and a four-shift working

pattern, the plant has a regular flow of traffic. There are 500 people working in one shift with quite a few customers arriving on site regularly. According to our calculations, an average of between three and five vehicles

““ *The solution is unique because it is the first time in Lithuania that HR management, time & attendance, logistics, surveillance and access control systems built by different manufacturers have been integrated on this scale.*

## Dr Gintautas Vilkaitis, FIMA's expert engineer



Lifosa had clearly-defined technical requirements and was open to innovation. We knew from the very beginning that this project required a bespoke and tailored solution rather than a standard one as well as an integrated approach. We faced the challenging task of integrating separate systems into a single one that continued to meet the requirements of all the individual ones. FIMA and its partner were tasked with devising a solution that ensured efficient and easy access control for more than 1,000 employees and visitors, time & attendance records and other processes and, more importantly, improved safety for everybody on site.

We are glad that we shared a common view on innovation with Lifosa. At the moment, **Lifosa is the only plant in Lithuania with this type of automated staff and vehicle access control and working time registration system.** Of course, projects like this never come to an end. As business needs change, these systems must be upgraded regularly. This is why we have installed a system that has no limitations when it comes to future upgrades.



“ E. Juodžbalis: The synergy achieved by integrating all of the systems is greater than the combined benefits we got from using them individually.

Instead of using an electronic key, employees can verify entry or exit into the site with their fingerprint.

enter the site every minute at peak times.

A reliable and efficient solution is required to control this amount of traffic and the new system provides us with a real-time picture of the number of employees and vehicles on site.

### What problems did the integrated system help to solve?

Reducing the number of systems has allowed us to streamline administration work and eliminate duplicate tasks. Personnel data now needs to be

entered or imported from the HR system just once because it is then transferred automatically to all security posts.

The HR department was also particularly keen on the new system because it simplified the time & attendance registration. Until recently, we had to manually manage the registration process which was highly inconvenient. Meanwhile the reports generated by the old system were not as detailed as those we have access to now. The new system also facilitates developing annual work sche-

dules. We have close to 1,000 employees and each one has his or her work schedule planned a year in advance.

Some of our existing tasks have been made easier, too. For instance, access control is now also based on biometric data. If an employee forgets to bring his or her electronic key-card to work, he or she can use a fingerprint for verification to enter or exit the site.

The integrated system is also equipped with a video surveillance solution. The synergy achieved by integrating all of

the systems is greater than the combined benefits we got from using them individually.

### Why did you choose FIMA?

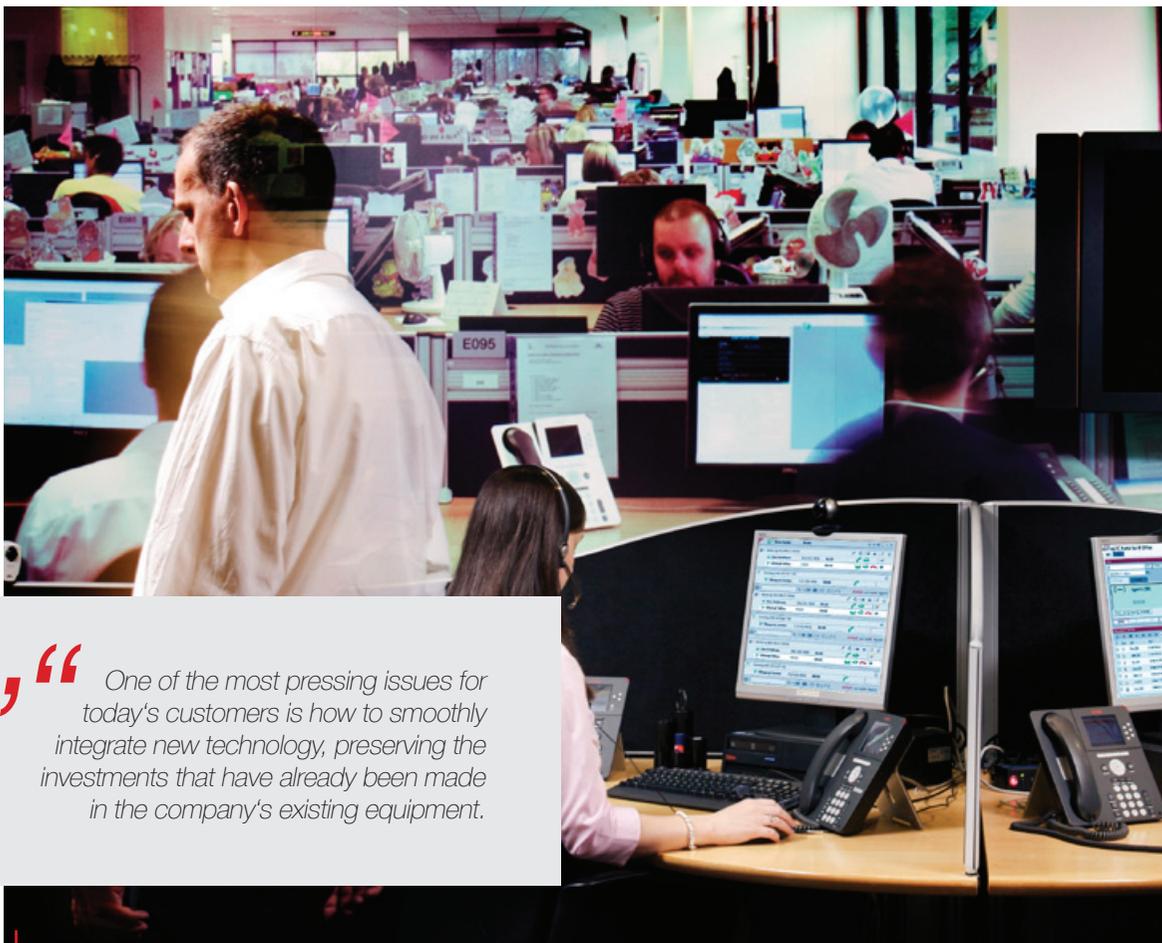
When we were looking for a solution, we analysed the software available on the market. The solutions we found met our original needs but we would have had to have replaced the system if we needed any further upgrades or customisation. As we all know, changes made for just one client like this can end up costing a fortune.

There is no equivalent solu-

tion to that deployed at Lifosa anywhere else in Lithuania. We know this because we exhaustively searched the market for one. So, we were looking for a system integrator able to tailor software to our needs and to ensure its integration with the equipment made by different manufacturers. The problem is that there are many software retailers in Lithuania but few are able to integrate what they sell and then customise it to specific business needs. FIMA and its partner, however, showed us a demo version and convinced us.

# IT strategy as another key strategy for modern business

Modern society is smarter than ever. For greater convenience, we use more advanced communications devices, channels and applications and we demand integrated and simple solutions. Without even realising it, most of us follow technological innovations when we search for products and services to meet our specific needs.



““ One of the most pressing issues for today's customers is how to smoothly integrate new technology, preserving the investments that have already been made in the company's existing equipment.

More and more companies with redundant amounts of technology and equipment turn to unified communications solutions to optimise communication processes.

Lithuania, which is a leader when it comes to advanced information and communications technology infrastructure as well as internet access and broadband speeds, has seen growing interest in 'mobile' and 'smart' communication tools. It is hard to imagine mobile devices without social networking integration, GPS, high-resolution photography, one-touch multiple recipient texting or pay-for-parking apps.. At organisations, constant accessibility and solutions that ensure fast and convenient communications directly affect performance, the quality of relations with suppliers and customers, so this becomes even more important. And, at the end of the day, IT has a direct effect upon costs.

## Meeting the challenges of multiple communication channels

As companies expand and try to find efficient solutions, the number of communication tools in use has exploded: mobile and desk phones, faxes, e-mail, voicemail, Skype, Facebook, conferencing, intranet, Instant Messaging, IP telephony are just a few. This brings new challenges because users find it hard to control the information flow via the different channels while

IT professionals are concerned with the amount of hardware in use which may or may not be compatible. The result is often contrary to the one expected: the time and cost of maintenance increases while the efficiency of communication drops.

„Communication with a customer or business partner often takes place via e-mail, additional information is provided on a phone, details are then discussed using Skype and a document file is sent to a smartphone. These are just a few of the scenarios that may occur in a week but a user is already lost in the flow of information and wasting his or her time trying to track what happened, where and how,“ FIMA's specialist and AVAYA Architect, Aušrys Pumputis, said. And, said Mr Pumputis, more and more businesses are looking for efficient ways to optimise communication enabled processes.

## IT strategy has an impact on the achievement of business goals

Today, nearly every business task or action is IT related. „Most financial management operations and processes of communicating with customers and suppliers take place in the electronic domain and this is where essential and confidential corporate and customer data is stored. So, of course, an organisation's IT system must be reliable, safe and fast. This directly

relates to successful business management, development and reputation," Mr Pumputis said. „An efficient IT infrastructure adds value and helps to achieve common organisational goals. In order to create and retain such infrastructure, unified solutions are vital when it comes to deciding what equipment to use, how to integrate it and simplify management.“

According to Mr Pumputis, if an organisation has a lot of half baked hardware and software, the recommended remedy is to undertake an IT audit and define IT policy and procedures clearly. As a result, the IT strategy takes its place within an organisation alongside HR, export, management and other strategies.

### Unified communications systems as a solution

Today, we often talk about one of the latest trends in corporate IT systems – the concept of Unified Communications (UC). Unified communications help to integrate information coming from different communication sources, thus preventing time- and money-wasting inconveniences. Organisations that use at least some of the Unified Communications tools available tend to perform better, save their own and customers' time and are known to improve communications and customer services as well as lowering costs.

„For example, with UC, when a person answers a call on a

mobile, the conversation can be continued on a desk phone or the necessary information can be passed to an out-of-office co-worker over the phone, via e-mail, IM or video conferencing. This is convenient, communication becomes much simpler and there is a significant productivity boost," FIMA'S communications technology expert said.

### Integration of existing infrastructure

With almost 20 years of experience in providing communications solutions of various sizes and complexities, FIMA is known that one of the most pressing issues facing today's customers is how to smoothly integrate new technology while preserving the investments already made in a company's existing equipment.

„Since 1995 we have been providing communications technology solutions in cooperation with the world's leading manufacturer, AVAYA. In terms of business communication, production management networks, call centres and in-house communications, accessing remote affiliates, the communications platform we offer is the most widely-used one in large organisations and the public sector in Lithuania," Mr Pumputis said.

„It is vital for the business sector the latest functionality is integrated into that which is already running. The advantage of the AVAYA Aura solution compared

with products offered by other manufacturers is that the system works perfectly with the existing equipment made by other manufacturers. This means that no further large investments are required to put the platform into use.“

### Basic UC platform saves time and money

FIMA recommends the latest unified communications platform - AVAYA Aura® - to its customers. The system is based on open standards, it incorporates the benefits of SIP architecture, ensures maximum compatibility with existing communications infrastructure and reduces installation costs. The user interface is specially designed to support a wide variety of communication

channels and technologies and easily accommodate user needs and business processes. The installed platform reduces the amount of hardware (servers) and the volume of IT administration tasks, expanding functionality with less equipment.

„These technologies enable big corporations to employ more out-of-office staff and to cut down on lease costs. Communication with off-site partners, customers and divisions becomes easy without the need for staff to leave the office, thus reducing the need for business travel and remote meetings. The AVAYA hardware is smartly designed and extra-compact. In other words, with a minimum need for new hardware, you can link a myriad of functions and benefits

Check out how AVAYA Aura unified communications solutions help the **MERCEDES AMG PETRONAS team in the F1 competition.**



offered by existing equipment from different manufacturers. With the new AVAYA Aura® platform, businesses will be able to cut down on IT hardware and related administration costs as well as reduce energy consumption and costs," Mr Pumputis said.

## FIMA HAS PROVIDED THE AVAYA COMMUNICATIONS PLATFORM TO MORE THAN 500 COMPANIES AND ORGANISATIONS

AVAYA has been positioned in the Leaders Quadrant in the **Gartner Magic Quadrant** for unified communications, business telephony and contact centres.



FIMA is the only company in the Baltic States which was granted the status of **AVAYA'S Silver Partner.**



AVAYA carries out annual performance audits of its partners. Customer service quality is measured based on the feedback from surveys of AVAYA'S users over the year. FIMA has been granted the status of **AVAYA'S Partner in Customer Excellence.**



Since 1995, FIMA has provided AVAYA communications systems to **more than 500 companies and organisations in Lithuania.**

**500**

# Ambitious Belarusian project worthy of the Discovery Channel

Resembling the silhouette of a gliding falcon, **one of Belarus's largest sports and recreation complexes** is now taking shape not far from the centre of Minsk, on the river Svislach. Covering an area of more than 64,000 square meters, the complex will house a 3,000-seat multifunctional sports arena managed by handball club Dinamo Minsk; a tennis club and a seven-storey, five-star Marriott hotel with a four-storey above-ground parking lot. Everything will be under one roof. Many FIMA specialists are already hard at work on the exclusive building project which is being financed by the Qatar Investment Fund. FIMA will install about 20 electronic engineering systems in the complex. This is the company's second largest project outside the home market Lithuania in terms of scope and complexity.



“ “ The sports and recreation complex under construction in Minsk will be modern ‘from head to toe’ – from architectural solutions to building control and other engineering systems.

The shape of the complex resembles the silhouette of a gliding falcon. It will cost more than USD 100 million.



Dmitrij Shadchenev, FIMA's Development Manager in Belarus: "One day this project could become of interest to the Discovery Channel."

### Marriott's five-star requirements

The sports and recreation complex under construction in Minsk will be modern 'from head to toe' – from architectural solutions to building management and other engineering systems. A total of more than USD 100 million has been allocated for its construction. According to Dmi-

trijus Šadčenevas, FIMA's Development Manager in Belarus, the project could one day become of interest to the Discovery channel, which often features stories about unique construction projects from around the world.

"The complex will be outstanding both in terms of its exterior and interior as well as the huge amount of technology it will hou-

se. For example, representatives of the Marriott hotel chain have provided very precise quality requirements for systems and technologies that are applied to their hotels worldwide. In other words, we had to design and offer five-star solutions for a five-star hotel," said Mr Šadčenevas.

FIMA is installing a whole range of precisely-engineered and

integrated systems including access control, video surveillance and public address systems, communications systems, building management systems, computer networks and parking control solutions as well as equipment for the conference centre. All systems are optimally automated. In addition to the high-quality requirements for the technology behind the complex, the project's developers are also focused on energy efficiency, so the solutions offered by FIMA are designed to save energy.

king in neighbouring Belarus, FIMA has already implemented many different infrastructure modernisation projects. But, according to FIMA's Development Director, Vytautas Zinkevičius, this is one of FIMA's largest projects in a foreign market and the first project of this scale in Belarus.

"We have not deployed so many solutions in one project in any other country outside our home market or worked with such a large international team anywhere else. The team includes specialists not only from

”“

*The international project management experience acquired during this project will be very useful when it comes to FIMA expanding further across the Baltic region.*

According to Mr Šadčenevas, although the deadlines are challenging, everything is going according to the plan. "Our experience with integrated projects allows us to ensure optimum performance of all the work we carry out. The team includes specialists from Lithuania and Belarus with responsibilities clearly defined for each member, which is very important in such large projects," he said.

### A business card for further expansion

Now in its third year of wor-

Lithuania and Belarus, but also from the Arabian peninsula, India and the United Kingdom. As well as adjusting to a different project management culture, we must achieve the ultimate in performance standards and quality requirements applied by the Qatar investors and Marriott hotel managers," said Mr Zinkevičius. He added that the international project management experience gained during this project will be very useful in expanding further across the Baltic region.

## News stream

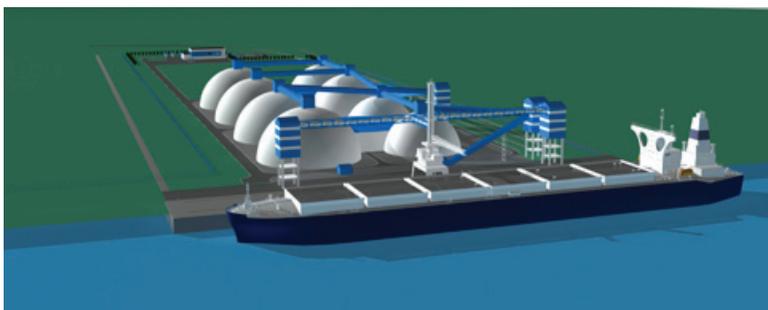


### Exclusive video surveillance system for national library in Riga

A subsidiary of FIMA in Latvia is involved in a project to build the Latvian national library. FIMA's specialists will install a **video surveillance system** equipped with a network of 150 cameras in a building covering an area of more than 40,000 square metres. The system will be integrated with **building management and access control systems and fire alarms**. **It will be** the first time that this advanced **system management software** has been installed in the Baltic States.

### The first outdoor water park to open in Minsk

Minsk's **first outdoor water park – Dreamland** – is taking shape in the centre of the city. A subsidiary of FIMA, FIMA BR, will install **systems** that ensure the security of visitors and enable operators to manage numbers of people on site. Designed to operate during the summer, the centre expects up to 2,500 people to visit each day. An **'electronic wallet'** system has been designed for the convenience of customers. They will pay for the time they spend and for the services they use when they leave the park. A **network of video cameras equipped with intelligent video analysis** will ensure visitor security across the entire 9-hectare site.



### Modern fertiliser terminal takes shape in Riga Seaport

A subsidiary of FIMA in Latvia **signed a works contract with the Riga Fertiliser Terminal**, which is building a new storage and loading terminal for mineral fertilisers at Riga Seaport. FIMA's specialists **will install engineering systems that ensure the highest level of safety** at the terminal which has an expected reloading capacity of 2 million tons per year. Once the project is completed in early 2014, the terminal will become one of the most advanced of its kind anywhere in Northern Europe.

### Dalkia invests in server room upgrade in Warsaw

**FIMA's specialists will upgrade the server room at Warsaw's major heat provider, Dalkia.** The city's heating plant operated by Dalkia is the largest in the European Union and provides more than 80 per cent of Poland's total heating needs. With this in mind, the safety requirements for the reconstruction work are very high. The project will involve the **modernisation of the power supply, telecommunications, heating, ventilation, air conditioning and cooling systems** thereby **allowing even better reliability and operational efficiency of the plant's IT systems.**



# We are there to advise

## Lithuania presented as prime location for data centres at an event in Warsaw

Invest Lithuania, the foreign direct investment (FDI) development agency, and consultants from FIMA and from electricity and IT providers visited Warsaw to attend a special conference and exhibition about data centres. At the conference, **Lithuania was introduced as a country with a well-developed infrastructure, reliable technology facilities and the right people to build and develop data centres.**

According to one of the exhibition's consultants, Valdas Vrubliauskas of FIMA, Lithuania boasts many competitive advantages over other countries across the East European region and has achieved substantial progress when it comes to data centre development. "Lithuania's chances of attracting IT-focused foreign investors to the region are good and yet competition is very strong. So attending such events enables us to highlight the country's key benefits and get a better understanding of the conditions investors are looking for in this sector," said Mr Vrubliauskas.

During the exhibition, Lithuania gave a presentation to potential investors on a project at the industrial park near the Kruonis Pumped Storage Plant that could be suitable for data centre operations. Parcels of land at the park have already been undergoing special transformation to make them ready for the building and expansion of major data centres of capacities between 10 and 30 megawatts.

The specialist event in Warsaw also featured solutions and projects for data centres from other countries like Latvia, Slovenia, and Poland along with experience shared by Finnish and Swedish experts.



A joint team from Lithuania was on hand at the data centre exhibition in Warsaw



## FIMA to share its experience at the "Information Security. Telecommunications 2013" exhibition and forum in Minsk

On December 2 and 3 Minsk will host the **"Information Security. Telecommunications 2013" exhibition and forum**, which will be one of the first events of its kind in Belarus. It aims to encourage the country's public and private sectors to discuss some important issues about information security and the creation of the country's communications infrastructure. FIMA specialists are among those invited to share their experiences and to present the latest infrastructure solutions for data centres.

"It's our third year in this market and we can see the huge potential it has in store. Belarus has recently been investing heavily in infrastructure modernisation projects, so events like this present the perfect opportunity for companies to demonstrate their know-how and to look for new partners and potential customers," said Dmitrij Shadchenev, FIMA's development manager in Belarus.

Scheduled to run for two days, the event organisers are expecting about 1,500 participants and the conference will include more than 30 presentations on information security, data centres, telecommunications modernisation and other topics.



## About Fima companies

Solutions Era is a quarterly publication covering intelligent engineering news. It has been published by Fima since 2006 and is available in Lithuanian, English, Russian and Latvian. Back issues can be downloaded at [www.fima.lt](http://www.fima.lt).

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Fima is the leader in intelligent engineering solutions in the Baltic countries, offering telecommunications, security, automation and data center solutions as well as individually tailored solutions for transport and energy sectors.

The company implements intelligent engineering solutions for businesses and governmental organisations in the Baltic states and Belarus and is continuously involved in projects of technological innovation. In two decades of operation, Fima has carried out several thousand projects of a various scale and degree of complexity.

Fima's headquarters are based in Vilnius, Lithuania. The company has subsidiaries in Latvia, Poland, Belarus.

**Do you have ideas, suggestions or comments?** Email us at [solutions.era@fima.lt](mailto:solutions.era@fima.lt).

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