Smart infrastructure solutions

Fima





We know what shape tomorrow will take

Our solutions follow you in every step: when you drive your car, travel by train or plane, flick a light switch and go online. Our systems guarantee you high speed, safety, comfort and efficiency. We integrate all of our systems and provide you with comprehensive solutions that best suit your needs. We know what shape tomorrow will take because we create it.

FIMA





Intelligent infrastructure solutions

FIMA's mission:

to develop and implement cutting-edge solutions for the upgrade of public and private infrastructure.

Every day, we develop bespoke solutions to help companies and organisations improve their performance. Our activities are based on our experience, competencies and the latest technology. Every step we take with system and infrastructure modernisation raises overall efficiency, safety and comfort standards.

We have earned our reputation with transport, security and defence, energy, data centre, finance, industrial and retail leaders. This recognition is thanks to our team of excellent professionals and cooperation with world-renowned technology partners.

Everything we do at FIMA is based on this: to develop customised, effective solutions for security, automation, ICT, transport, energy and modern cities by integrating cutting-edge systems, equipment and technologies.

Our uniqueness lies in our integrated project management experience, technical expertise and individualised approach. All of these enable us to provide comprehensive services including concept development, design, implementation, maintenance of implemented systems and a guarantee of smooth operation.

We are an international company. We understand the role and responsibility of businesses and abide by a stringent code of conduct. We believe in what we do, pursue our business goals by being progressive, reliable and proactive. We create added value for society.

25 years developing smart infrastructure solutions

FIMA was established in 1992 by a team of physics and mathematics enthusiasts. The first syllables of the Lithuanian words – **Fi** zika and **Ma** tematika – were combined to create the company name. FIMA's first employees were specialists from the Lithuanian Semiconductor Physics Institute. The company grew thanks to technology enthusiasts who expanded their areas of expertise and the company's geographical growth meaning that it is one of the region's strongest players in the market today.

We are a people company

FIMA group employs more than 600 professionals in three countries. Our specialists are constantly improving their knowledge of technology. We are also proud of our experienced project managers, system designers, electronics and automation engineers, data analysts and installers. More than two thirds of our employees have a higher academic degree in technical disciplines.

This team has tested hundreds of systems, developed a multitude of complex solutions, implemented thousands of projects of different scales and won the trust of customers and technology partners.

Our employees improve their qualifications on a regular basis by attending training from world-class partners – manufacturers. They attend exhibitions and conferences, share their experience at both business and specialised conferences and give lectures to students.

More than 700 certificates have been issued to our employees by technology partners and other institutions, of which more than 70 are certificates which allow the holder to manage construction and engineering infrastructure projects. A further 200 certificates grant the holder the right to carry out rail work. All of these demonstrate that we are able to design, implement and maintain complex systems.

In all of our activities,

we adhere to the requirements of

ISO 9001 quality management,
ISO 14001 environmental management,
ISO 45001 occupational health and safety management,
ISO/IEC 20000-1 IT service management,
ISO/IEC 27001 information security management standards.

Nothing is impossible for this team. I trust my colleagues and I'm proud of them: they dedicate their best efforts to work and make customer dreams reality.

> Laimis Gogelis E-automation project manager



A leader in integrated infrastructure solutions in the Baltic region

We are an international company: our headquarters are in Vilnius, Lithuania, and we have subsidiaries in Latvia and Poland.

In 2017, we acquired a controlling stake in Poland's **KZA (Krakowskie Zakłady Automatyki S.A.)**, which is one of Poland's leading companies in the field of railway traffic management solutions. This move has opened up one of the largest railway infrastructure markets in Europe and guarantees excellent growth prospects for FIMA.





Thousands of implemented projects

A RELIABLE CONTRACTOR

Lithuania's and Latvia's national railway companies, the Lithuanian State Border Guard Service, power grid operators, data centre developers and many other customers choose us as their main contractor for implementing complex projects.

From private business needs to strategic infrastructure sites: we take part in every stage of solution development and implementation and ensure the highest quality work and outcomes that best suit our customers' needs.

Consultancy

Over 25 years, we have built up a wealth of knowledge around project implementation, gaining experience in developing and installing intelligent infrastructure solutions that is second to none. We are in a unique position to give advice, offer recommendations and consult with clients who operate in diverse fields across both public and private sectors. After a thorough assessment of the client's needs, having analysed the existing situation and having audited the systems that have already been installed, we develop a proof of concept and detail the ways to achieve it. If necessary, we engage scientific bodies, carry out relevant studies before choosing a solution that will deliver the greatest benefit to the client.

System design

From the initial sketches and detail design through to as-build documentation, FIMA's experts draw up and supply all the relevant project documentation needed for implementing the solutions. At the design phase, our specialists make a thorough assessment of the project analysing all opportunities and any potential risks before delivering a high-quality solution that complies with all existing construction regulations and standards.

FIMA assumes responsibility for the entire project implementation process. Special work and work requiring premium qualifications is carried out exclusively by us; we also have enormous experience in managing the work of subcontractors. Our general contractor status means that we assume responsibility for the quality of design and system compatibility and implementation. Projects are managed by certified and experienced professionals. The quality of work is ensured not only by our experience and competencies, but also by our internal quality audit conducted at every stage of a project. Once a system has been implemented, we provide the customer with comprehensive information about its operation and train the customer's staff to be able to use it effectively.

Maintenance and support

SERVICES

System implementation and commissioning

FIMA Service Centre provides professional services for the technical maintenance of systems. Our specialists are available 24/7 and stand ready to work onsite to ensure the smooth operation of the implemented systems.

Wholesale

We offer a wide selection of component parts for different systems, e.g. security, computer network, automation and many other systems. We represent both world renowned brands and less famous, specialist firms.

We make systems work

FIMA Service Centre is the company's dedicated technical maintenance and support unit, the largest service centre of its type in Lithuania in terms of the number of gualified engineers. Security, building management, telecommunications and other system maintenance services are provided promptly and professionally. FIMA Service Centre provides integrated, customised system maintenance services: a responsible engineer or team of engineers is appointed for each site. The unified call management system, effective customer inquiry handling, prompt reaction time and professional problem solving all ensure that all and any failures are diagnosed and fixed quickly and effectively.

CUSTOMERS

- > Customs Information System Centre (Lithuania)
- Klaipėda State Seaport Authority
- > Latvian National Radio and Television Centre
- > Lithuanian Airports
- > Lithuanian Railways
- > Litgrid
- > Luminor bank
- > Mars Lietuva
- Ministry of Education and Science of the Republic of Latvia
- > National Audit Office of Lithuania
- National Centre for Physical Sciences and Technology (Vilnius University)

There isn't a problem which can't be solved - even in non-standard technical situations. It just means that sometimes we must be creative and come up with a unique solution.

> Jomantė Švabienė Head of FSC customer support group



- > Philip Morris Lietuva
- > Police Department under the Ministry of the Interior of the Republic of Lithuania
- > Prosecutor General's Office of the Republic of Lithuania
- > State Border Guard Service under the Ministry of the Interior of the Republic of Lithuania
- > State Social Insurance Fund Board SODRA (Lithuania)
- Telia
- Transcom
- > Vilnius City Municipal Government
- > VIP Protection Department under the Ministry of the Interior of the Republic of Lithuania
- >Western Union

Solutions with a tailor-made approach

Security solutions

Integrated electronic security, video surveillance and analysis systems for buildings and territories, fire prevention and extinguishing systems.

Railway solutions

A complete range of specialized solutions for railway traffic management and control.

Intelligent transport systems

Traffic management, road toll and speed enforcement systems, parking and public transport organisation solutions.

ICT solutions

Network infrastructure, unified communications, contact centre solutions, conference and public address systems.

Data centre infrastructure

Infrastructure ensuring data centre operation efficiency and security, integrated server and storage solutions.

Automation and monitoring solutions

Building and industrial process management automation, meteorological monitoring systems, chemicals detection systems.

Control and display solutions

SCADA, DMS, display systems for control centres.

Electric power solutions

Solutions for high and medium voltage power networks, distribution network management solutions, uninterrupted power supply infrastructure.

Industry-specific solutions

Dedicated solutions for airports, the defence and security sector, and healthcare establishments; cleanroom infrastructure.

Virtually every person who is travelling, staying or living in the Baltic region is using one or more of our innovative solutions.

> Marius Babachinas Intelligent transport system project manager

We are always on the lookout for market innovations. Cooperating with many global technology partners, we are open to partnerships with new innovative market players so we can offer the latest technology that matches our clients' needs.



PARTNERS

Delta

■R&M



KYOTOCOOLING









BARCO



NUTANIX

opgal2

COMMSCOPE



sprecher

dynniq





We welcome all private and public sector challenges

From transport and energy to urban infrastructure and industrial sites: we can offer everything the Baltic region needs in these fields.







Railway Infrastructure⁻

Traffic control solutions

For the past 20 years, rail travel in the Baltics has been getting progressively safer, more reliable and more efficient. This is thanks, in large part, to our modern engineering solutions. We have nearly 200 certified rail project specialists and global technology partners and are one of the leaders in rail traffic control, signalling and automation system integration in the region.

SCADA power

EUR 39 m

the value of the largest railway project that we implemented.

The upgrade of the IX D Transport Corridor (Kaunas-Kybartai)

has become the largest and most complex rail infrastructure project in Lithuania. We designed and implemented modern railway traffic and level crossing control, signalling, communications and power supply systems on a 110-kilometre railway section and at nine stations. We were the project's general contractor and coordinated the work of more than 50 subcontractors.



After a 40-year hiatus, the /* first section of railway in Lithuania to be electrified a step towards a more environmentally-friendly future with faster travel.

Noul Vilmia

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EJ 575-009



Electrification of the railway section Naujoji Vilnia - Kena

The project *Electrification of Corridor IX. Stage I* is a part of a joint Lithuanian-Belarusian project, which included electrification of the section Naujoji Vilnia - Kena - Gudogai - Maladzyechna on the Lithuanian side.

FIMA designed and implemented the entire catenary network infrastructure on the section from Naujoji Vilnia to the Belarusian border. The project also featured the construction of a brand-new traction substation, a power supply network and the SCADA intelligent control system linked to the railway traffic control centre (over 2,300 signals). FIMA has also redesigned and adapted the existing traffic control system for operation with the catenary network on this railway section.

During the work to electrify 28.6 km of track and three stations, approximately 140 km of overhead lines were strung and more than 1,500 metal pillars were constructed.

Customer: Lithuanian Railways

2014-2017

EUR 26.4 m project value

General contractor

To construct the overhead contact line, FIMA employed specialist equipment to simultaneously mount the bearing strand and overhead wires while tensioning them at the same time. This equipment ensures the rapid and accurate installation of overhead lines.



MAJOR PROJECTS

Electrification of the rail section Naujoji Vilnia - Kena.

Lithuania

2014-2017

Upgrade of signalling, telecommunications and power supply systems at Libiąž Railway Station.

Poland

2016-2017

Rail Baltica I: upgrade of signalling, communications and power supply systems.

Lithuania

2013-2015

Upgrade of Latvian Railways data transmission network.

Latvia

2014-2015

centre: SCADA and traffic control

Lithuania

2010-2014

Construction of a second track between Skriveri and Krustpils: signalling, telecommunications and power supply systems.

Latvia

2010-2014

Modernisation of the IX D Transport Corridor (Kaunas–Kybartai).

Lithuania

2009-2012

Upgrade of Kena and Stasylos railway stations according to the Schengen Treaty's requirements for the protection of the external EU border.

Lithuania

2003-2005 2006-2008 2007-2011

Our intelligent transportation systems help to resolve road safety and capacity problems in a rational way.

Intelligent Transportation Systems

Intelligent transportation systems are one of our priorities. We implement major traffic control and safety projects in Lithuania, Latvia and Belarus. We cooperate with innovative technology partners and offer cutting-edge transport infrastructure solutions across the region. These solutions are of benefit to both drivers and the services which are responsible for traffic organisation. Our partners from research institutions and consultancy companies assist us in carrying out studies which allow us to perform necessary evaluations and implement the most efficient solutions.

The first multifunctional transport violation control system in the Baltic States Three violation control posts with integrated electronic systems sited on the key international roads crossing Lithuania will provide new opportunities when it comes to controlling the weight of passing vehicles, determining their dimensions and ensuring that technical inspection and mandatory insurance requirements are adhered to. FIMA, the project's general contractor, was responsible for implementing road works, installing electronic equipment and developing the required information system.

The opportunity to automatically impose fines on users of vehicles exceeding the maximum allowable weight is the first solution of its type in Europe.

ITS

SOLUTIONS

- Traffic control systems
- > Traffic data collection and analysis systems
- > Traffic violations control systems
- > Speed enforcement systems
- > Street lighting control solutions
- Tolling solutions
- > Weigh-in-motion systems
- Traffic information systems
- > Solutions for public transport
- Parking systems
- > E-ticketing systems

This is the first traffic information system of this level of complexity in the Baltic States. It enables smooth and centralised control over the situation on roads taking into account a variety of traffic conditions and parameters.

> FIMA continues to contribute to the development of this traffic information system.

The first integrated traffic information system in the Baltic States was implemented by FIMA and its partners.

A traffic information system for Lithuania's road network

In 2010, FIMA and its partners began the implementation of a road traffic information system in Lithuania. As part of the first stage of the project, the infrastructure collecting traffic data on the major routes was launched, the Traffic Information Centre was established and the Traffic Information System uniting the two was created.

To collect the data about traffic conditions, weather stations and traffic counters and classifiers were provided. This infrastructure was later expanded by supplementing it with new weather stations, video cameras to monitor road conditions and road surface temperature sensors.

The Traffic Information System collects and analyses information about roads and traffic conditions. Specialists working at the Traffic Information Centre fitted out by FIMA receive information about traffic and weather conditions on Lithuania's road network in real time. This information is provided not only to the services responsible for road maintenance which are able to plan and supervise road maintenance works more effectively, but also, thanks to modern technology, to road users. This allows drivers to plan for difficult weather conditions or possible holdups due to road works or accidents in advance.

The information system is flexible and can be further developed and integrated with other systems. Its functionality can also be expanded.

Customer: Lithuanian Road Administration

2010-2012 EUR 5.1 m (stage I) project value

General contractor







MAJOR PROJECTS

Lithuania

2008-2019

Lithuania

2017-2018

Lithuania 2014-2017

Belarus

2013-2016

Latvia

2014

Lithuania

2010-2012

Lithuania

2006-2009

Lithuania 2008

FIMA was the first Lithuanian company to sign a basic ordering agreement with NATO's Communications and Information Agency.

Defence Sector

Having implemented a number of major projects in the fields of national security and defence, we have built up enormous experience in this sector, where the most stringent security, reliability and qualification requirements apply.

FIMA has signed a basic ordering agreement with the NATO Communications and Information Agency (NCI).

According to a study in the field of security and defence conducted by Transparency International Lithuania in 2017, FIMA is one of the top four companies taking anti-corruption measures most seriously.

Emergency situations management solutions



The EU border is protected by **FIMA-installed** systems.

> The new systems service 260 km of border sections both on land and alongside rivers.

SOLUTIONS Infrastructure security solutions Border surveillance solutions communications solutions **Emergency situations** management solutions Border crossing control solutions

Safe

Strategic Infrastructure

An integrated solution for the surveillance and control of the EU border with Russia and Belarus

FIMA has been involved in projects to strengthen the EU's external borders since 2005. We have implemented more than 10 major projects along the Lithuanian border: we developed a system concept and designed and implemented electronic security and border surveillance systems for sections on both land and along rivers.

The border surveillance systems provided by FIMA feature a set of technologies, including video surveillance cameras, thermal imaging equipment, radars, infrared barriers, microwave sensors and sensor cables, which all ensure that border services are able to work effectively to prevent illegal crossings.

The surveillance system's centralised control is facilitated by control software developed by FIMA for the Lithuanian State Border Guard Service, which registers and analyses events next to the border and controls the electronic equipment in real time.

Customer:

State Border Guard Service under the Ministry of the Interior of the Republic of Lithuania

2005-2017

EUR 20 m project value

General contractor



Lithuania

2016-2019

Lithuania

2005-2017

Lithuania

2014-2015

Lithuania

2012-2013

Lithuania

From 1997

Lithuania 2014

Lithuania



power network, the supply of electricity to industry, business and consumers is now more reliable than ever.

> Valentas Titarenka director of the E-automation Solutions Department

The upgrade of power substation control systems is an important precondition for the centralisation of Lithuania's power networks.

SOLUTIONS

Construction

of substations

Distribution network

management systems

(SCADA, DMS)

Substation

solutions

automation and

relay protection

Energy

security

infrastructure

Energy Sector

We increase both the operational efficiency and control of power production, transmission and distribution networks. We cooperate with world's leading energy solution vendors and provide comprehensive solutions to improve the reliability of power supply, ensure more efficient energy consumption and develop smart grid and renewable energy solutions.

Reconstruction of ESO power substation control systems

To increase the efficiency of the control of Lithuania's power substations, FIMA has been upgrading and reconstructing substation control and communications systems since 2006. During this time, the company upgraded the power substation control systems in nine districts.

The SCADA control systems implemented by FIMA enable the prompt identification and localisation of power network failures and the prompt restoration of power supply to consumers. Furthermore, maintenance of the upgraded substations is now much more efficient and the services provided to consumers are more reliable.

Thanks to the upgraded network control systems, the substations can be incorporated into a single control network, which will optimise the operation of the energy distribution operator, ESO.

Customer: Energy distribution operator ESO

2006-2016

EUR 3.7 m project value

General contractor ENERGY

A DMR Tier II type radio commudistribution operator, ESO. Lithuania 2016-2017

Reconstruction of ESO's power substation control systems. Lithuania 2006-2016

Smart power network sectioning devices, reclosers for the energy distribution operator, ESO.

Lithuania

2014-2015

Fire prevention, security and technological process surveillance solutions for the biomass and thermal waste power plant at Fortum Klaipėda. Lithuania 2012-2013

Medium and low voltage power supply infrastructure, security systems and vehicle weighing automation at the GECO biomass boiler-house in Kaunas. Lithuania 2012

Integrated fire alarm, gas leak detection and fire extinguishing unit of Elektrenai Power Plant.

Lithuania

2010-2012



needs. Energy efficiency -These are what we aim to provide when we develop premium-quality building infrastructure.

SOLUTIONS

- Building management systems
- Security and video surveillance Fire prevention and extinguishing systems
- Communications solutions
- Power supply infrastructure
- Smart lighting solutions
- Conference and meeting equipment
- Sound masking systems
- > Parking solutions

The project was implemented by an international team of contractors.

05 thousand sq m area

storey hotel

level car park

seat sports 3,000 arena

Building Infrastructure

We design, implement and maintain a building's entire electronic engineering infrastructure. We integrate our systems into a single solution, which ensures the simple and effective management of the building infrastructure. Business centres, hotels, shopping malls, sports arenas and aqua parks opt for solutions developed by FIMA.

Sports and Entertainment Complex Sokol featuring a Marriott Hotel in Minsk

An international team of contractors built a sports and entertainment complex featuring a 5-star Marriott hotel in the Belarusian capital, Minsk. In this complex, which has an arena for holding international matches, a tennis club and an aboveground car park, FIMA designed and implemented the entire engineering infrastructure which included nearly 20 different systems.

FIMA provided a premium building management system that enables an automated control of heating, ventilation, lighting and other systems, as well as access control, video surveillance and public address systems, data transmission networks, parking solutions and conference centre equipment.

The systems were designed in line with the global standards of the Marriott hotel chain.

Customer: Falcon Investment Company

EUR7m

project value

2013-2015

Subcontractor



Lithuania 2016-2017

Lithuania

Poland 2016-2017

Lithuania 2016

Belarus 2013-2015

Latvia 2013-2014

Belarus 2014

Lithuania 2006-2007

FIMA provided the infrastructure for Lithuania's first biosafety level III laboratory intended for the study of human diseases.

Education and Science

Cleanrooms for science and business

The need for cleanrooms is increasing rapidly around the world. With the development of the IT, electronics and biotechnology industries, businesses increasingly need cleanrooms compliant with the most stringent air quality standards. Cleanrooms must be completely isolated from factors that include dust, microorganisms, radio waves and sunlight and ensure that any harmful particles and microorganisms from cleanrooms remain inside.

National Centre for Physical Sciences and Technology in Vilnius

FIMA, in a consortium with a construction company, built and provided infrastructure for the National Centre for Physical Sciences and Technology in Vilnius. This facility is unique in Lithuania in terms of its size, purpose and the research technology employed, this facility is unique in Lithuania. FIMA designed and installed the entire technical infrastructure in the 25,000 sq m building which includes 250 laboratories. The company also fitted out nine laboratories compliant with the stringent cleanroom requirements of ISO5-ISO7.

The installed technical infrastructure consists of more than 30 systems, including a customised heating, ventilation and air conditioning system, a deionised water supply system, a data centre for information analysis, an energy supply system and security and communication technologies.

Customer: Vilnius University

2012-2016

EUR 9.9 m project value

Consortium partner

A single system integrator providing the entire building infrastructure ensured the compatibility and effective operation of every individual system. Latvia 2017

2017

Lithuania

Lithuania

2012-2016

Lithuania

2010-2011

EDUCATION & SCIENCE



The smooth operation of the largest contact centres in the Baltic States is ensured by technological solutions provided by FIMA.

Information and Communication Technologies

FIMA has been working in the field of communications technology for two decades. Our highly qualified, certified specialists gained their professional experience implementing complex, large-scale communications systems for rail companies, airports, financial sector and major contact centres in the Baltics.







An efficient and agile contact centre solution for Luminor bank

We supplied Luminor bank with the advanced Avaya contact centre solution. Within a short timeframe, we migrated the call centre's key services to the Avaya communications platform based on open standards. The project was implemented without any interruptions in the bank's customer service operations, while the modular IT architecture enables further interruption-free expansion of the bank's services in the future. The newly installed technologies help the bank reduce service time and manage information flows in multiple channels while maintaining focus on customer needs and customer care.

Our communications technology solutions extend from global service centres to strategic infrastructure sites.

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Development of the broadband internet network in rural areas

The Lithuanian broadband internet development project financed by the EU and the Lithuanian Government was started in 2009.

FIMA implemented several projects during the development of the broadband network: we obtained the necessary authorisations and then designed and built 865 km of the fibre-optic network with data transmission equipment; we also installed and programmed network intersections and end points with the highest-reliability network switches and uninterrupted power supply systems to ensure the highest quality of communications. Some of the equipment was provided in server premises while the rest was installed outdoors. We also implemented a video surveillance system to ensure the security of indoor server equipment.

On completion of the broadband internet development project, 98% of rural residents, state and local authorities and businesses can now use broadband communications services.

Customer: Plačiajuostis internetas

2010-2015

EUR 11.4 m project value

General contractor and joint venture partner

A large-scale project with work completed across 1,300 sites.

MAJOR PROJECTS <

Lithuania 2010-2015

Lithuania

Nuo 2010

Lithuania

2005-2013

Lithuania

2000-2013

Lithuania

From 1994





Data Centre Infrastructure

We are one of the most experienced data centre infrastructure companies in the region. Leveraging our expertise in other areas – including building management, energy supply, security and communications -we offer complete data centre infrastructure solutions: from the construction of dedicated premises, efficient and secure systems to integrated server and storage solutions for cloud computing and professional maintenance of data centre systems.

When we design a data centre, we evaluate all the risks and aim for the highest energy efficiency and simplest operation.

The qualifications of FIMA data centre specialists are confirmed by certificates issued by Uptime Institute.

When we were commissioning the Telia data centre, I was once again reminded that I work as part of a team which offers the best solutions and ensure everything is smooth.

Mindaugas Rušinskas engineer - programmer

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>40 data centre infrastructure projects

14

year experience





Energy-efficient Data Centre

Telia Tier III energy-efficient data centre

FIMA designed and fitted out a Tier III certified 500 kW IT capacity, 450 sq m data centre with the innovative and efficient server cooling system, KyotoCooling. The PUE of this data centre is 1.1.

Using the KyotoCooling solution, we implemented a high-precision Kyoto-Eco cooling management system, which performs autonomous monitoring of data centre parameters including IT equipment capacity, the balance of air flows, internal and external temperatures – and then autonomously supplies the data centre with cooling air at the required temperature.

We designed and implemented the data centre's entire infrastructure including the power network and uninterrupted power supply solutions (generators), fire alarm and extinguishing systems, video surveillance, access control and building and data centre infrastructure management systems. The project was certified by Uptime Institute experts.

2015

EUR 2.3 m project value

General contractor

FIMA assumed responsibility of data centre's energy efficiency parameters and continues to provide prompt technical maintenance and support.









Latvian National Radio and Television Centre data centre Latvia 2011-2014

Lithuania

2009-2010

Warsaw Cardiology Institute

Poland

2012-2013

Data centre for the Euro-Centrum technology park in Katowice Poland 2013