

A low-angle, upward-looking perspective of several modern skyscrapers with glass facades. The buildings are arranged in a way that creates a sense of height and architectural complexity. The sky is a pale, overcast blue. The overall color palette is dominated by the blues and greys of the glass and steel, with a touch of green from the main title text.

**AVITECH**

# **Low Voltage Contractor & Systems Integrator**

**Company Presentation, March 2021**

# Welcome Message

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Thank you for your interest in our company! We are pleased to present AVITECH to you, a company established in 1999 and which is today one of the most important low voltage contractors and IT systems integrators.

Over more than 21 years of existence, we strived to offer innovative solutions based on cutting edge technology and a complete range of professional services that brought value to our various clients.

I hope that our company's proposal will meet your requirements and you will consider AVITECH a reliable partner for your regional or national project.

**Madalin Neculaesei**  
CEO AVITECH Co.

# AVITECH Group

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## AVITECH Co SRL

Low Voltage Contractor & Systems Integrator

CEO – Madalin Neculaesei

2019 Turnover - 12.364.576 EUR

## APTUS Digital Services SRL

Software Solutions and Supply Chain Services

CEO – Oszkar Bara

2019 Turnover - 517,181 EUR

## DEFLAMMO Fire Protection SRL

Fire Protection Solutions

CEO – Emanuel Vasilache

2019 Turnover - 674,376 EUR

## ELTEK Multimedia SRL

Audio, Visual, IT & Communication

CEO – Andi Segal

2019 Turnover - 2,358,975 EUR

## fastPark Co SRL

Integrated Parking Solutions

CEO – Marius Miroslav

2019 Turnover - 69,210 EUR

# About Us



After 5 years of existence, AVITECH became the No. 1 Audio/Visual system integrator in Romania and Balkan region.

1999



AVITECH was established by Mr. Silvio Vitenstein in order to provide Audio/Visual technologies and solutions on the Romanian market.



2004

2006

AVITECH added Security, Fire Safety and Building Automation solutions to its portfolio.



# About Us



APTUS Digital Services provides supply chain software solutions and services and represents Manhattan Associates in Eastern Europe.

2010

## AVITECH

Based on 11 years of experience, AVITECH positioned itself as a Low Voltage Contractor and Systems Integrator on the Romanian market.

2011

## DEFLAMMO

DEFLAMMO Fire Protection is a spin-off established from the fire safety division of AVITECH and provides fire protection solutions and services.

2017

# About Us

*fast***P**ark

fastPark Co. is a spin-off established from the parking systems division of AVITECH and provides integrated parking solutions and services.

2019



AVITECH's Audio/Visual Division and ELTEK Distribution merged. AVITECH is the main shareholder (88%) of ELTEK Multimedia, which became the no. 1 AV Communication Systems Integrator in Romania and the Balkan region.

2020

## Striving for excellence

After 21 years, we are still ready for new and challenging projects that will motivate us to improve our solutions and services.

# About Us

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## Experience

The company was established in 1999 and has become one of the most important systems integrators.



## Expertise

Our experienced and certified specialists are able to manage every type of project.



## Innovation

We combine our industry expertise and different technologies to add value to our clients' projects



## Excellence

We continuously improve our knowledge, solutions and services in order to deliver high-quality projects.



# Meet Our Team



## Personnel

Our team includes 208 professionals who work in Bucharest and other 14 cities in Romania:

AVITECH – 74%

ELTEK – 13%

DEFLAMMO – 8%

APTUS – 3%

fastPark – 2%



## Specialization

Maintenance & Services – 60%

Solution Design & Architecture – 13%

Administration & Accounting – 12%

Sales & Marketing – 8%

Software Development – 7%





# Meet Our Team

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**MADALIN NECULAESEI**

*Chief Executive Officer*

economist, 15+ years of experience,  
11 years at AVITECH.



**OVIDIU PREDA**

*Chief Operations Officer*

engineer, 15+ years of experience,  
12 years at AVITECH.



**ANDREI DOBRICA**

*Chief Technology Officer*

engineer, 15+ years of experience,  
12 years at AVITECH.



**IONUT MOROGAN**

*Chief Service Officer*

engineer, 15+ years of experience,  
8 years at AVITECH.

# Meet Our Team

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**CIPRIAN DUMITRU**

*Security Systems Manager*

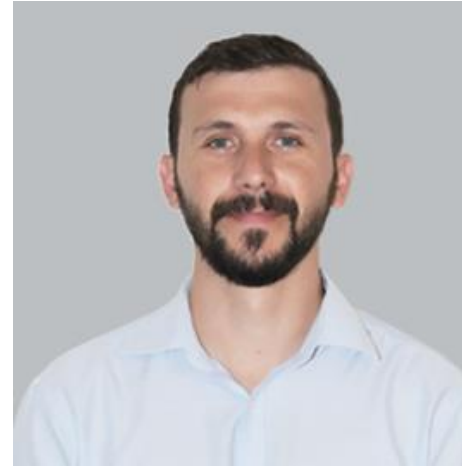
engineer, 10+ years of experience,  
9 years at AVITECH.



**MIHAI BAIGUS**

*Automation Systems Manager*

engineer, 10+ years of experience,  
5 years at AVITECH.



**OCTAVIAN BUCUR**

*Electrical Installation Manager*

engineer, 15+ years of experience,  
1 year at AVITECH.



**DAN DRAGOMIR**

*Installation Project Manager*

engineer, 15+ years of experience,  
13 years at AVITECH.

# Meet Our Team

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**LACRAMIOARA PREDOI**

*Dispatch Manager*

legal adviser, 15+ years of experience, 9 years at AVITECH.



**IULIANA TUTUI**

*Customer Service Representative*

10+ years of experience, 8 years at AVITECH.



**ANDRA HERNEST**

*Marketing Manager*

communication specialist, 3 years at AVITECH.



**MIHAELA VISAN**

*Bid Specialist*

engineer, 25+ years of experience, 2 years at AVITECH.

# Meet Our Team

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**SORIN STANCIU**

*Business Development Manager*

economist, 15+ years of experience, 12 years at AVITECH.



**CODRUT ZBAGAN**

*Business Development Manager*

economist, 15+ years of experience, 3 years at AVITECH.



**LIVIU RADU**

*Business Development Manager*

engineer, 20+ years of experience, 14 years at AVITECH.



**BOGDAN TUTUI**

*Sales Manager, Security & Safety*

engineer, 10+ years of experience, 9 years at AVITECH.



# Meet Our Team

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**ANDI SEGAL**

*CEO ELTEK Multimedia*

engineer, 25+ years of experience,  
19 years at AVITECH.



**EMANUEL VASILACHE**

*CEO DEFLAMMO Fire Protection*

engineer, 10+ years of experience,  
9 years at AVITECH.



**MARIUS MIROSLAV**

*CEO fastPark*

engineer, 10+ years of experience,  
5 years at AVITECH.



**OSZKAR BARA**

*CEO APTUS Digital Services*

engineer, 20+ years of experience,  
10 years at AVITECH.

# Meet Our Team

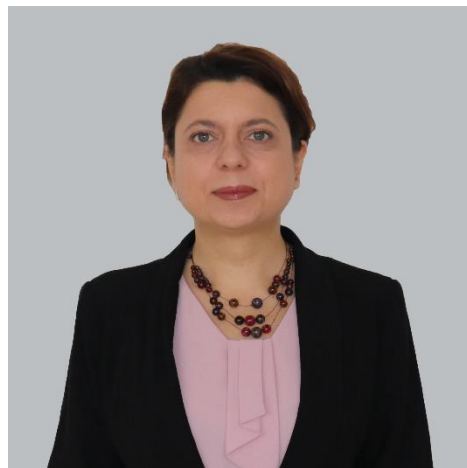
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**VIORICA PINTIALA**

*CFO*

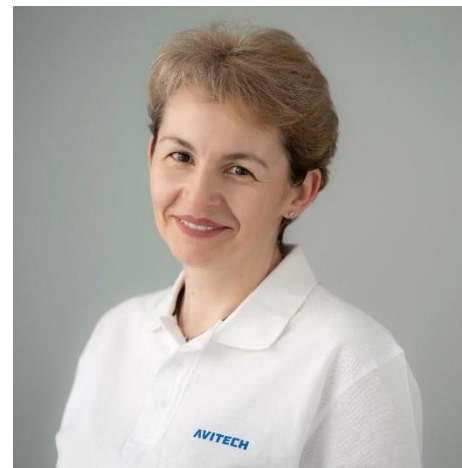
economist, 15+ years of experience, 3 years at AVITECH.



**ANDREEA PISLARU**

*Lawyer*

lawyer, 15+ years of experience, 4 years at AVITECH.



**MIRELA SERBAN**

*Administrative Manager*

economist, 30+ years of experience, 3 years at AVITECH.



**ROXANA TANASE**

*HR Manager*

economist, 15+ years of experience, 2 years at AVITECH.

Downloaded from <http://ajph.org/> on November 10, 2015



## National Authorities

ANRE – electrical installation, IGSU – fire protection, IGPR – security, MaPN – NATO code, INSEMEX – fire protection for atex, ORNISS – security, AACR – systems for airports.



## Technology Partners

Advancis, Automatic Systems, AXIS, Bosch, Hikvision,  
Gamanet, UTC, Honeywell, Cisco, Crestron, Fortinet,  
Fujitsu, L-Acoustics, Legrand, Manhattan Associates,  
R&M, Electro-Voice, LG, NDS, NEC, Vuwall, Flowbird,  
HUB Parking Technology, Viking, Wagner, Zoom.



## National and International Organizations

AHK, ARSC, ARTS, AVIXA, Cluster CLUJ IT, ESSMA,  
ROFMA.

**AVITECH**



# Our Solutions



SECURITY

Video Surveillance, Intrusion Detection, Perimeter Security, Access Control, Time&Attendance, PSIM.



FIRE PROTECTION

Fire Detection, Voice Alarm and Evacuation, Smoke Extraction, Fire Extinguishing.

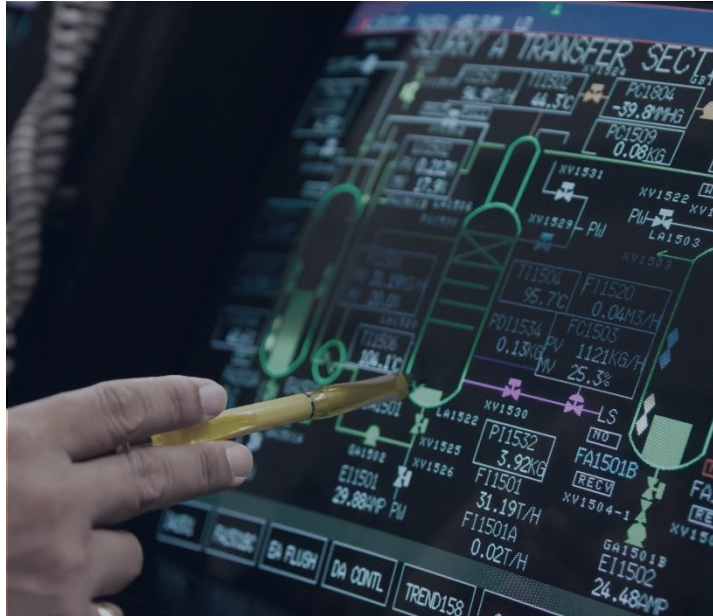


PARKING

Sensors, Parking Meters, Parking Systems, Mobile Parking App, Software Management.



# Our Solutions



## AUTOMATION

Integration of HVAC, Elevators, Electrical & Thermal Metering, Distribution Boards, Security, Safety.



## ELECTRICAL WORKS

Power Supply, UPS, Architectural Lighting, Generators, Medium Voltage Installations.



## IT & COMMUNICATION

IT Infrastructure, Unified Communications, Data Center, Data Security. Software Applications.

# Our Solutions



## AUDIO/VISUAL

Conference Systems, Digital Signage, Digital Cinema, Sound Systems, Videowalls.



## SOFTWARE DEVELOPMENT

Mobile Application, Software Customization.



## INTEGRATED SYSTEMS

Building Systems, Physical Security Information Management, IT&C, Audio, Video, Lighting.



# Our Services

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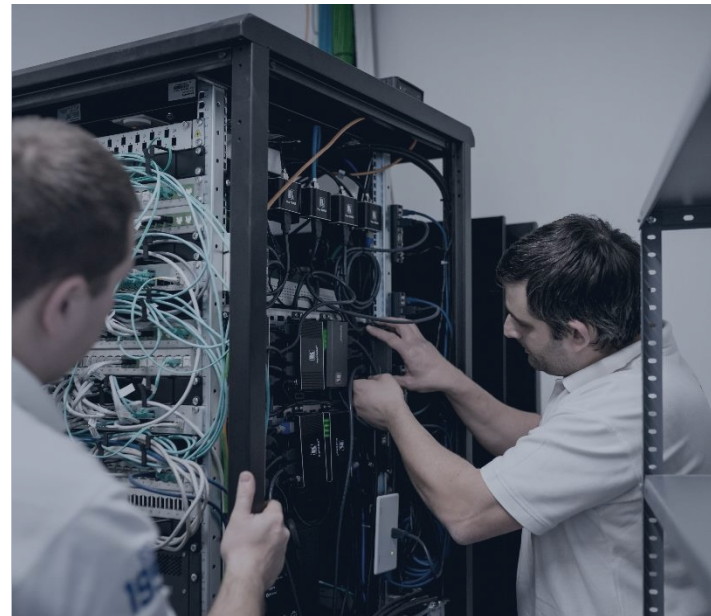
## CONSULTANCY

Feasibility Studies, Technical Audit Reports,  
Technical Consultancy Services.



## DESIGN

Electrical Design, System Architecture,  
Interior Design.



## INSTALLATION

Electrical Works, Mechanical Installation.

# Our Services

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## SYSTEMS INTEGRATION

Interconnection of different equipment, systems and installations from various manufacturers.



## MAINTENANCE & SERVICE

24/7 technical support, back-up equipment and spare parts, all over the Romanian territory.



## MANAGED SERVICES

Different types of solutions-as-a-service: IT network management, digital signage, security.



# Customer Service



## Technical Support Services

We offer standard and extended warranties, service contract programs and maintenance services for security, fire protection, parking, automation, IT&C, electrical installations.



## National Coverage

60% of our staff works in the Customer Service & Maintenance Division. We are present in 13 cities and cover the whole Romanian territory.



## Dispatch Center

We have a dispatch center in Voluntari, Ilfov that coordinates the field service teams.



## 24/7

The technical support specialists guarantee that our customers will receive assistance whenever necessary, all around the country, regardless their locations.



# Our Partners

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advancis

ASSA ABLOY

AS AUTOMATIC  
SYSTEMS  
IBER GROUP

AXIS<sup>®</sup>  
COMMUNICATIONS

 **BOSCH**

**HIKVISION**

**Honeywell**

**KABA<sup>®</sup>**

  
milestone

 **UTC Fire & Security**  
A United Technologies Company

**SCHRACK**  
SECONET

 **DSPA<sup>®</sup>.nl**

  
**GRUNDFOS<sup>®</sup>**

**WAGNER<sup>®</sup>** 

**VIKING<sup>®</sup>**

Parking  
Technology **HUB**

 **FLOWBIRD**  
Urban  
Intelligence

**libelium** 

**MAGNETIC<sup>®</sup>**  
ACCESS TO PROGRESS

 **UPPARK**

**AVITECH**

# Our Partners

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AVAYA



FORTINET

FUJITSU



ABB

EAT•N

legrand®

Nexans  
ELECTRIFY THE FUTURE

Schneider  
Electric

biamp.



EV Electro-Voice

LACOUSTICS

LG  
Life's Good

NEC

PLANAR  
A LEYARD Company

SEDCO

SHURE  
SOUND EXTRAORDINARY

VuWall

AVITECH



# Our Major Projects

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The large number of clients we work with is an important indicator of our business. Over the years, we have successfully completed numerous projects in various fields. We invite you to see some of AVITECH's most important projects.

AWESOME



# Expo Business Park, Bucharest

2020



78,000m<sup>2</sup> Office Spaces

- Security
- Parking Systems
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services



# Expo Business Park, Bucharest

2020





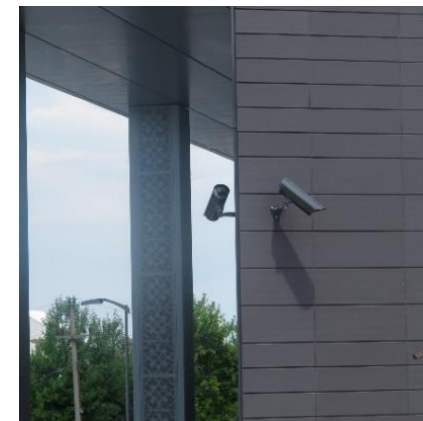
# Floreasca Business Park, Bucharest

Since 2014



34,000m<sup>2</sup> Office Spaces

- Security
- Parking Systems
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services



# Floreasca Business Park, Bucharest

Since 2014





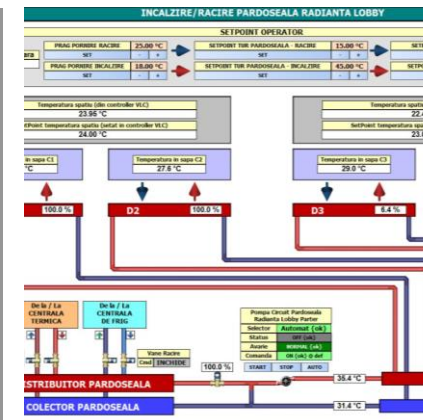
# Iulius Town, Timisoara

2020



120,000m<sup>2</sup> Office and Retail Spaces

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services





# Unirii View, Bucharest

2019



18,000m<sup>2</sup> Office Spaces

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services



# Unirii View, Bucharest

2019





# ParkLake Shopping Center, Bucharest

Since 2017



## 300K<sub>m</sub><sup>2</sup> Retail Spaces

- Security
- Fire Protection
- IT&Communication
- Maintenance Services





# ParkLake Shopping Center, Bucharest

Since 2017





# Altex, Romania

2020



100+ Chain stores,  
warehouses

- Security
- Parking Systems
- Fire Protection





# Altex, Romania

2020



# Kaufland, Romania

Since 2009



120+ Chain stores,  
warehouses

- Security
- Parking Systems
- Maintenance Services





# Lidl, Romania

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Since 2011



250+ Chain stores,  
warehouses

- Security
- Fire Protection
- Maintenance Services



# Mega Image, Romania

Since 2011



700+ Chain stores,  
warehouses

- Security
- Fire Protection
- Building Automation
- Maintenance Services





# Odu, Sibiu

2019



## Factory

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services



# Rockwool, Ploiesti

2019



## Mineral Wool Plant

- Security
- Fire Protection
- IT&Communication
- Maintenance Services





# Sofidel, Calarasi

Since 2016



## Paper factory

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services

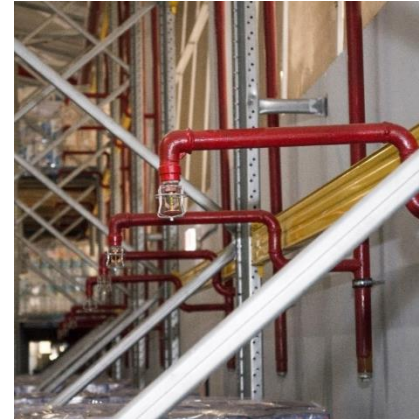




# Sofidel, Calarasi

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Since 2016





# Liberty Steel, Galati

Since 2009



## Steel Power Plant

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services





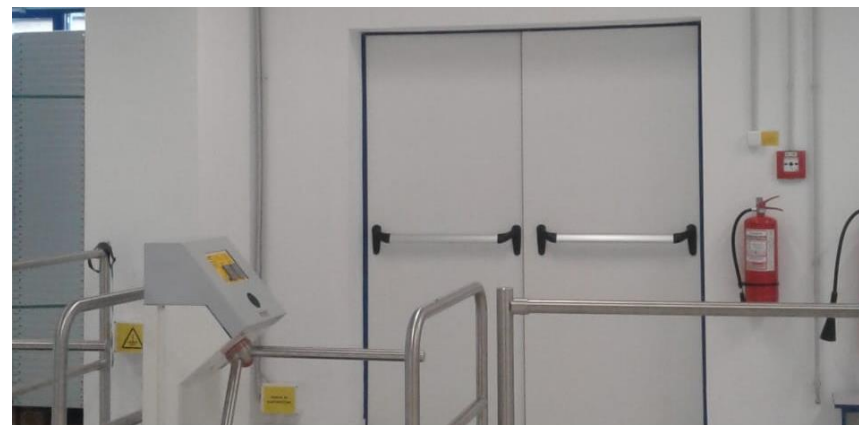
# Wenglor Sensoric, Sibiu

2019



## Factory

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services





# Timken, Ploiesti

2017



## Bearing Factory

- Security
- Fire Protection
- IT&Communication
- Maintenance Services



# Cluj-Napoca Municipality

Since 2019



## Cluj-Napoca City

- Network of 100 parking meters
- 2 miniPark systems
- Maintenance Services





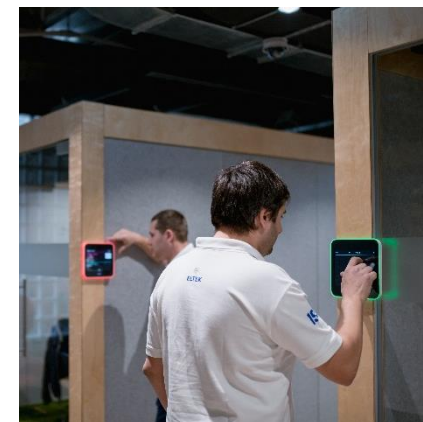
# UiPath, Bucharest

2020



## Software Company

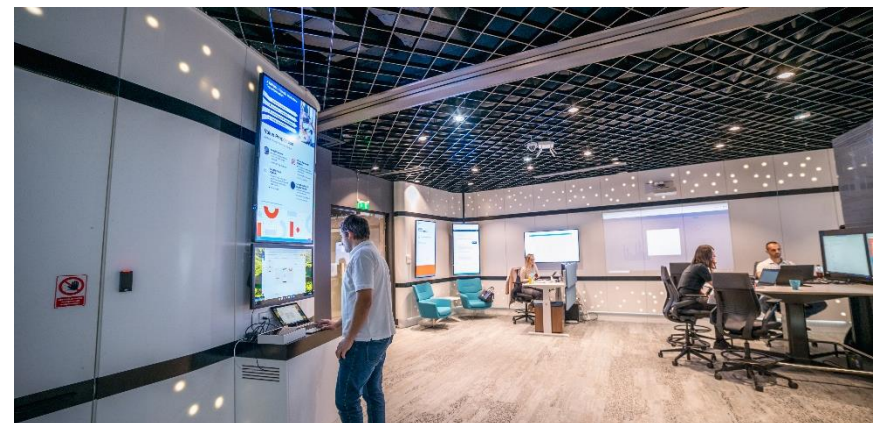
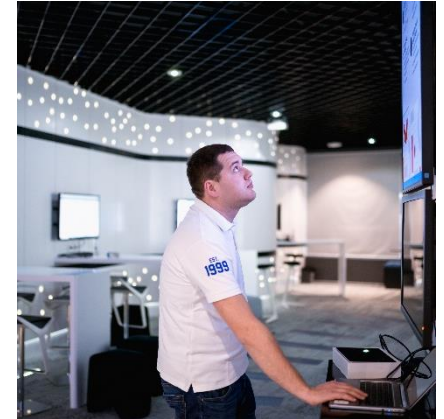
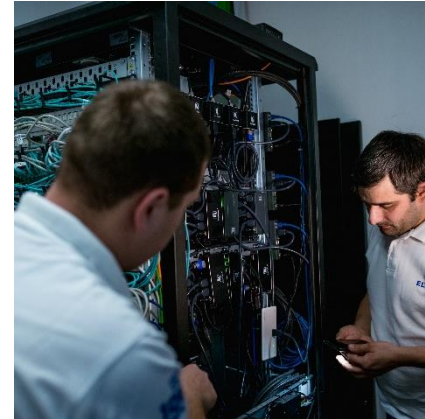
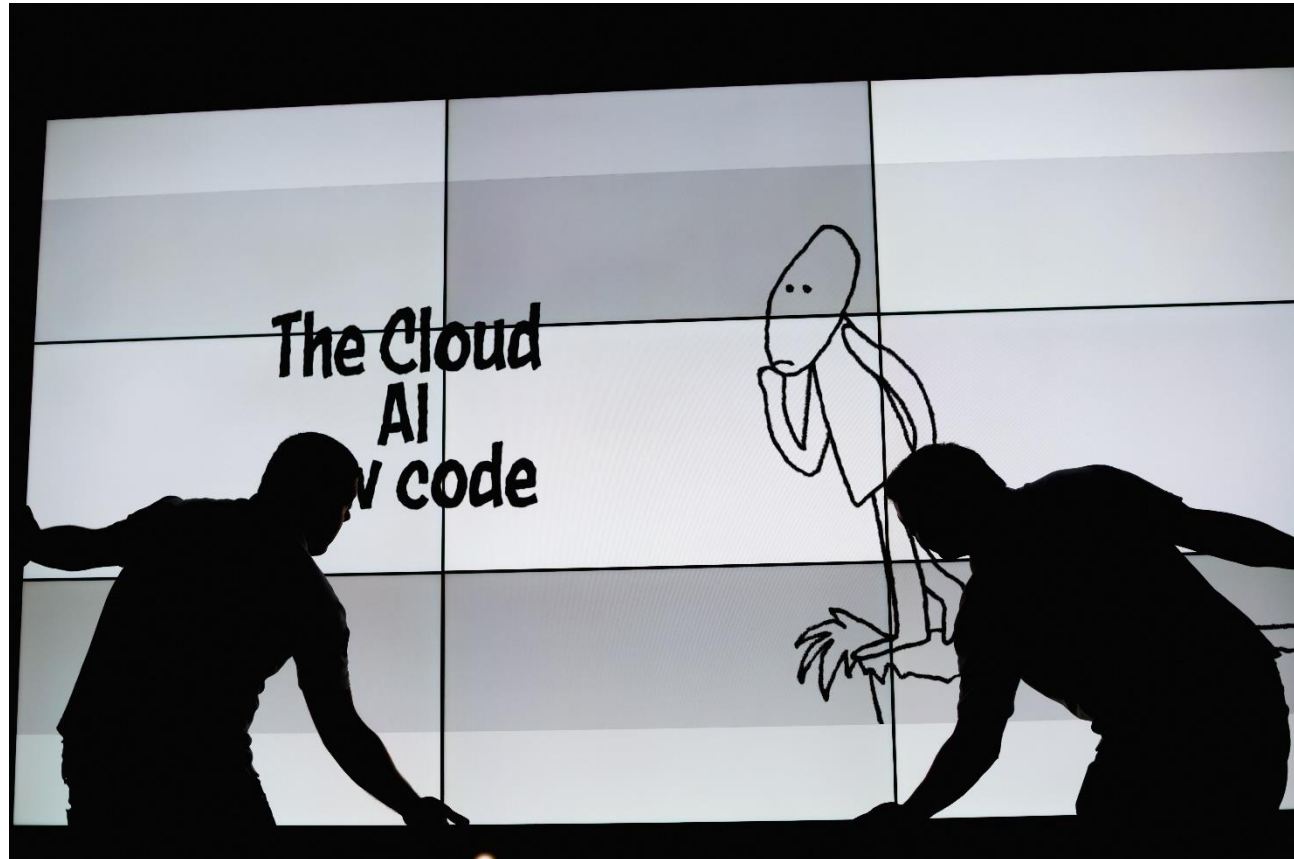
- Presentation Systems
- Digital Signage
- Sound Systems
- Room Booking





# UiPath, Bucharest

2020



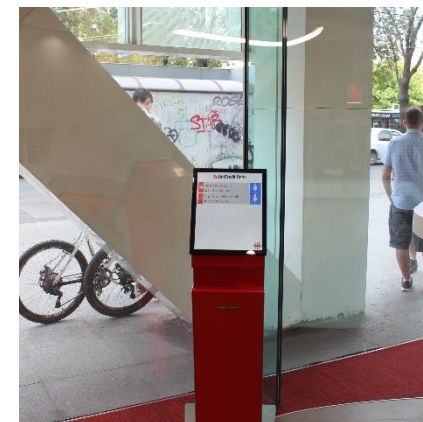
# UniCredit Bank, Romania

Since 2019



## Bank Branch Network

- Customer Flow Management
- Digital Signage
- Sound Systems





# Romanian Border Police

2010



## Network Operations Center

- Videowall
- Video Conferencing
- Conference Systems
- Display System





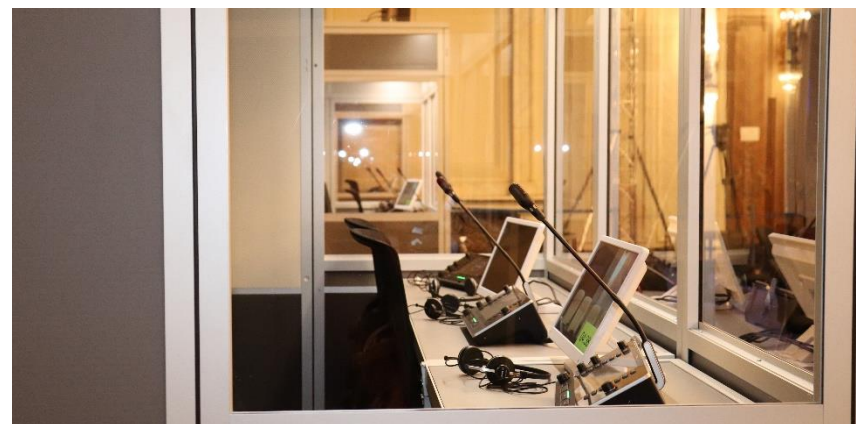
# Chamber Of Deputies

2019



## The Plenary Hall

- IT&Communication
- Conference Systems
- Sound System
- Video System
- Maintenance Services





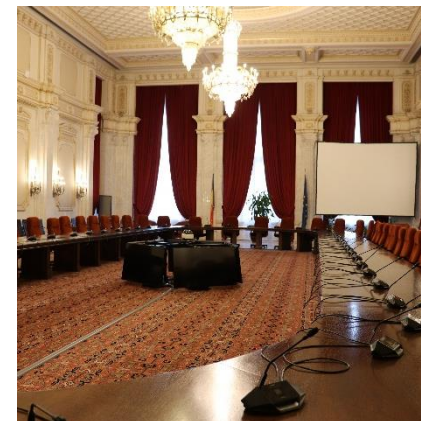
# Senate Of Romania

2019



## The Plenary Hall

- IT&Communication
- Conference Systems
- Sound System
- Video System
- Maintenance Services



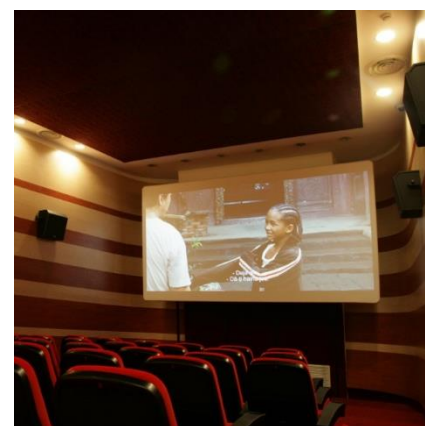
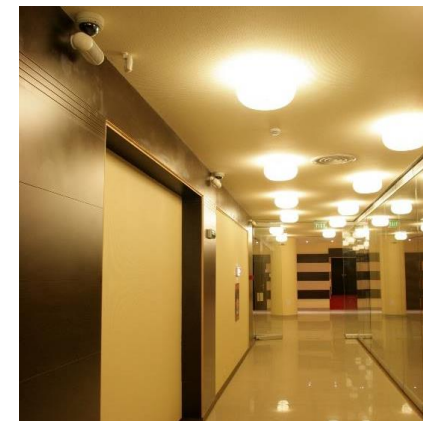
# Eugen Ionescu Cultural Center, Slatina

2010



Cultural Center,  
Cinema, Theatre

- Security
- Fire Protection
- Automation
- IT&Communication
- Electrical Installation





# Eugen Ionescu Cultural Center, Slatina

2010



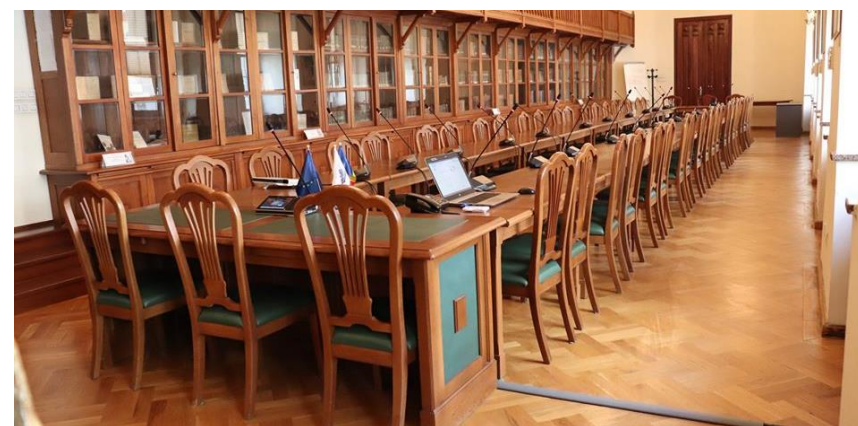
# University of Economics Study, Bucharest

2020



Virgil Madgearu Room

- Conference System





# University Politehnica of Bucharest

2020



## Auditorium

- Sound System
- Video System
- Lighting
- IT&Communication



# University Politehnica of Bucharest

2013



## Research Center

- Security
- Fire Protection
- Building Automation
- IT&Communication
- Maintenance Services





# Why choose us



## Experience

We have a strong and proven experience - over 21 years - in systems integration field for all types of applications: new projects, expansions, redesigns.



## Expertise

The authorizations and certifications confirm our ability to manage different complex projects, nationally and internationally.



## Innovation

We integrate systems and offer turnkey solutions tailored to always match the needs and budgets of our partners.



## Excellence

We work hard to maintain our leading position and to exceed our customers expectations.





A low-angle, upward-looking shot of several modern skyscrapers with glass facades. The buildings are dark blue and grey, with a grid of windows. The sky is a pale, overcast blue. The perspective creates a sense of height and architectural scale.

**AVITECH**

**Thank you  
for choosing us!**

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