

CONNECTING
THE WORLD



SOLUTIONS & SERVICES
WWW.SIMARTIS.COM

MEET SIMARTIS



We at Simartis feel passionate about the telecom industry as a force for innovation and we offer technology solutions to Mobile Network Operators, so that they can continue to thrive and drive innovation.

We have established a worldwide presence through our own products and services, building a reference list of live solutions to Mobile Network Operators from over 15 countries across 4 continents.

Our company was founded by telco people who have worked in key departments of a variety of major operators, including Vodafone, Orange and Deutsche Telekom. The experience of the trials and tribulations faced by the operators is embedded as a key element in the design of our solutions.

Our Bubble solution is globally recognized by receiving an Innovation Award in Paris. Bubble is the solution which opens a new sales channel for the mobile operators, allowing them to immediately generate revenue boost and churn reduction.



In 2014 we have added an investment fund as shareholder, to accelerate the deployment of Bubble to mobile operators worldwide.

OUR ACHIEVEMENTS

- » Over 12 years of continuous activity
- » Constant YOY revenue growth > 35% in the last 3 years
- » All solutions are owned by Simartis and are fully developed in house
- » Worldwide presence through our clients and partners
- » Live systems in 17 countries: Albania, Angola, Armenia, Bolivia, Dominican Republic, El Salvador, Guatemala, Honduras, Italy, Lithuania, Paraguay, Republic of Moldova, Romania, Somalia, Spain, Turkey, Vietnam
- » SIM applications installed on > 100M SIM cards worldwide
- » Bubble solution won the Best Innovation Sesame Awards in Cartes, Paris, 2011 and was nominated as finalist for Most Effective Advertising Technology Platform and the Most Effective CRM Campaign at the Effective Mobile Marketing Awards in London, 2014



AWARDS

2011: CARTES, PARIS
SESAME AWARDS

Winner of:
Best Innovation

**2014: THE EFFECTIVE
MOBILE MARKETING AWARDS**

Finalist for 2 categories:
Most Effective Advertising
Technology Platform
Most Effective CRM Campaign



DISCOVER THE LATEST NEWS AT
www.simartis.com
www.questionthatsell.net



fueled by
GREAT IDEAS

SOLUTIONS & SERVICES

SOLUTIONS:

Bubble – Real time Advertising & Sales Channel
X-Menu – DSTK & VAS Services Management
OTAP – Automatic Device Management
SIM Phonebook Back-up

SERVICES:

Business and technical consultancy
Solution design
Implementation
Support and maintenance
Hosting

MEET THE TEAM



ALEX VOICULESCU
Founder, VP, Business Development & Sales



MARTIN KAMMER
Advisory to the board



RUEDIGER STRACK
Advisory to the board



DANIEL LYNCH
Member of the board



ROBERT STAN
CFO



RĂZVAN IONESCU
CEO & Partner



VLAD ORGHIDAN
CTO
15 years of experience
in Telco and IT&C



IULIAN TOPLICEANU
Head of Operations,
maintenance and Support
14 years of Telco and IT&C experience



IRIS CONSTANTINESCU
Sales Director
20 years of IT&C experience



RAM RAMAMOORTHY
APAC Business Development
and Sales Director
28 years of IT&C experience



RALUCA CRISTOREAN
Head of Customer Value
Management Consultancy Division
16 years of Telco experience



CRISTIAN CHIRU
Customer Value
Management Expert
11 years of Telco experience



SILVIA BOGATU
Account Manager
15 years of Telco experience



ANDREW POPE
Business Development
and Area Sales Director
10 years of Telco experience



ALEX NAGY
Senior Product Manager
8 years of IT&C experience



LIVIU PETRE
Senior Project Manager
11 years of IT&C experience



CRISTINA PETRE
QA Team Leader



ADINA VOICULESCU
Head of HR and Administration

GLOBAL PRESENCE

- » offices in Bucharest, London, Prague and Bangalore
- » 30 commercial projects live on 4 continents

OUR CLIENTS



Do you
want to take part
in a customized
DEMO?
E-MAIL US AT
sales@
simartis.com

OR
CALL HERE
**+4021/
310.91.65**
and set up a
meeting with
our experts

Discover the latest news at
www.simartis.com

And find out how you can
BOOST your **SALES** at
www.questionthatsell.net



Simartis House, Floor 1 & 2.
Intrarea Amzei 5,
Sector 1, 010346
Bucharest, Romania



Sales Department:
sales@simartis.com
Technical Support:
technic@simartis.com



Phone: +4 021.310.91.65
Fax: +4 021.310.91.67