LASTING

LASTING System

Value Added Distribution, IT Solutions and Services

LASTING

About us

LASTING System

LASTING System, part of the LASTING Group, is a powerful player on the Romanian IT market, as well as one of the largest value-added IT distributors with 100% Romanian shareholding. Our company has been present on the Romanian B2B market for 25+ years.

LASTING System has developed strategic partnerships with top global technology producers and covers the whole territory of Romania through a network of partners, which is currently extending to regional (Balkans) partnerships. The company also provides for sophisticated hardware projects that meet multiple requirements, including high-performance servers, state-of-the-art storage systems or digital data centers.

Top 3 regional Value Added Distributor (VAD)

Long-term partnerships with vendors, resellers and end users

40+ million EUR turnover in the previous fiscal year

Business Hub & expertise for resellers and end users

Competencies

The LASTING Portfolio

LASTING System specializes in the value-added distribution (VAD) of IT infrastructure components. We provide solutions & track the entire implementation process areas which include:

Critical computing

Consolidated storage

Unified Communications

Advanced video surveillance solutions

Power backup solutions

> Our company is capable of supplying additional technical and professional services related to those projects and solutions, including high-performance servers, state-of-the-art storage systems or digital data centers.

LASTING System holds a vast experience in the following:
- Communication Solutions & Data Security
- Business Critical Solutions & Professional Computing
- Volume Distribution

☑ Easy to do Business

In its journey to facilitate and support the business of its reseller partners, LASTING System has invested in the development of a set of digital tools, the most significant of which is our B2B Portal. This functions as an e-shop and enables resellers to access a wide range of functionalities which greatly improve operational efficiency and speed.

In the B2B Portal resellers can check the availability of products in LASTING System's stock, configure their offers directly, track deliveries as well as access specific benefits such as their own customized discounts and other fiscal facilities. All under the Easy to Do Business header which is one of the top priorities for a top distributor such as LASTING System.
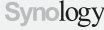
Available solutions

Value-added

Servers	DELLTechnologies FUJITSU

Storage	DELLTechnologies FUJITSU NetApp Synology TANDBERG DATA

Networking	D-Link dahua TECHNOLOGY DELLTechnologies FUJITSU GRANDSTREAM CONNECTING THE WORLD LANTRONIX SOPHOS Synology U

UPS	DELLTechnologies EATON FUJITSU

Video surveillance & access control	AVA SECURITY AVIGILON dahua TECHNOLOGY DELLEMC EIZO FUJITSU Synology herta U

Backup and management solutions for virtualized environments	DELLEMC Synology veeAM

CyberSecurity and data protection	SOPHOS VARONIS

Audio & videoconference, voice, call center and AV	ATEN audiocodes Axtel ClearOne EIZO EPOS epygi GRANDSTREAM CONNECTING THE WORLD Optoma poly hp SHARP spectralink WOLFVISION Yealink ZOOM

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LASTING System · The partner you can trust

Available solutions

Volume

PC equipment, notebook, workstation and ThinClient	DELL · FUJITSU
Display	DELL · FUJITSU · EIZO · Optoma · SHARP
Certified upgrade memories	DATARAM · Accelerating Innovation
Workspace accessories	DELL · FUJITSU · Targus

Expertise

Technical Certifications and Skill

DELLTechnologies

6 certified engineers specialised in the installation, configuration and maintenance of server and storage solutions.

DELLEMC

5 persoane cu certificare de System Engineer & Presales

FUJITSU

6 certified engineers specialised in server installation, configuration and maintenance

NetApp

2 certified engineers specialised in installations, solutions deployment and technical support

EATON

3 certified engineers specialised in the installation and maintenance of medium and large scale UPSes

Microsoft

3 Windows Server certified engineers

PRINCE2

Prince2 certification

SOPHOS

1 Sophos certified engineer

DELLEMC

1 Dell Networking qualified engineer

poly | hp

3 certified engineers for audio-video solutions

vmware

1 VCP certified engineer

zoom

2 Zoom certified engineers

GRANDSTREAM
CONNECTING THE WORLD

1 Grandstream certified engineer

avigilon

1 Avigilon certified engineer

✅ The Right Choice

Currently, digital infrastructures are at the core of every company - therefore, keeping this infrastructure up to date in order to meet performance standards is extremely important. The best thing to do is to transfer this responsibility to qualified specialists, such as those that LASTING System has in its ranks.

✅ Collateral Benefits

Your company's in-house personnel responsible for this complex digital infrastructure maintenance mission can gain access to the best allies that will help them keep everything up to date. Moreover, your in-house team can focus completely on its main business tasks and priorities, at the time knowing that their IT infrastructure is in good hands.

Areas of Competence

Our services cover end-to-end implementation / deployment, monitoring and IT maintenance processes, with competences in every business area in our portfolio:

- **Critical computing**
- **Consolidated storage**
- **Unified Communications**

- **Advanced surveillance solutions**
- **Networking solutions**
- **Power back-up / UPS solutions**

✅ Other Benefits

LASTING System has an end-to-end business approach that seamlessly integrates hardware, software and IT solutions - updates included. This in turn lowers overall costs and guarantees regularity of payments and predictability for the overall allocated budget. (Costs advantages)

Since our company's main area of activity is precisely the delivery of such services, LASTING System brings to the table a high degree of professionalism and know-how, as well as 25+ years' experience in incident prevention, approach and technical problem-solving. (professional advantages)

We provide collaborators and customers with the assurance that their IT systems - on which their company's daily running is based - work at their full potential, fully compliant with any specific industry or particular company requirements. (strategic planning advantages)

LASTING System has the ability to take over the entire deployment and post-deployment IT solutions process, at the same time providing all the related technical and professional services.

Technical Services

We provide technical services for business products (service provider or warranty services). LASTING System covers the entire range of activities specific to an authorized service - the products that are subjected to those services are supplied by our technological partners (suppliers, vendors) and include warranty or post-warranty.

* In case your business products are not provided by vendors for which we have certifications or are not included in the situations listed above, we offer service by demand.

Based on the brand, we are a service provider for:

DELL EMC · NetApp · poly | hp · FUJITSU · EATON

vmware · SOPHOS · AVIGILON · ZOOM · ClearOne

GRANDSTREAM CONNECTING THE WORLD · Yealink

Having a LASTING System team on-site translates into:

• **Valuable expertise**
• **Promptness**
• **Availability**
• **Flexibility**
• **We can personally pick up the products under warranty**

• **We can work directly inside the client's premises**
• **Passion**
• **Specialists that are always up to date with the latest technologies, due to the constant interaction with our technological partners**

Your company's devices benefit from efficient, flexible and fast service, provided by the LASTING System team.

We have been a Dell Technologies partner since 2006, which has led to the development of significant competencies for Dell technologies and products. We have the capacity to develop complex solutions and various types of projects together with our partners.
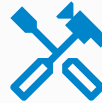
Professional Services

Professional IT infrastructure management services - for successful companies. LASTING System provides professional IT infrastructure management services that allow our collaborators to take full advantage of our team's skills, expertise, energy and professionalism. Our services are available both by demand - on a specific case, or based on an SLA (Service Level Agreement) - the latter are contracts that enable a continuous package of services and prioritizes your demands in our waiting list.

The main types of professional services that LASTING System can provide include:

Consulting services

Deployment services

Maintenance services

Installation services

Technical management services

Post-deployment support services

* *All these services apply to business-level IT technologies. We can take over the demands related to all enterprise IT elements that are covered by the solutions available in our portfolio, including critical computing, consolidated storage, unified communications, advanced surveillance solutions, or power backup solutions.*

LASTING System

The partner you can trust

The LASTING solutions help our partners develop
on the road to digital transformation.

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LASTING   TOGETHER WE
CAN DO MORE