

“In the last 11 years we have invested in a team of specialists” says Dragos Pahonțu, CEO of the company Sysgenic Group, one of the great software developers in Transylvania, in an exclusive interview for our portal.

It states that the solutions proposed by Sysgenic addresses both the private and the public sector, as applications for financial and capital markets, ERP and adjacent applications, solutions for mobile devices, IT services and complementary services, business solutions and support solutions adapted.

- CEO Mr. Dragos Pahonțu, Sysgenic Group is a manufacturer and distributor of genuine software - ERP packages. Please fill out the profile of activity. In what year was the company established?

- Sysgenic Group was established in 1998 and is one of the major software developers in Transylvania, a leading provider of Extended ERP - type systems, products and IT services in areas like banking, stock market, pharmaceutical, manufacturing and retail. Sysgenic Group is a network of companies in the IT & C sector, that in the last 11 years has continuously invested in training a team of professionals - economists, lawyers, market analysts, IT specialists, enabling the development and market positioning of an ERP (Enterprise Resource Planning), but while offering outsourcing services to both Romanian companies and those abroad, especially developing software for banking and financial markets trading in Europe and the United States.

Sysgenic Group is "Microsoft Gold Certified Partner" in 2005, the same year and obtained ISO 9001:2000 certificate for Quality Management for all companies in the group. The 2007 we became CMMi Level 3 certified, being among the top three firms in the country that have obtained this certification and the first outside Bucharest!

- What steps have marked the company's growth nationally since the establishment until now?

- The most important step towards software services market in Romania in 2001 was taken with the launch of IBS Xtended, ERP class. Between 2001-2007 there have been about 30 implementations in various multinational and local companies. In 2007 we redesigned the product for two niche markets, namely the distribution (IBS Distrib - which contains a module for Sales Force Automation) and "small" (IBS Xpress - a product derived from basic ERP). In 2009 we launched IBS Financials, specifically designed for players of capital markets in Romania.

- What is your range of products and services? Which fields do you address? What are your developed solutions for public institutions (public administration, health and education)?

- The range of products and services include:

- Applications for financial and capital markets;
- Content Management Systems Tools;
- ERP applications and adjacent
- Portals (e-trading, e-commerce, e-learning - Education);
- Solutions for mobile devices (Sales Force Automation);
- IT services and complementary services: consulting, project management,

software architecture, design, development, testing and maintenance;

- Business Support Solutions: ERP, BI, business process outsourcing;
- Tailored solutions: SaaS, Platform as a Service
- Public administration: IBS ERP xtended
- Health: IBS Medicals - enable integrated management of medical clinics,

filing electronic registry of patients, physicians manage relationships with partners, SIUI automatic reporting to state institutions, allows the publication of results in real time on the Internet and ensures work efficiency by generating indicators performance based on reports from computer system.

Sysgenic proposed solutions addressing both the private and public sector.

- What's new in the field of Sysgenic Group company?

- Since 2009 Sysgenic Group offers players the domestic stock markets a suite of integrated applications (online trading platform, back-office joint investment company accounts specific sites). However, the commodity Sysgenic Group, IBS ERP Xtended class, adjusted for purchasing power of local firms by introducing new concept of "monthly fee per user" (Software as a Service).

- What difficulties did you meet in 2009? How were they resolved?

- The greatest difficulty was the prospect of delayed decisions to make a purchase because of uncertainty generated cash-flow intermittent or delayed. The solution we found was dividing the contracts for implementation into rates, in order to not impose on the customers payments.

- What are the strategic objectives set for 2010?

- We want to place the product devoted to capital markets "IBS Financials". Also, the launching of a new product niche dedicated to medical laboratories, which will be integrated with the ERP modules to facilitate the daily work of such institutions. The new product "IBS Medicals will be launched in April this year.