



CORPORATE PROFILE

EKONET DOO

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About us



The company **EKONET** is formed in the middle of 1999, with the basis in Skopje, as an authorized distributor of the products from the world famous brand Cisco for Macedonia, Albania and Kosovo. Using the experience in the field of distribution of sophisticated IT equipment, the company has decided to enrich its range of distributed product with another world brand, Microsoft. The above mentioned brand is a world leader in manufacturing operative systems, server platforms, security software solutions as well as applicative appliances for software development. The sales of these products began in December 2006 in the period when EKONET officially became an authorized distributor.

Following the needs of the market, EKONET during the year of 2008 opens branch offices in Albania and Kosovo, and employees local professionals.

Parallel with the distribution of products of the above mentioned brands, the company organizes workshops where certain new products are promoted and, also, new technical solutions are demonstrated. During these workshops the attendants can directly witness the characteristics of the new products, as well as the benefits from the implementation of technical solutions. This is intended so that attendants can easily demonstrate, in their further practical work, the innovations to the end users.

During the year of 2009, EKONET became authorized distributor of two more worldwide known brands Panduit and Conteg, famous by their passive network equipment and storage products.

According to market demands during the year of 2009 Ekonet especially for needs of Kosovo's market starts with distribution of one more brand Xerox.

In order to maintain the expert level of its employees, to work on further promotion and recognition of the brand, as well as to uphold the professionalism of the company, EKONET invests in the education of the staff. The employees possess the basic expert certificates from the above mentioned manufacturers. Also, they are regular attendants to the conferences on the issues of computer networks, not only in this area, but wider in Europe.

Collaborations with similar IT companies in this area are on an admirable level. This is further proven by the fact of mutual collaboration on certain projects, and also day-to-day consulting on issues from the computers and networks area.

Following of the world trends in the IT area, the punctual delivery of the products, EKONET organizes workshops, consultation and support to other companies during the designing and implementation of technical solutions will remain our primary activities in the future.

Regarding the fact that EKONET is a distributor in the chain of sales, the sales we realize through our dealer/reseller network. This reseller partner network consists of eminent IT companies which are already proven in the field of their own working, and which have valid contract with Ekonet.

Microsoft

Cisco



Microsoft Corporation is a multinational computer technology corporation that develops, manufactures, licenses, and supports a wide range of software products for computing devices.

Buying directly from one of the resellers which is included in our network the customer has:

- Genuine license/product imported by authorized dealer channel,
- Valid software license;
- Service support during further upgrade of the equipment (hardware and software),

Buying Microsoft products from a company that is not part of this reseller network, actually from unauthorized channel, the customer automatically loses all of these benefits.



Microsoft

Cisco Systems, Inc. is the worldwide leader in networking for the Internet. Today, networks are an essential part of business, education, government and home communications, and Cisco Internet Protocol-based (IP) networking solutions are the foundation of these networks.

Cisco hardware, software, and service offerings are used to create Internet solutions that allow individuals, companies, and countries to increase productivity, improve customer satisfaction and strengthen competitive advantage. The Cisco name has become synonymous with the Internet, as well as with the productivity improvements that Internet business solutions provide.

Cisco understands the importance of partnering with best-in-class providers to ensure customers receive support and solutions of the highest standard. Our partnerships are based on mutual benefits and long-term commitments. We consider our partners to be an extension of Cisco.

Buying directly from one of the resellers which is included in our network the customer has:

- Genuine license/product imported by authorized dealer channel,
- Valid software license;
- Service support for the purchased equipment and support during further upgrades (hardware and software). This support is brought by Cisco, Ekonet and authorized reseller together, in order to ensure operational reliability, contain costs and protect customer's investment.

Buying Cisco products from a company that is not part of this reseller network, actually from unauthorized channel, the customer automatically loses all of these benefits.



EkoNET



Conteg

Panduit

Conteg is European leader in data and telecommunication racks. This brand offers storage products for every need with best proportion between prices and quality. Under this brand the customer may purchase complete solutions for communication racks.

It manufactures 9 series of data racks, 5 series of wall racks, as well as large number of accessories for their full complement.

Recently the pallet of offer this brand has expanded with data center complete solutions.



Panduit is worldwide leader for development and manufacturing network equipment. Regarding the size of the assortment, the quality of the products, solutions which this brand offers like innovations, Panduit is without doubt leader in the field of working, many years ahead of the competition.

Panduit offers full passive network connections as well as large assortment of products from this field of working.

This brand delivers solutions for data centers, connected buildings, Industrial Automation, production etc.

Panduit is present at industries like: education, finance, government, transport, services etc

