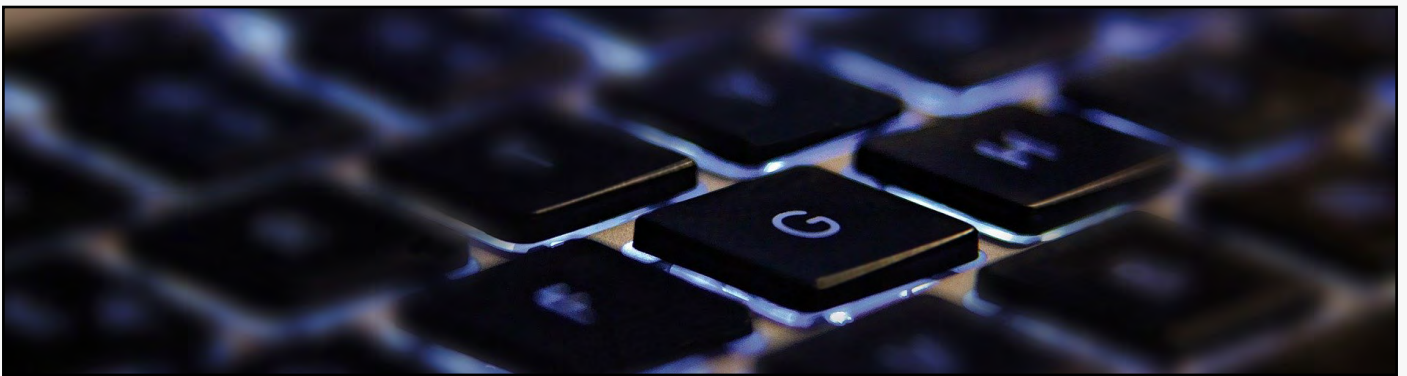




INTRODUCTION

iKons is the IT company of the Abkons group, one of the leading professional service providers in the Western Balkans region. Initially established to support the IT and digitalization related activities of Abkons, iKons has gradually expanded its operation into the areas of outsourcing and recruiting for software development and project management in technologies such as ERPs, Artificial Intelligence and CRM.

The company is ideally placed to support in the IT-related demands of professional service providers working on multidisciplinary projects, but it has also specialized in the outsourcing and recruiting sector.



ABOUT US

Initially established in Tirana, Albania, iKons has expanded into Serbia, Kosovo, Malta and the UK. This network of offices allows the company to tap into the human resources of the Western Balkans area, thus greatly expanding the pool of potential programmers and IT consulting expertise, and enabling it to operate along with the principles of an economy of scale.

iKons operates supported by a very flexible and qualified team of 70+ professional based in Albania, Kosovo and Serbia, working remotely for clients in Europe and the UK, thus serving as a reliable Competence Centre.

But it also has access to the services of over 60,000 freelancers, which means that the company can deliver any requested professional profiles within 24 hours, in case our partners demand direct sourcing. Through its staff and network of freelances, iKons has already built the capacity to deliver 30 contracts simultaneously.

With an eye to the future, iKons has also worked towards setting up its own Professional Academy, which allows it to offer intensive training courses to young people who are then hired by the company. Furthermore, iKons and the Abkons group in general, has invested over the years in cultivating a relationship with a host of technical and professional universities in the Western Balkans to ensure a long terms term outreach of talent in the region.



OUR OFFER

What iKons can offer through its resources is the following:

- Recruitment services and immediate access for a vast pool of well-referenced freelance technology consultants;
- Remote software development & implementation services as a nearshore entity.

More specifically, iKons can be of assistance in the following areas:

- Remote developing / consulting capabilities for ERP/CRMs/AI/Semantic
- Developers in the following technologies:
 - SAP ABAP & SCP
 - Oracle / JAVA Spring, SE & EE
 - Microsoft ASP .NET
 - Database Management
 - Web, Mobile and Front End Development
 - Server Management

iKons can provide an end to end solutions to organizational bottlenecks, assistance in making up for shortages of professional resources and a way to reduce the high costs of IT service delivery.

A two-step approach

1. iKons qualifies a role from the client, sources the appropriate candidate, gets referrals, and submits them to the client with an interview time for the same or next day;
2. If the client is looking for a broader engagement, iKons' development team will interact with the client's CTO/Project leader and define a suitable work plan and communication platform for project implementation. Both solutions are offered at 25% less than current BPO market prices

There are several reasons why this arrangement can be beneficial to our clients:

- Efficiency and very affordable costs;
- Nearshore software development and IT developers working in the same language, same business hours;
- Flexibility to obtain the right consulting professional ON-SITE or Software Development Team in remote from Western Balkans;

