

MASTERY in Integration



The Pride of 22 Years

 **Probil**

We pride ourselves on our contribution to the accomplishments of leading companies for the past 22 years.

Increasing global competition, and the shift from product-oriented focus to client-oriented focus force companies to follow up the developments in the IT area and use the time more productively.

Today we are recognized in the industry as an innovative, reliable, creative solution partner that offers added value and we are the preferred partners of the international technology conglomerates in Turkey, because we have been on a winning streak ever since our start in the business.

Probil, Your Partner In Technology

Turkey's biggest independent IT and Telecom Technologies solutions group since 1989. Strong references in finance, telecom, public and private industries.

Strategic business partnerships with the best in the industry, like Cisco and Microsoft.

With 12 branch offices and 46 business partners, wide service network across Turkey.

A strong team of 500 competent and experienced professionals .

Finance and telecom industries being the two foremost, we offer technology infrastructure solutions to different industries to help them focus on their core business. Our clients are aware of the fact that IT is the key to business efficiency and we live up to their expectations of ensuring cost and competition advantage by meeting their IT needs.

Our Solutions Offer Competitive Edge...

Network Solutions

Unified Communication

- Call Center Infrastructure
- Enterprise IP Telephony Systems
- Unified Communication Applications
- Collaboration Solutions
- Telepresence/Video Conference
- Digital Signage Solutions
- IP TV Solutions

Data Center Solutions

- Unified Computing System
- Storage Area Networks
- Local Area Networks (LAN)
- Disaster Recovery and Business Continuity

Network Integration

- Wide Area Optimization
- Local Area Networks (LAN)
- Wireless Local Area Networks
- Load Balancing
- MPLS Migration

Network Services

Telecom Solutions

- Carrier Grade Network
- Deep Packet Inspection (DPI)
- Fix Mobile Convergence
- Metro Ethernet ve FTTH
- Radio Access Network Optimisation (RANO)
- Carrier Grade Voice Network

Network Management

Data Center Infrastructure Solutions

Inteligent Building Systems

Security Solutions

- Network Security Solutions
- Internet Security Solutions
- Professional Security Services
- End User Security
- Data Security

IT Support and Maintenance Solutions

- Professional Services
- Consultancy Services
- Support Services
- Warranty Services
- Managed Services
- Outsourcing Services

Enterprise System Solutions

Corporate Infrastructure Solutions:

- Server Solutions
- Desktop System
- Virtualization Solutions
- Virtual Tape Library (VTL) and Deduplication Solutions
- Replication Solutions

Corporate Consolidation Solutions:

- Installation & Consultancy Services
- Unified Communication
- System Management
- Security
- Archiving
- Managed Services
- Inventory Management
- Virtualization

Operation and Business Solutions

- Subscriber Policy Service Management
- Identity Management
- Privileged Identity Management
- Single Sign on SSO
- Deep Packet Inspection
- Business Transaction Management (BTM)
- Content Management
- Software Development and Integration Services
- Cloud Computing Management Services Automation
- Network Monitoring Systems
- Insurance Practice Solutions
- E-learning

Microsoft Corporate Solutions

- Corporate licensing
- SPLA (Service Provider License Agreement)
- Server Platform
- Unified Communication
- System Management
- Virtualization
- Business Security
- Inventory Management
- Operational Management
- Configuration Management
- Information Right Management
- Data Base
- Portal Solutions
- Office Application
- Identity Management
- Certification/PKI

Strong business partners help us raise the bar of quality

Our years-long strategic partnership with Cisco and Microsoft gets stronger and stronger every day.

Since the very start of the activities of Microsoft in Turkey, we have been providing Microsoft-based solutions and value-added services, and meet the needs of companies from license services to consulting, from remote learning services to solution sales.

7 consecutive years, we have been named the "Corporate Business Partner Of The Year" by Microsoft. In the SPLA model named as the SaaS, we are the authorized Service Providers License Agreement Distributor (SPLAR) in 18 countries and Turkey, making up the Middle East and Africa (MEA) region.

Its references and competitive edge in the Unified Communications area gained Probil the title of 'Voice Ready partner for Microsoft Unified Communications'.



Our Microsoft Awards

- Enterprise Partner of the Year (2009, 2008, 2007, 2006, 2005, 2004, 2003)
- Enterprise Seller of the Year (2006, 2005, 2004, 2003)
- Industrial Solution of the Year (2004)
- Services Cooperation with Microsoft Prize (2003, 2002)
- Enterprise Solution of the Year (2002)
- Microsoft Adaptation of the Year (2001, 1999)
- Certified Seller of the Year (1999, 1998, 1997, 1996, 1995, 1994)

Our Cisco Awards

- Gold Partner of the Year - Turkey (2010)
- Technology Excellence - Data Center (2010)
- Service Provider Partner of the Year (2010,2009)
- Borderless Networks Partner of the Year (2010,2009)
- Service Provider Sector Partner of the Year (2008, 2007)
- Services Partner of the Year - Central & Eastern Europe (2006)
- Mobility Partner of the Year ñ Turkey Customer Advocacy Award ñ Turkey
- Mobility Partner of the Year - Central & Eastern Europe (2005)
- Outstanding Customer Satisfaction ñ Turkey (2004)
- Silver Partner of the Year - Turkey (2003)

With our solutions offered together with Cisco, we have the biggest market share in Network consulting and integration services. In the Central & Eastern Europe region which covers 17 countries, we are named the Service Partner of Cisco. Installation of new generation mobile data (GPRS/Wi-fi) infrastructures that allow data transfer through mobile internet connection, carrying out pre- works for 3rd generation (3G) technology which will ensure a higher quality data and audio communication, ensuring that the signalization between telecommunication switches over IP backbones in the most effective manner (number 7 communication), Next Generation Networks (NGN) and IP multimedia (IMS, IP Multimedia Subsystems), providing carrier grade IP/MPLS network infrastructure that can serve numerous services & customers are only some of the works we carry out together with Cisco.

Our Other Strategic Business Partners

- Thanks to our partnership with leading Telepresence and Video Conference solutions supplier Tandberg (Tandberg is a Cisco brand) in system integration, we offer near face-to-face communication solutions to our customers.
- We have several business partners in different fields:

In network technologies: **Cisco**.
In embedded communication technologies: **Cisco and Microsoft**.
In security: **Cisco, Checkpoint, Microsoft and Thales**.
In wireless access infrastructure: **Cisco**.
In virtualization solutions: **Microsoft and VMware**.
In hardware infrastructure technologies: **IBM, HP, EMC**.

Widespread service across Turkey, competent and experienced team.

We are working hard to be the top choice of our clients, to offer the best service with our experience in the industry and consulting in addition to our technological competence. A company that is open to career opportunities and where the employees and candidates aspire to work for. In short, we are adding value not only to our clients, but to our business partners and employees as well.

We have a team of 500 highly competent, experienced professionals, a widespread service network, over 100 network specialists, engineers and consultants across Turkey, 7/24 services and answer 275.000 support calls a year.

Certifications Carried By Probil Team

CCDA - CCIE - CCNA - CCNP - CCNP 1 ADVANCED ROUTING - CCNP 2 REMOTE ACCESS - CISSP CISCO PRODUCT SOLUTIONS ESSENTIALS IPT - MCDA - MCP - MCPSE - MCSA - MCSA: SECURITY - MCSE - MCSE: MESSAGING - MCT - MCTS - CCNA - CCNP - CDCS - HP APS - COMMERCIAL DESKTOP WORKSTATIONS AND NOTEBOOKS - HP
APS MOBILE COMPUTING - MCP - MCPSE - MCSA - MCSA: SECURITY - MCSE - MCSE: MESSAGING - MCTS - HP APS - COMMERCIAL DESKTOP WORKSTATIONS AND NOTEBOOKS - HP APS - COMMERCIAL DESKTOP WORKSTATIONS AND NOTEBOOKS - MCP - MCTS





Probil In Our Clients' Words...

Thanks to the interviews we made with our clients amidst the sights of Istanbul immersed in cultural, historical and natural beauties.

"Probil is result-oriented, reduces our costs and risks, informs us about technological innovations beforehand, saves us time, increases our efficiency and most importantly, they are by our side whenever we need."

"We achieved most of our targets with the IP telephone infrastructure we built with Probil."

**Alp Cakar, System Manager,
Acibadem**

"We decided to work with Probil after a thorough research of the options we had and the references we received. All this culminated in a very successful project with Probil."

**Ahmet Cevdet Cuvalcioglu, IT Manager,
KKTC Telsim (Vodafone)**

"Our good reason to work with Probil: Probil is a company that has an efficient and knowledgeable personnel that can provide services to every region within the country."

**Semra Akman, Assistant General Manager,
Borusan Holding**

"Probil's widespread and efficient service network and its impact on our business made us decide to work with them abroad as well."

**Murat Citak, Vice General Manager,
Intertech**



"Operational quality and continuity in technological services is important. Having a similar sense of business with Probil reflects positively on the clients' satisfaction. Their sense of quality and being able to act quickly brings about very pleasant and efficient projects."

**Güven Koca, Manager of Support Services Unit,
Garanti Teknoloji**

"We can measure the service we receive from Probil and see that we get better even results than expected."

Cengiz Korkmaz, IT Manager, Deloitte Turkey

"The best part of working with Probil is that it allows us to proceed fast, make faster decisions while understanding and helping each other."

**Ercan Tavsanoglu, IT Systems Director,
Fortis Bank**

Probil supports Uzbek operator Ucell with Cisco



Probil continues to renew the infrastructure of the Uzbekistan based mobile operator Ucell by using Cisco technology within the scope of the NGN/ MPLS project. Ucell increases the number of added value services offered to the subscribers with its improved network.

As the gold certificated business partner of Cisco, Probil continues to carry out the infrastructure assignments of the Uzbekistan based GSM operator Ucell within the scope of the NGN/MPLS project, of which the first phase was completed last year. In the first phase of the project, Probil improved and renewed the Ucell infrastructure in 13 cities including Tashkent, Samarkand and Bukhara, using Cisco technology.

Within the second phase, Probil will install CRS routers in Fergana, Samarkand, Bukhara, Nukus and Tashkent.

With the completion of the first phase of the project, Ucell increased the number of its subscribers more than %50 last year. As a result, Ucell is now able to offer various services and ensure the sustainability of these services with its new infrastructure that is supported by Cisco. After the completion of the second phase, Ucell's infrastructure will substantially be renewed, 70% of the population will utilize added value services and a strong infrastructure will be implemented. In addition, the coverage area of Ucell will be extended and the service capacity will be improved.



Probil recreated the MPLS (Multi Protocol Label Switching) network which is one of the most important components of the NGN (Next Generation Networks) architecture by using Cisco's highest capacity router, the CRS1 and the 7600 series routers. As a result of these improvements, the number of subscribers has increased and high quality voice and other mobile applications are supported.

Ucell Service Network IT Director, Oguz Erce Bolukbasi expressed his pleasure regarding the outcomes of the project and said that Ucell has started to increase its number of subscribers and was about to become the number one mobile operator of Uzbekistan with the completion of the first phase of the NGN/MPLS project. He stated,

"The number of our subscribers has significantly increased with the project designed and implemented by Probil using Cisco products. Our voice, video and data traffic flows smoothly. Ucell gained an eloquent competitive advantage with its renewed infrastructure so far as it enables the smooth operation of IP (Internet Protocol) based infrastructure elements and applications."

Unlike other Cisco routers, CRS-1 uses a special operating system called XR. It is also possible to upgrade GSR 12000 series routers (which are currently used in Turkey) to XR software so that many carrier class features offered by XR can be utilized. The ATP business partnership covers all of the platforms including the XR operating system. Probil CTO, Necmi On, emphasized that Cisco CRS-1 offers revolutionary innovations and said, "Cisco is among the most important producers with whom we have close cooperation and whose products and competencies we integrate to create synergy for our customers' expectations."

The Cisco IOS XR Authorized Technology Provider (ATP) certificate was given to Probil by Cisco for the competency of the company in the sector. With this certificate, Probil became the XR authorized business partner of Cisco that sells, installs and offers services for IOS XR based Cisco CRS1, GSR and ASR routers. It will enable our customers to utilize advanced internet opportunities. Four experts of Probil have been trained abroad and have gained the technical competency to design, establish and implement XR based networks. Furthermore, CRS-1 also offers revolutionary innovations on availability (uninterrupted operation of the network), which is very important for the Telecom operators.

Cisco Türkiye Vice General Manager, Murat Hacisalihzade related his views on the relationship between Cisco and Probil, stating, "Probil is an important business partner of ours with whom we achieved successful projects in many sectors. CRS-1 eliminates many of the technical barriers obstructing the development of advanced applications for operators and it also helps them to scale, in particular, their fiber optical network investments. With CRS-1, which is a part of the New Generation IP Architecture for the service providers, individual and corporate internet users will be able to use higher quality, personalized and network supported internet anywhere and anytime."



List Of References

TELECOM: ALCATEL, AVEA, BORUSAN TELEKOM (VODAFONE), DIDATA, DIGITURK, DOGAN ONLINE, GETRONICS, GLOBAL BILGI, KCELL, KKTCELL, KKTC, TELSİM, LIFE, MILLENI.COM, NCELL, SUPERONLINE, TURKCELL, TURK.NET, TURK TELEKOM, UCELL, VODAFONE

FINANCE: AKBANK, AKTIF BANK, ALBARAKA TURK, ANADOLUBANK, BANK ASYA, BANK POZITIF, BKM (BANKALARARASI KART MERKEZİ), CİTİBANK, CREDIT SUISSE, DENİZBANK, DEUTSCHE BANK, EURO BANK TEKFEN, FINANSBANK, FORTIS, HSBC, ING BANK, İS YATIRIM, İSTANBUL MENKUL KIYMETLER BORSASI, KUVEYT TURK KATILIM BANKASI, MERKEZİ KAYIT KURULUSU, MILLENNIUM BANK, SEKERBANK, T BANK, T.C. ZIRAAT BANKASI, TAKAS BANK, TEB, TEKSTİL BANK, TÜRKİYE FINANS KATILIM BANKASI, TÜRKİYE GARANTI BANKASI, TÜRKİYE HALK BANKASI, TÜRKİYE İS BANKASI, ÜBS, VADELİ OPSİYON BORSASI, VAKIFBANK, VDF (Tİ KETİCİ FINANSMANI), YAPI VE KREDİ BANKASI

INSURANCE: AEGON HAYAT & EMEKLİLİK, AIG HAYAT, AKSIGORTA, AXA SIGORTA, ALLIANZ SIGORTA HAYAT & EMEKLİLİK, AVIVASA HAYAT EMEKLİLİK, DEMİR HAYAT, DEMİR SIGORTA, DENİZ HAYAT, EMEKLİLİK GOZETİM MERKEZİ, ERGO HAYAT & EMEKLİLİK, ERGO SIGORTA, EUREKO SIGORTA, GARANTI EMEKLİLİK, GENEL YASAM, ING EMEKLİLİK, LIBERTY SIGORTA, NEW LIFE YASAM, RAY SIGORTA, TICARET SIGORTA, YAPI KREDİ EMEKLİLİK, YAPI KREDİ SIGORTA

PRIVATE SECTOR: ABDİ İBRAHİM İLAC, ACİBADEM, ADIDAS, AIRTIES, ALARKO, AKKOK HOLDING, ARCELİK, BASEL İLAC, BERSAY, BİLİM İLAC, BIM, BİMSA, BN TELEKOM, BORCELİK, BORUSAN BORU, BORUSAN HOLDING, BORUSAN OTOMOTİV, BOYNER HOLDING, BRISA, CASPER, CENGİZ HOLDING, COCA COLA, CALIK HOLDING, ÇANKIRI ÖZEL KARATEKİN HASTANESİ, CELEBİ HOLDING, DEBA, DELOITTE, DOĞAN HOLDING, DOĞUS HOLDING, DROGSAN, Dİ NYA GOZ HASTANESİ, ECZACIBASI HOLDING, EFES İÇECEK GRUBU, EREN HOLDING, ETİ PAZARLAMA, FARMED, FORD, GİMA, Gİ NEY 2M, HONDA, İKEA, İNTELTEK A.S. (İDDAA), İPRAGAZ, İTİ Tİ Nİ Rİ NLERİ, KALE HOLDING, KALE KİLİT, KANAL D, KAYI İNŞAAT, KIRACA HOLDING A.S., KİPA KİTLE PAZARLAMA, KORTEKS, L'OREAL, LUNDBECK, MASS KABLO, MARSHALL BOYA, MERCEDES BENZ, MEY İÇKİ, MİLLİYET, NAKSAN PLASTİK, NUTRİCİA, PEGASUS AIRLINES, PEPSİ, PGB, PETKİM, PETROL OFİSİ, PEUGOT, PFİZER, PHILIPS, PHİLSA PHİLİP MORRİS, PROCTER & GAMBLE, ROCHE İLAC, SANKO HOLDING, SANOVEL, SANOVEL PASTEUR, SHELL, SHERATON HOTEL & CONVENTION CENTER ANKARA, SMİLE HOLDING, SODEXHO, SİSECAM, THE RİTZ CARLTON, TİPA, TORBAPAK, Tİ PRAS, İ LKER, VESTEL PAZARLAMA, YESİM TEKSTİL, YKM, ZAMAN GAZETESİ, ZORLU HOLDING,

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