

BEIA CONSULT INTERNATIONAL SRL

George SUCIU
General Manager



System Partner
Sales Partner
Siemens Communications

SIEMENS

Summary



1. Business Description

- General
- Mission
- Company profile

2. Telemetry Systems

3. Research & Design Projects

4. Product Range

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Business Description

General



Company Name	Beia Consult International SRL
General Manager	George SUCIU
•Business Field	<ul style="list-style-type: none">• Trading and distribution of telecommunications equipment• National and EU R&D Projects• Telecommunications turn-key projects
Team	Total: 40 employees ; 7 management personnel
Headquarters	12, Poiana Narciselor st., sect.1, Bucharest
Tel / Fax	Tel: +40 21 332 3005 Fax: +40 21 332 3006
Home Page	www.beia.ro
Certification	ISO 9002/2000; ISO 14001;ISO27000
Established	1991



Beia Business Description

Beia Consult International is one of the leading providers of telecommunications equipment and solutions in Romania

- **More than 15 R&D National and EU Projects accomplished**
- **Beia is authorized distributor for: Adcon, Exalead, InVision, Voxtron, Dialogic, Gigaset, Siemens, Beyertone, Dasan Electron, FMT, Tiptel.**
- **More than 9,900 turn-key projects for telephone exchanges, local and corporate networks, advanced communications solutions**

Business Description

Project Consulting: Helping newcomers approach financing sources and submit projects:

- Romania's National Plan for Research, Development and Innovation (2007-2013)
- Structural Development Funds
- EU- Seventh Framework Programme (FP 7) and now Horizon 2020
- Private and other funding

Business Description

Technical Consulting & Installation: Offering more than one solution for technical problems related to Information Technology and Communications (ITC). Our strong points mainly are:

- Telemetry Monitoring Systems
- Contact/Call Centers
- Enterprise Communications (IT&C integration hardware, software, network)
- Local telephone and data networks
- Small Office and Home Office Communications (PABX, phones)
- PCM and XDSL transmission
- Tele-monitoring (IP / Wireless SCADA)
- Structured Cabling and other Network Construction Elements

Telemonitoring systems offer solutions for

Agriculture

- Management of plant disease
- Irrigation management

Renewable energies

- Measuring aeolian and solar potential
- Real-time monitoring of performance and energy efficiency in existing aeolian and solar solar parks
- Efficient exploitation of hidroenergetic power plants

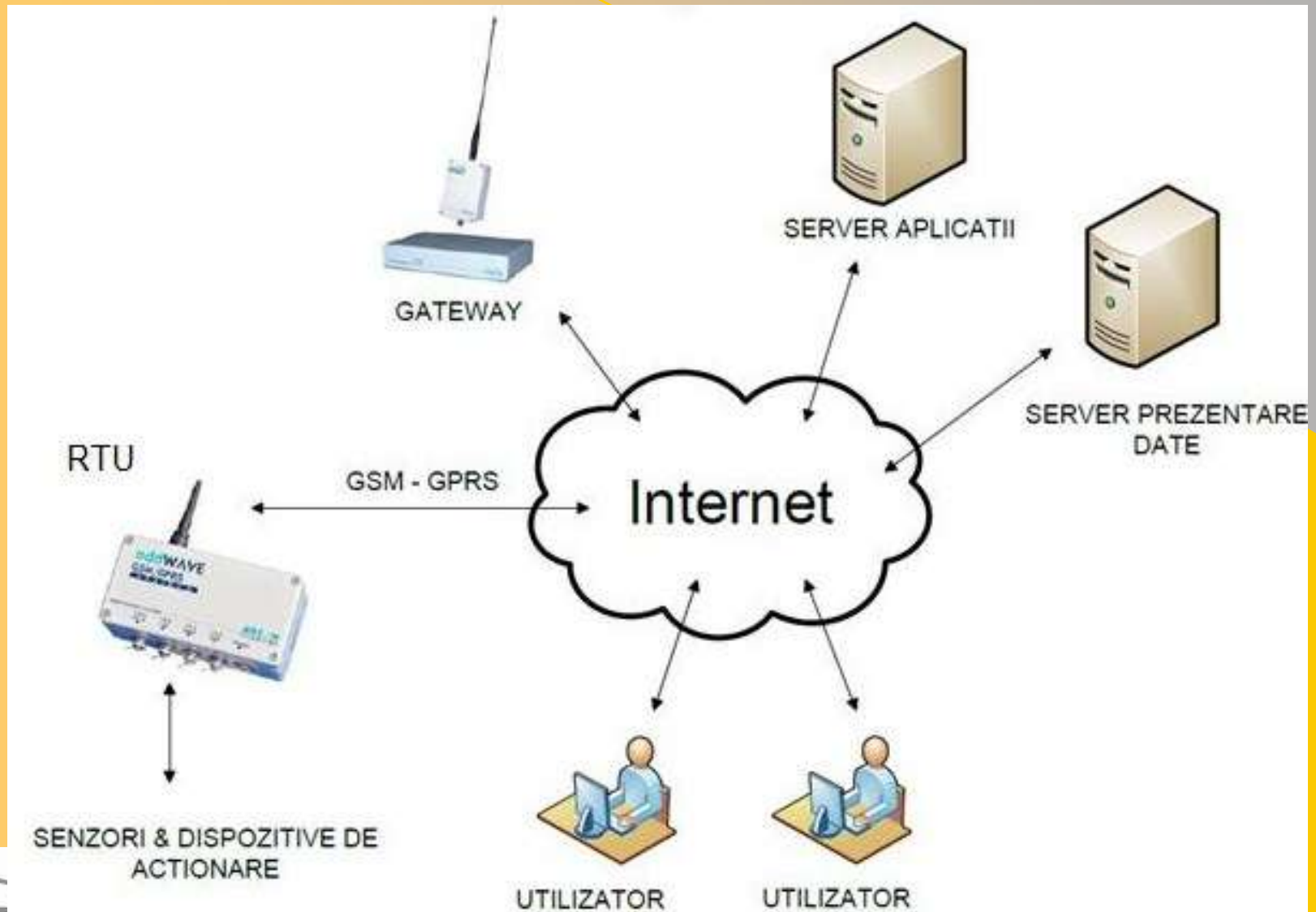
Hidrometry

- Water level and other parameters in lakes, rivers, canals, underground water, sea

Envrionment protection

- Meteorology, etc.

General structure of a telemonitoring system



Elements of a telemonitoring system

- Sensors and actuators
- Remote Telemetry Units (RTU) from sensors to the data concentrators (gateway) in unlicensed UHF band 430 – 460 MHz, satellite IS/m band for meteorology or GSM-GPRS
- Data concentrator (Gateway)
 - With direct radio modem
 - With remote radio modem
 - Without radio modem (exclusively M2M GSM-GPRS - Internet)
- Server for processing and presenting data / big data. Data processing can be done
 - By user demand – detailed data
 - By system workflow – events and alarms (e-mail si SIP)

Entities communicate by Internet – IoT (Internet of Things)

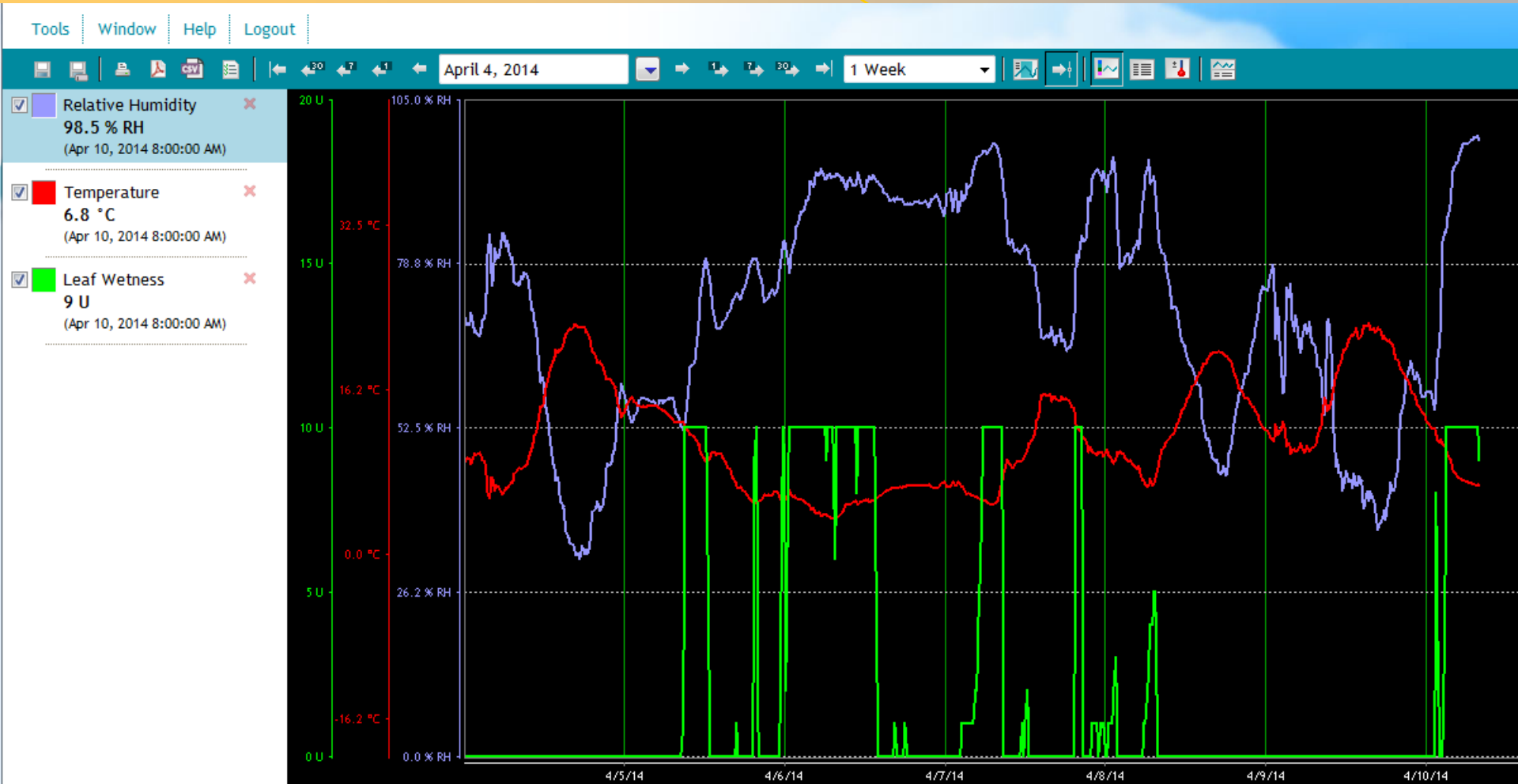
Stație (RTU) cu senzori meteorologici



Aplicatie - Valea Calugareasca



Date meteo: Temperatura aerului, umiditatea relativa a aerului, umiditatea pe frunza



ANAR- 14 Statii de monitorizare a nivelului si temperaturii apei Dunarii



Sistemul telemetrie - monitorizare a nivelului și temperaturii apei pe Dunăre și afluenți la ANAR



Statie de monitorizare a nivelului si temperaturii apei Dunarii



Statie monitorizare vant pentru un heliport din Bucuresti



R&D PROJECTS

Ongoing Projects from Structural Development Funds

- **TELEGREEN**
- **COMMCENTER**

Ongoing Projects from FP7 Programme

- **CLOUD-CONSULTING**
- **FAIR**
- **NMSDMON**

Projects financed from “FP7”

- **REDICT**

Projects financed from the “National Plan for Research, Development and Innovation”

- **MITEAPL**
- **TERRA RO**
- **LOCOMAX**
- **SAWHAU**
- **SEDCC**

Projects financed from „Research of Excellence Programme”

- **ARTEMIS**
- **ROIP-Wireless-Telemetry**
- **HIBRIVOLT**
- **PRO-EURO-TIC**

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R&D PROJECTS



Projects from Structural Development Funds

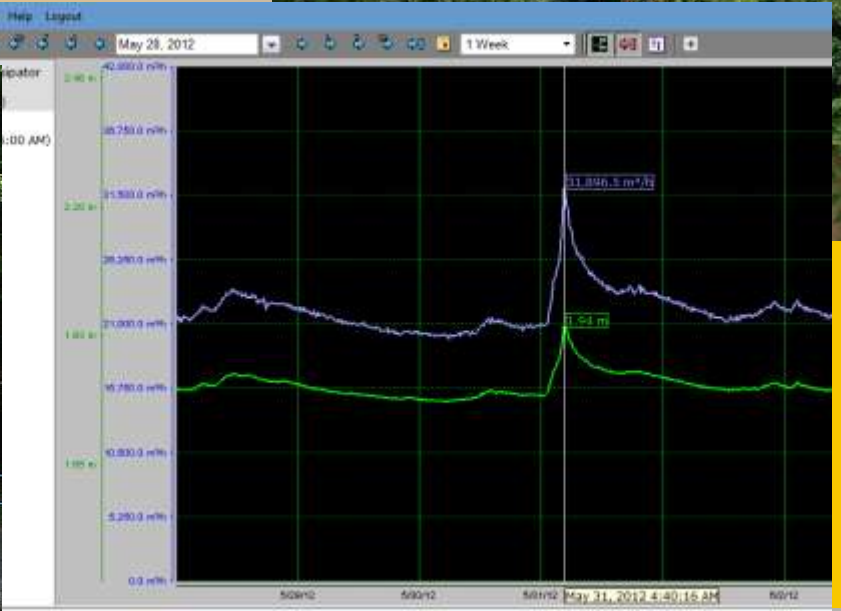
- **TELEGREEN - Telemonitoring of clean energy sources: hydro, solar, wind**

Purposes of the project:

- Monitoring of primary energy source: water, sun, wind
- Monitoring of installations: output, efficiency, status of batteries & consumables, security



TELEGREEN Project



TOPOLOG: Stația RTU A723, panoul solar si pluviometrul, Stația bridge RA440,



R&D PROJECTS



Projects from Structural Development Funds

➤ **COMMCENTER – Communication Center for multimedia interactions**

Purposes of the project:

- Developing of a “cloud communication center” by integrating a call/contact center platform with unified communication technology, CRM system, “text-to-speech” and “automatic speech recognition” solutions in Romanian language



Cloud Consulting is Cloud-based Automation of ERP and CRM software for Small Businesses

ERP=integrates all departments and functions across a company into a single computer system.

ERP can help

Get rid of standalone computer systems

Replace them with ONE software solution, with multiple modules

Inter-departmental monitoring of business processes

Reports that provide a clearer picture of the enterprise

Cut IT costs

Improve relations with your customers



FAIR-Friendly Application for Interactive Receiver

The purpose of *FAIR* : to provide point-of-sale information by means of the consumer's Smartphone

- The FAIR project encompasses customer satisfaction ratings, brand ratings, social networking,
- Userfriendly and convenience services such as:
 - ❑ locating doctors and emergency services, connecting brands with their customers, exchanging and sharing relevant information,
 - ❑ social mobile consumer networking, street e-commerce , mobile couponing, mobile promotions, communities

NMSDMON-Network Management System Development and MONitoring

The purpose of *NMSDMON* : to create a new and easier way to monitor networks, for the benefit of telecommunication operators.

- The project will provide tools to qualify the quality of network, database Infocenter and a web-Platform to manage the networks
- The platform will offer several services to operators such as:
 - ❑ data acquisition, asset management, work force management, provisioning, infrastructure work management.

Product Range



Beia Consult International supplies the market with:

- Telephone sets, from simplest up to most complex models:
 - Memory telephone sets
 - Telephone sets with complex functions
 - Cordless telephone sets
 - DECT cordless telephone sets
 - ISDN telephone sets
 - Caller ID telephone sets
- Data and networking equipment, equipment for communications wiring, including structured cabling
- A large offer of PBX systems, ranging from small analogue models with two extension lines up to large capacities digital communications systems



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Product Range



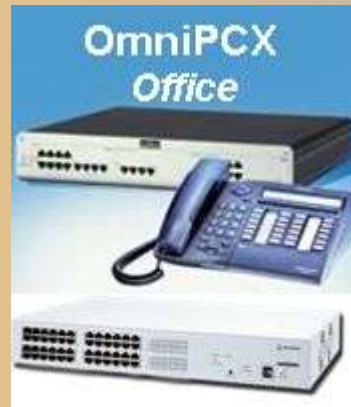
PABX :

SIEMENS

HiPath

ALCATEL

Panasonic



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Product Range



ANALOG AND DIGITAL TELEPHONE SETS



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Product Range



DATA AND NETWORKING EQUIPMENT

UAE 8 (4) Up – Cat.5e shielded



4-way; 4 screw terminals and 1 support terminal (S); with center plate and wall plate; with spreading claws; 80 x 80 x 30 mm; 51 g

PP-ZT



Labeling strip for the patch panel
PP 24/1; self-adhesive; 105 x 14 mm

UAE 2x8 (4) TRS Up – Real Cat.6



2 x 4-way; 4 screw terminals; with center plate and wall plate; with spreading claws; 80 x 80 x 30 mm; 52 g



PP-Cat.5e-24/1

Patch panel according to Cat 5, 19" / 1 U;
24 x RJ-45-ports; light grey; 480 x 45 x 130 mm; 1400 g



Product Range

ACTIVE DATA AND NETWORKING EQUIPMENT



Pure Gigabit Web Management Switch



Mixed Gigabit SNMP Management Switch



Wireless Security & VPN Gateway

xDSL, Pair Gain PCM, SCADA



Product Range

HiPath



**Solution Portfolio
That Meet Customer Requirements**

Unified Messaging

Teleworking

**Internet/
Intranet**



Voicemail

**Communications
server according to
Customer**

Mobility



**Cordless
Multicell**

ACD / Call Center Multimedia

Product Range Beia-Voxtron Contact Centers



- **Prevent customer contacts from getting lost**
 - Transfer calls, faxes and emails immediately to the right person (that is available!)
- **Improve the relationship with your customers**
 - Who is calling? Integrate with your (CRM) software.
 - Launch outbound campaigns to get feedback of customers
- **Get new customers**
 - Launch outbound campaigns to potential new customers
- **Make your life easier**
 - Handle calls automatically with the built-in IVR
 - Control your telephone with the built-in softphone
 - Send faxes without leaving your office
- **Get an insight in your contacts**
 - Know what is going on in realtime
 - See what your people are doing
 - Extract statistical reports



agentTel		Beia		VOXTRON	
Number of calls	0	0	0	0	100%
Number of faxes	0	0	0	0	
Number of emails	0	0	0	0	
Number of contacts	0	0	0	0	
Number of agents	0	0	0	0	
Number of customers	0	0	0	0	
Number of campaigns	0	0	0	0	
Number of reports	0	0	0	0	

Beia Call Center



Consulting and Training



Fairs and Expositions



Customer Care Policy



Beia Consult International offers to the customers

- **System solutions** including all needed professional help from the idea to the project realization, commissioning and training of the customer specialists.
- **Customer-oriented philosophy** "purchase under one roof" is complemented with the installation and maintenance services.
- **Specialists trained** in order to offer installation, service and technical assistance according to the Europeans quality standards.
- **Assistance and service 24/7** ours/days, perfectly adapted to the needs of companies, no matter their size and also to domestic use.
- We have a **strong relationship** with each client in order to offer to everyone top quality services and technical consulting.



Clients Portfolio

1. STATE AND PUBLIC ADMINISTRATION INSTITUTIONS

Romanian Government, Romanian Chamber of Commerce and Industry, Ministry of Industry and Commerce, Ministry of Justice, Ministry of National Defense, Ministry of Transports, Ministry of Tourism, Ministry of Internal Affairs, General Direction of Customs, Embassy of China, Embassy of Spain, Embassy of Portugal, Embassy of Algeria.

2. TELECOMMUNICATION AND TRANSPORT

ROMTELECOM, FX Internet, Compaq, Softwin, New York Connect, Zipmail, Air France, National Railways Company, Mobil Technology Romania, Soft time, Austrian Airlines.

3. FINANCIAL AND ASSURANCE INSTITUTIONS

Commercial Bank of Romania, Romanian International Bank, Raiffeisen Bank, BRD GROUP SOCIETE GENERALE, General direction of Public Finance, BRS, DAEG INVEST, ADAS (National insurance company), Romexterra Bank, ASTRA.

4. INDUSTRIAL AND COMMERCIAL COMPANIES

ENEL Romania, AMRO Manufacturer, British American Tobacco, Radet, Luxten, Brau Union, Automobile Bavaria, Automobile Dacia, Bucuresti MALL, Danone, Lafarge-Romcim, Renault, Schlumberger, Sodexo, Rom Control Data, Volvo, Regato Pan, Romatsa, Euroconstruct, Provus, Publiferom, Procor, Eurolife, Conel-Termoelectrica Rovinari (national electrical energy provider), Eastern Technology, Freyrom, Carrefour, Iridex Group, SUT Carpati, Teleconstructia, Majestic Hotel, Hilton Bucharest.

5. CULTURAL AND EDUCATIONAL INSTITUTES

Titulescu University, Ecologic University, Romanian Academy of Aviation, Romanian Federation of Ahtletism.

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