

Company profile

BEIA CONSULT INTERNATIONAL SRL



System Partner
Sales Partner
Siemens Communications

SIEMENS

Summary

1. Business Description

- General
- Short biography
- Partnerships

2. Research & Design

3. Solutions & Services

4. Product Range

5. Clients



General Business Description

Company	Beia Consult International SRL
Management	George SUCIU Sr. (george.suciu@beia.ro) – General Manager George SUCIU Jr. (george@beia.ro) – R&D and Innovation Manager
Business Field	<ul style="list-style-type: none">• Trading and distribution of IT & telecommunications equipment• National and EU R&D Projects• Telecommunications, Telemetry & IT turn-key projects
Team	Total of 60 employees: 20 engineers, 10 technicians, 18 R&D employees (3 Prof, 3 PhD, 2 PhD candidate, 5 senior researchers, and 5 junior researchers), 7 management, 5 marketing & sales
Headquarter	12, Poiana Narciselor st., sect.1, Bucharest
Tel / Fax	Tel: +40 21 332 3005 Fax: +40 21 332 3006
Home Page	www.beia.ro , www.beiaro.eu
Certification	ISO 9002/2000; ISO 14001; ISO27000; ISO50000 (on-going)
Established	1991, family owned (George Suciu Sr. Founder, Jr. Co-owner)



Business Description

- **Beia Consult International is one of the leading providers of telecommunications equipment and solutions in Romania**
- **More than 20 R&D National and EU Projects accomplished**
- **Beia is authorized distributor for: Adcon / OTT, Alcatel-Nokia, Aspect, Exalead / 3DS.com, InVision, Voxtron/Enghouse, Dialogic, Five9, Gigaset, Siemens, Unify/ATOS, Beyertone, Dasan Electron, FMT, Tiptel, Panasonic, Schneider-Electric.**
- **More than 9,500 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, 2014-2020)
- Structural Development Funds
- EU- Framework Programme (FPx)
- Horizon 2020, Eureka, Interreg
- Private and other funding

Business Description

Financial management

- ERP tools: Zoho, ERP5, etc.
- Accounting templates (H2020): Excel

Administrative management

- Conference call and web collaboration tools: Circuit.com, own PBX (ISDN/SIP/WebRTC) with encryption using Secuvoice, WebEx, Gotomeeting, Skype, etc.
- Document templates, sharing and versioning: OwnCloud, GitLab, etc.

Dissemination

- Social media engagement, analysis and dissemination tracker tools: Aspect.com, Netvibes.com
- CMS website (Drupal, WordPress, Wiki, etc.), logos, posters, mailing lists, brochures, conference papers, questionnaires, fairs, press releases, videos

Business Description

- Our Mission is to support our clients' businesses through providing them with **best communication solutions at unbeatable prices**
- After more than 25 years in the IT & telecommunications business we have gained our clients' confidence and appreciation
- Satisfying most complex customer and user demands is our main goal



Short Biography

➤ George Suciu Jr. :

- graduated from the Faculty of Electronics, Telecommunications and Information Technology (ETTI) at the University “Politehnica” of Bucharest (UPB), Romania (www.upb.ro)
- MBA in Informatics Project Management from the Faculty of Cybernetics, Statistics and Economic Informatics of the Academy of Economic Studies Bucharest (www.ase.ro)
- Ph.D. / Researcher at Aalborg University, Denmark
- R&D & Innovation Manager and Co-owner of BEIA Consult International (Romania), a research performing SME (www.beiaro.eu)



➤ George Suciu Sr.:

- graduated from ETTI at UPB
- MBA from TEMIC Institute of Canada
- Researcher CS III and Electronic Engineer
- General Manager and founder of BEIA Consult



➤ Specializations in project management, electronics and telecommunication, telemetry, ERP, cloud computing, M2M/IoT, Big Data acquisition and signal processing.

➤ Experience in coordinating, participating and evaluating R&D projects (FP7, H2020, Eureka, AAL, LIFE+, Danube Interreg, etc.)

➤ More than 35 years activity in information and telecommunication systems.

➤ Founders of several start-ups



Partnerships

➤ Partners in Romanian R&D:

- University “Politehnica” of Bucharest (www.upb.ro)
- Research Institute for Artificial Intelligence (www.racai.ro)
- Romanian Space Agency (www.rosa.ro)
- National Institute for Research and Development in Electrical Engineering (www.icpe-ca.ro)
- National Institute of Aerospace Research “ELIE CARAFOLI” (www.incas.ro)

➤ Member in the Directory Council of the German-Romanian Chamber of Industry and Commerce (AHK Deutsch-Rumaenische Industrie- und Handelskammer)

➤ Leader of NEM Romanian Mirror Group (www.nem-pt.ro)

➤ Member of Romanian Association for Electronic and Software Industry (ARIES), Artemis, Elinclus.

On-going R&D PROJECTS

- **FP7 (3 on-going)**
 - **WATER-M:** Unified Intelligent WATER Management
 - **ASUA:** Advanced Sensing for Urban Automation
 - **SOLOMON:** SOcial LOcal MObile iNdoor
 - **chIPSet:** High-Performance Modelling and Simulation for Big Data Applications (COST IC1406)
- **H2020 (14 on-going, 5 under review)**
 - **SWITCH:** Software Workbench for Interactive, Time Critical and Highly self-adaptive Cloud applications (ICT-9)
 - **Power2SME:** Cloud Platform for intelligent energy use by SMEs
 - **Speech2Platform S2P:** Smart, natural language semantic analyser platform to process oriented back-ends
 - **SoMeDi:** Social Media and Digital Interaction
 - **ESTABLISH:** Environmental Sensing To Act for a Better quality of Life: Smart Health
 - **SeaForest:** Intelligent forest protection monitoring system based on wireless sensor network
 - **CitiSim:** Smart City 3D Simulation and Monitoring Platform
 - **3DSafeguard:** Global Situational Awareness in Rescue, Calamity and Inspection Operations
 - **ALADIN:** Airports Landside and Air-land Side Attacks' Detection and Prevention
 - **ODSI:** On Demand Secure Isolation
 - **VIRTUOSE:** Virtualized Video Services
 - **Sealed GRID:** Scalable, trustEd, and interoperAble pLatform for sEcureD smart GRID (MSCA)
 - **WINS@HI:** Wearable IoT Network Solution for Work Safety in Hazardous Industrial Environments
 - **VLC/IR-RF:** Hybrid VLC/IR-RF Communication for Smart Space Based on Multi-Functional Thermal Image Sensor Module
 - **PARFAIT:** Personal dAta pRotection FrAMework for IoT (under review)
 - **EmoSpaces:** Enhanced Affective Wellbeing based on Emotion Technologies for adapting IoT spaces (under review)
 - **ParkinsonMon:** IT solution for Parkinson disease mass filtering and monitoring (under review)
 - **SARWS:** Real-time locationaware road weather services composed from multi-modal data (under review)
 - **HARISMO:** Hardware real-time industrial process simulator based on PROFIBUS/PROFINET communication (under review)

On-going R&D PROJECTS

➤ National (7 on-going, 2 under review)

- **5C:** Cloud computing communication center for customers
- **TORCH-IT:** Development of an intelligent system support to reduce the risk of congenital infections (Bridge)
- **SICIAD:** Intelligent communications system based on integrated infrastructure, with dynamic display and alerting (Bridge)
- **SA-TERRA:** Energy Efficient System for Automation and Telemetry for Resource Management in Precision Farming (Bridge)
- **E-STAR:** STAR for everyone in ESA (European Space Agency) frame program
- **ToR-SIM:** Integrated software platform for malware analysis on mobile devices
- **SenSyStar (STAR-C3):** Smart system for monitoring combustible gas leaks under harsh space conditions
- **SARBAC:** System for automatic portability and adaptation of applications processing real time Big Data (sensors IoT/voice/video) on Cloud platforms (PD / under review)
- **3CM:** Innovation in Cloud Customer Communication Management: bringing CCM services to mass market, through new self-service, cloud-based, and community enabled digital technologies (SME Instrument Phase 2 Seal of Excellence / under review)

Past R&D PROJECTS

Projects financed from FP7 Programme

- **InCloudInG:** Inter-cloud identity governance
- **CLOUD-CONSULTING:** Cloud-based Automation of ERP and CRM software for Small Businesses
- **FAIR:** Friendly Application for Interactive Receiver
- **NMSDMON:** Network Management System Development and Monitoring
- **REDICT:** Regional Economic Development by ICT
- **eWALL :** Electronic Wall for Active Long Living
- **ACCELERATE:** A Platform for the Acceleration of go-to market in the ICT industry
- **Chef2Plate:** Consumer Healthcare Formula Platform (EaP Twinning)

Projects from “National Structural Development Funds”

- **TELEGREEN:** Telemonitoring system, equipment, installations and facilities for the production of clean energy
- **COMMCENTER:** 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 different languages (including Romanian)
- **BEIA-MEDIu:** Implementing environmental management according to ISO 140001

Past R&D PROJECTS

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

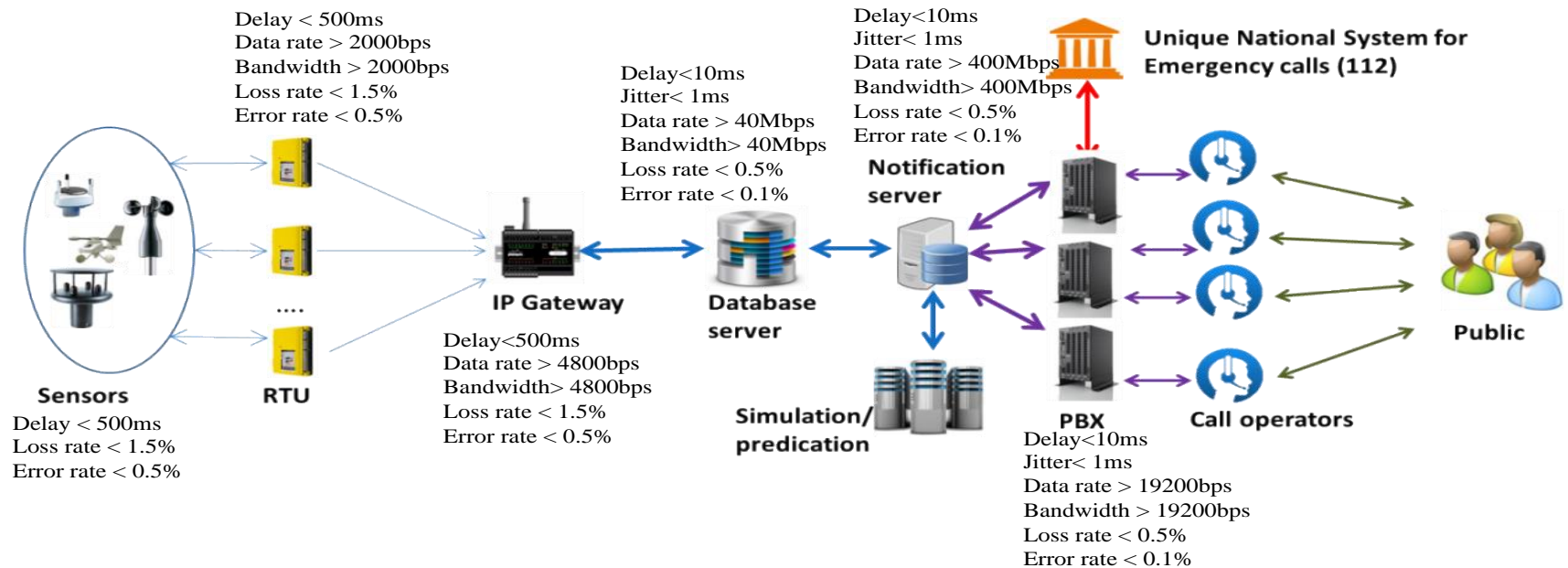
- **MobiWay:** Mobility Beyond Individualism: an Integrated Platform for Intelligent Transportation Systems of Tomorrow
- **EV-BAT:** Redox battery with fast charging capacity as a main source of energy for electric autovehicles
- **CarbaDetect:** Imuno-biosensors for fast detection of carbamic pesticide residues (carbaryl, carbendazim) in horticultural products
- **SARAT-IWSN :** Scalable Radio Transceiver for Instrumental Wireless Sensor Networks
- **MITEAPL:** Intelligent, interactive and transparent public management model of making local public administration more efficient
- **TERRA-RO:** Informatics system for real time analysis of risk factors for environment and public health
- **LOCOMAX:** Applications and new services for navigations and satellites localization based on WiMAX technology
- **SAWHAU:** Hybrid wireless access system with unique addressing
- **SEDCC:** Increased security in the supply of sustainable energy sources through a DC distribution system

Projects financed from „National Research of Excellence Programme”

- **ARTEMIS:** Integrated technology platform and mirror group in the field of „Intelligent Embedded Systems”
- **IP-Wireless-Telemetry:** Integration of ERA-Net projects and European Technology Platforms in the field of Telemetry
- **HIBRIVOLT:** Photovoltaic / fuel cell hybrid system for self-supporting energy
- **PRO-EURO-TIC:** Partnership development at European level for the Frame Program 7 of the EU and future international projects

R&D Reference Projects

SWITCH addresses the urgent industrial need for developing and executing time critical applications in Clouds.



SWITCH provides an interactive environment for developing applications and controlling their execution, a real-time infrastructure planner for deploying applications in Clouds and an autonomous system adaptation platform for monitoring and adapting system behavior.

R&D Reference Projects

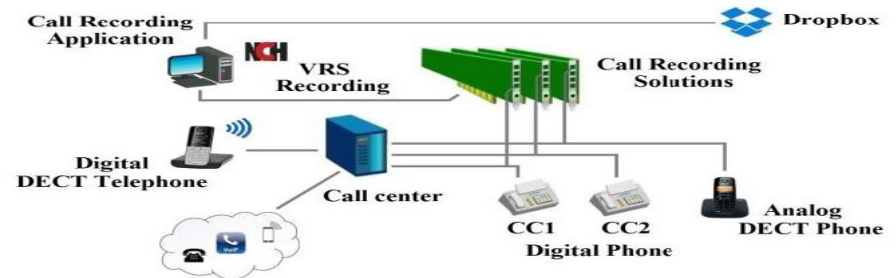
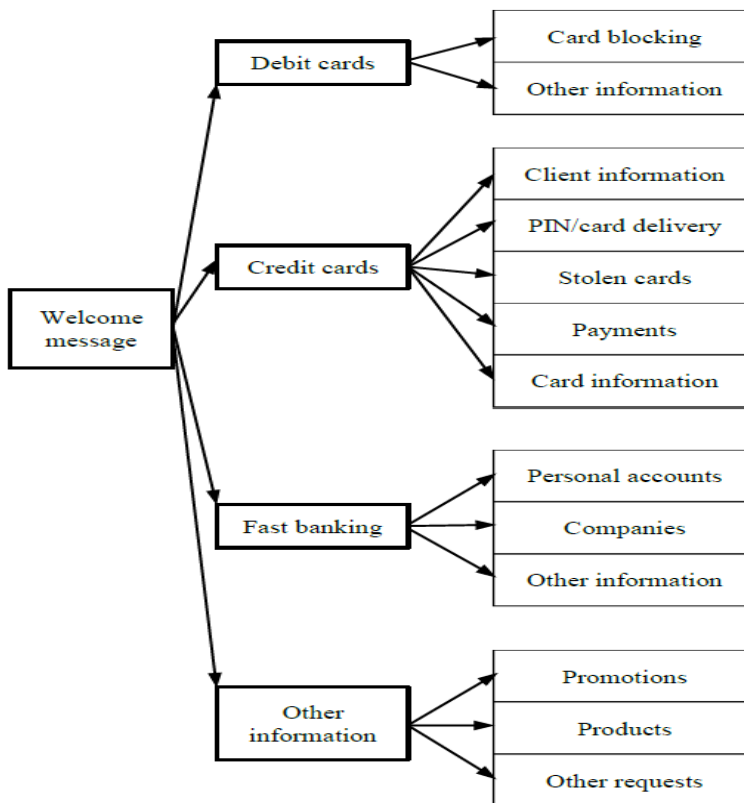
POWER2SME is a platform that will manage the energy consumption of SMEs and regular users, helping them to administrate their energy use.



- secure and integrated platform with the existing electric network, as well as environmental data, like temperature and luminosity;
- manage the use of SMEs' energy, lowering its costs, saving money that could be used as investment, and changing their behavior towards a use of cleaner sources of energy.

R&D Reference Projects

Speech2Platform S2P project would replace the cumbersome and slow menu-driven front-ends of the back-end systems (e.g. EGOV call center, e-banking, info-center etc.) of different service providers (e.g. financial institution, retails, etc.).

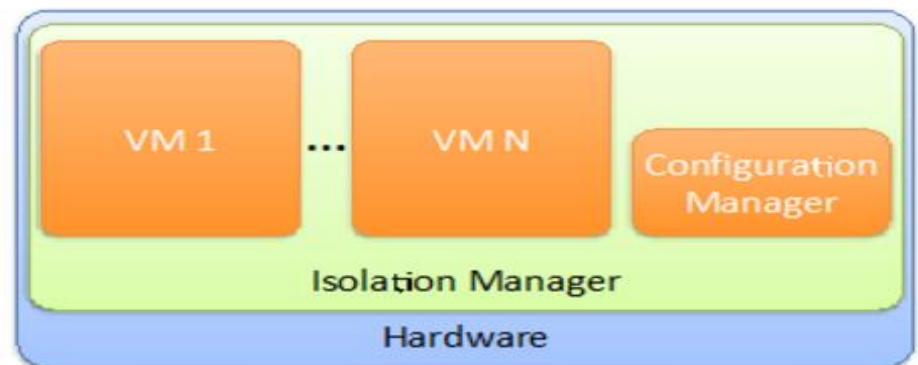


- client communicates with the system by natural language sentences
- will be automatically recognized and semantically analyzed
- the client can be connected directly to the right administrator, or the transactions can be automatically started.

R&D Reference Projects

ODSI will deliver new security models with the properties and the benefits of both hardware and software approaches.

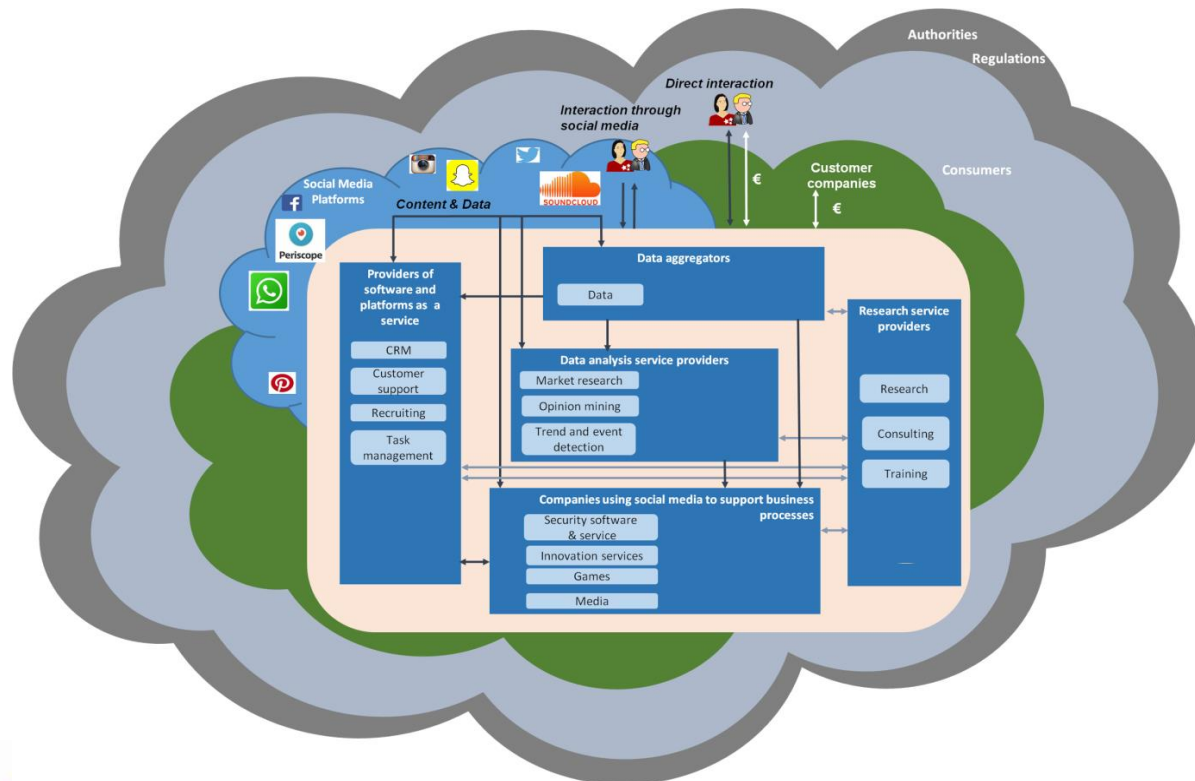
- deliver only certified and proved (Common Criteria) minimal properties for isolation,
- to be used in mass production (low-cost and constrained CPU) in all approaches that require context isolation: M2M, IoT, network infrastructure sharing etc.



R&D Reference Projects

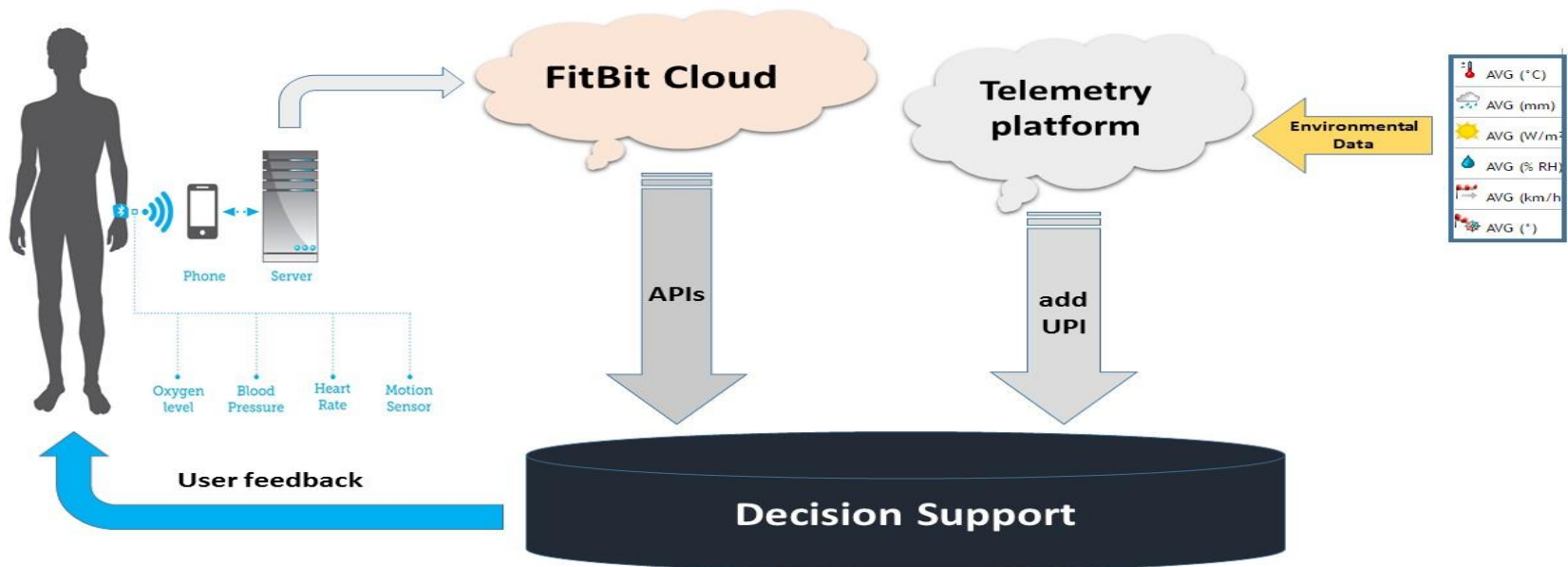
SoMeDi will unlock the implicit value in digital interaction data by turning it into Digital Interaction Intelligence that can drive and support various business processes and use situations

- artificial intelligence
- sentiment analysis / opinion mining



R&D Reference Projects

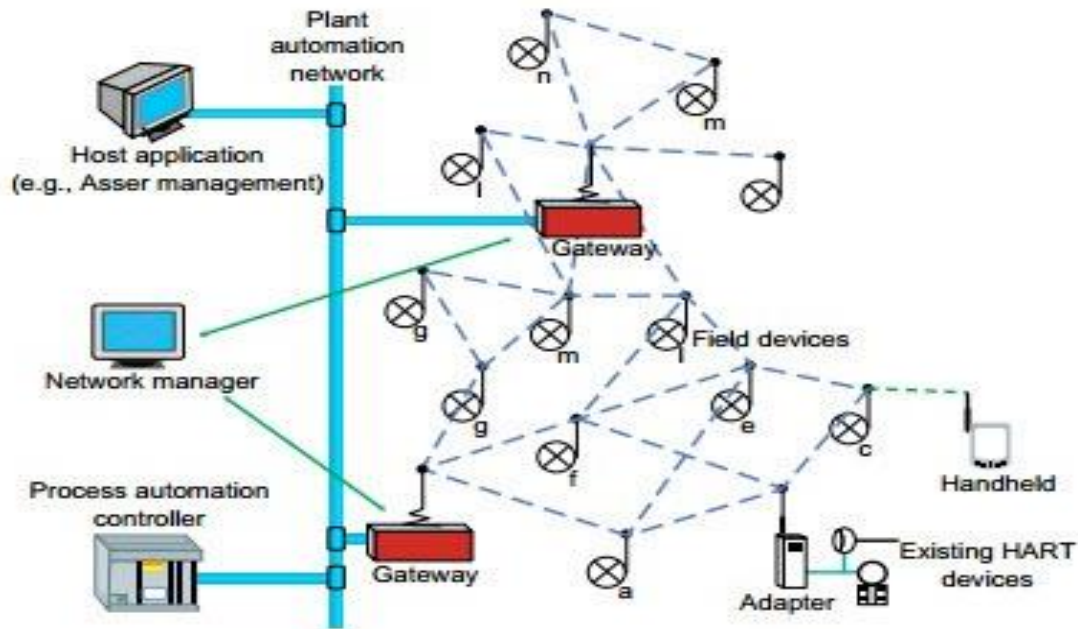
ESTABLISH envisions to convert environmental (sensor) data into actionable information for users to provide a healthier and safer environment thereby improving the quality of life, reducing health costs and supporting vulnerable groups such as the elderly or patients



R&D Reference Projects

SeaFOREST

- safeguarding of nature environment and prevent landslides, especially in forests around the Danube and tributary rivers.
- robust architecture that integrates a WSN network of ground sensors, central server, the radio and wired communications, and a layer of intelligence information system.



R&D Reference Projects

ToR – SIM

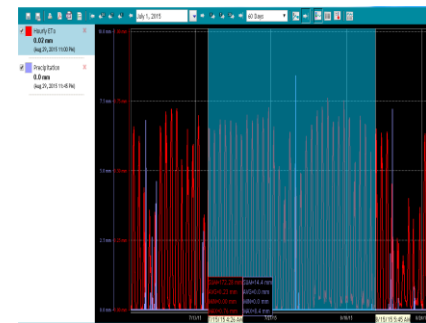
- develop a software platform that integrates, in a unitary manner, the malware analysis procedures for most of the existing mobile terminals, with the purpose of strengthening the security of mobile terminals and networks.
- identifying the operational requirements and capabilities necessary for developing and securing solutions for mobile applications and terminals
- increase of cyberprotection solutions efficiency by a partnership between government, academia and industry.



R&D Reference Projects

SA-TERRA

- development of an integrated telemetry solution for automated resource management in precision agriculture
- modern cloud computing frameworks (SaaS,PaaS)
- modeling and simulation software: MATLAB, LabVIEW
- programmable logic controller and human machine interface devices.
- complex monitoring and control system: hardware-software project, SCADA applications for resource management, increased autonomy by power supply from photovoltaic panels on the field equipment.
- low energy consumption, low administration costs, scalability, forecasting functionality, diagnosis, potential for extension
- cooperation between the company and the university
 - development of the entrepreneurship skills of researchers, master and PhD students
 - development and testing activities of energy efficient industrial systems,
 - organizing of joint workshops for adapting the go-to-market tools and methodologies to the university profile.



R&D Reference Projects

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



R&D Reference Projects

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

R&D Reference Projects

*NMSDMON-**N**etwork **M**anagement **S**ystem **D**evelopment and **M**ONitoring*

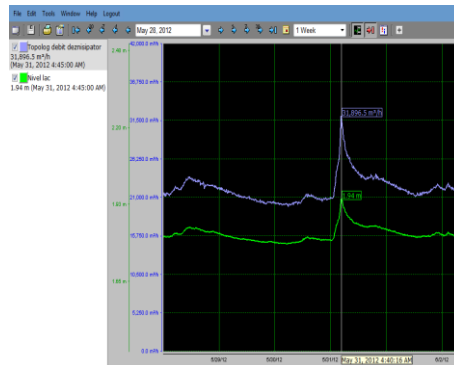
The purpose of **NMSDMON** : to create a new and easier way to monitor networks, for the benefit of telecommunication operators.

- 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.

R&D Reference Projects

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

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



COMMCENTER – Communication Center for multimedia interactions

- 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



R&D Reference Projects

REDICT

- Enhance the benefits of research to SMEs
- Map and exchange critical issues in the field of ICT/New Media cluster development in the regions involved
- Compose the best strategy and action-plan to strengthen the economic competitiveness in the region, with a clear focus on role and potential of SMEs

Amsterdam

- City of Amsterdam
- University of Amsterdam
- SARA
- Amsterdam Innovation Motor
- Vicar Vision

Copenhagen

- Crossroads
- FORA

Berlin

- Technologie Stiftung Berlin
- City of Berlin

Dublin

- Adaptive Information Cluster
- National Digital Research Centre

Paris

- Paris Regional Economic Development Agency
- Cap Digital
- GET Paris

Bucharest

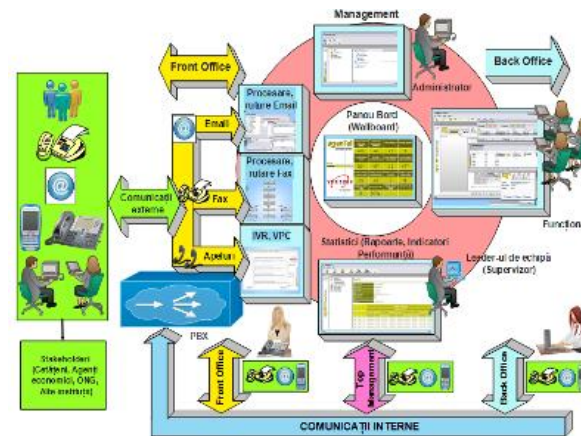
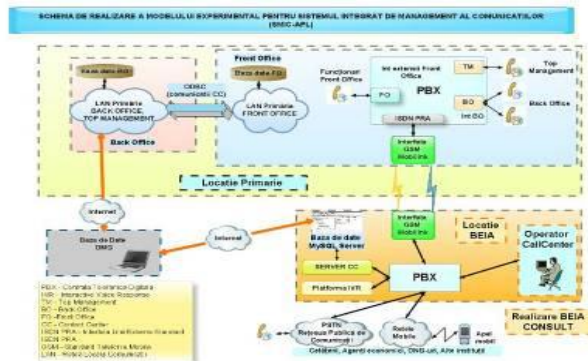
- The National Center of Management Programs
- Universitatea Politehnica din Bucuresti
- BEIA Consult International



R&D Reference Projects

MITEAPL

- Modern model of public management, based on an intelligent solution which integrate ITC elements r to make administration more efficient
- Turn public management into a flexible, interactive, viable and transparent structure



Solutions and Services

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

- 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

Solutions and Services

- R&D for complete ITC Projects
- Consultancy Services for Carrier grade Infrastructure
- **Communication Solutions** : PABX, voice mail, IVR, softphone, Call Centre applications, VoIP services, Technical testing, Testing of market related features, Implementation
- **Managed Services & System Integration** : IP-Wireless-SCADA (Supervisory Control and Data Acquisition), GPRS/CDMA on-line communications with TCP/IP embedded, billing software, GPS applications, μ -controller programming, software development

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

Product Range

PABX :

SIEMENS

HiPath



Panasonic



www.beiaro.eu

Skype: [george_suciu](https://www.skype.com/en/contacts/george_suciu)

Product Range

ANALOG AND DIGITAL TELEPHONE SETS



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**

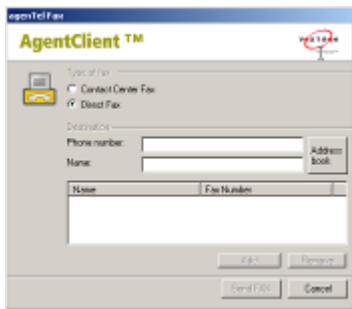
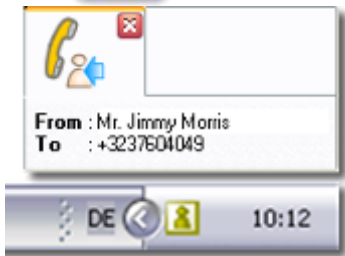


ACD / Call Center Multimedia

Product Range

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



Number of calls	Number of calls answered	Number of calls answered in time	Number of calls answered in time	Number of calls answered in time
0	0	0	0	100%
0	0	0	0	
0	0	0	0	
0'0"	0'0"	0	0'0"	0'0"
6	6	6	0	0
0	100%	0	0	

Beia Call Center



Consulting and Training



Fairs and Expositions



www.beiario.eu

Skype: [george_suciu](https://www.skype.com/name/username/george_suciu)

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.

BEIA Internship RDI

- **1. Cloud computing / Big Data**
 - CaaS (Communication as a Service)
 - SBA (Search Based Applications)
 - Security, Privacy, Standardization, IPR
- **2. Telemonitoring systems M2M (Machine to Machine) / IoT (Internet of Things) applications**
 - Remote Telemetry for renewable energy monitoring (focus on hydro-energy and hydrometrics)
 - Measurements methods of agricultural and forest risks (focus on viticulture and greenhouse)
 - Tlediagnosis for e-health applications
 - SDN (Software Defined Networks) & SDR (Software Defined Radio) + optical communications
- **3. Call center applications development and integration with business applications ERP/CRM/DB/etc.**
 - TTS (text-to-speech) and ASR (automatic speech recognition)

CONTACTS – Beia Consult International

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