

Integrate with the Universe

[www.simet.com.tr](http://www.simet.com.tr)

## SIMET COMPANY CORPORATE PRESENTATION

# SIMET TECHNOLOGIES INC.



*20 years old Value Added Distribution and experience on the subjects of Information, Communication and Network Technologies!"*



# About Simet



Simet who started his activities focused on Information Technologies on **4th June 1997**, has been developing technology solutions with the Worlds Leading Brands as a **VAD**.

Simet who has become an expert on production, supply and distribution of advanced technology products with its hard core all of whom have technical background, is one of the pioneers in the market. Our Corporation that has strengthened its activities leading the sector with certifications of **TSE, ISO9001, ISO27001, ISO10002, OHSAS18001**.

# Activity Fields and Working Type

Simet main and focused activities;

- ☐ ***Network Technologies***
- ☐ ***Communication Technologies***
- ☐ ***Information Security Technologies***

Simet working type;

**VAD (Value Added Distribution)**

Simet Works with leading networking and communication Technologies brands as a VAD for them.





### **VISION**

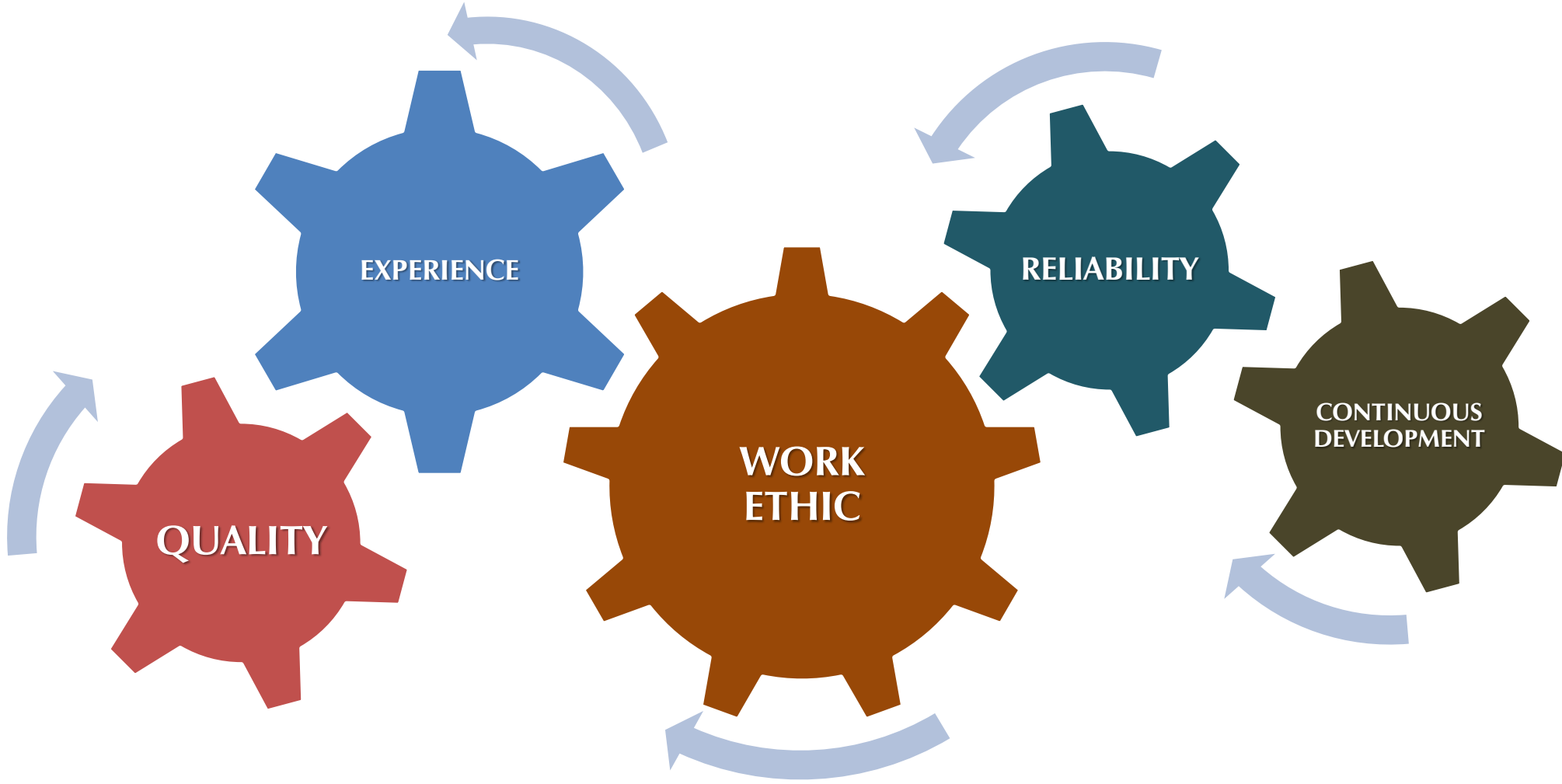
Always scientific, always first!

### **MISSION**

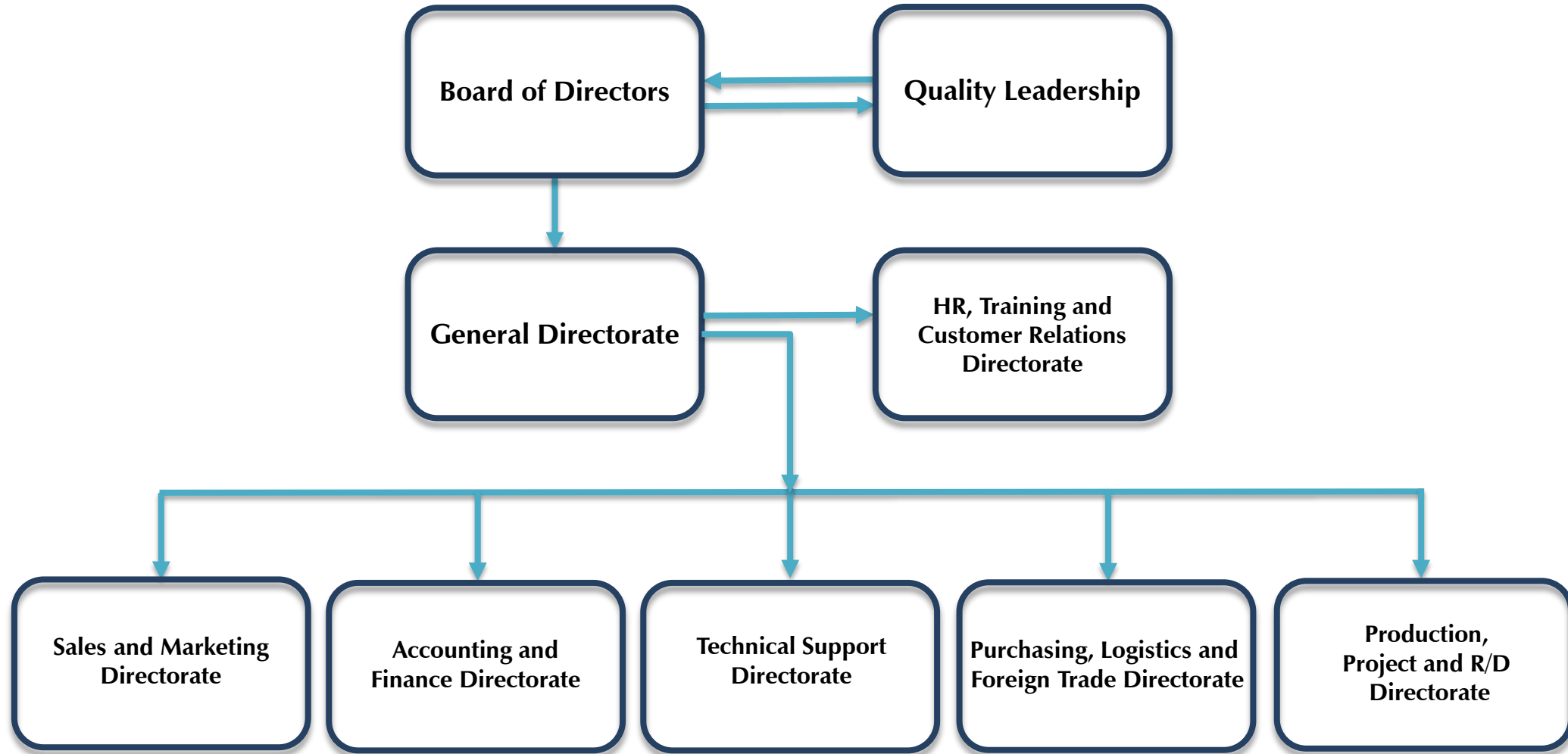
Under the light of scientific works, constantly developing our quality through the mission of producing best services for the customer expectations



# Values

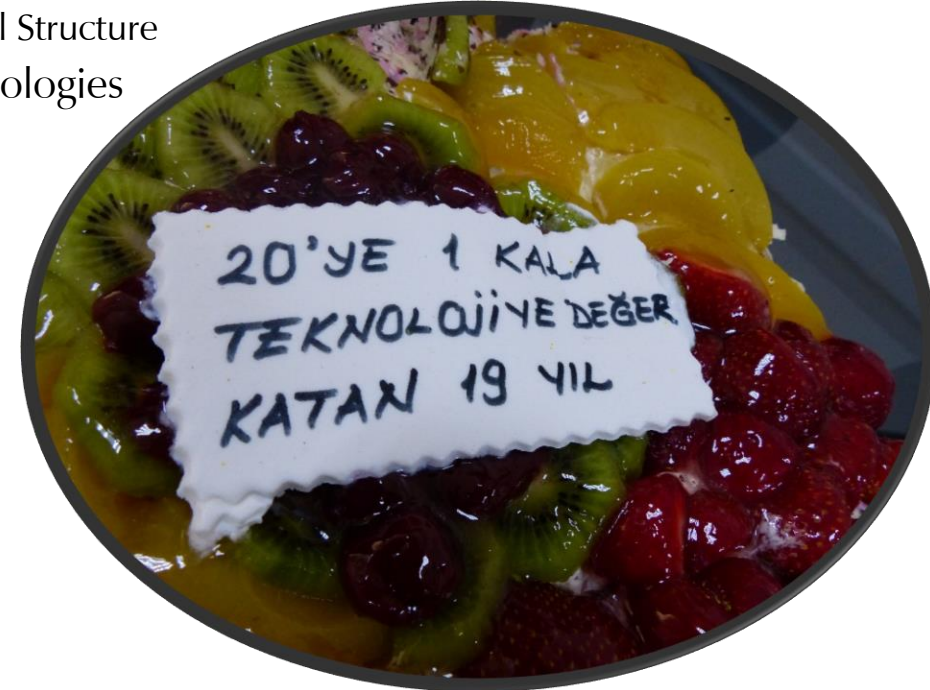


# Organization Structure



# Corporate Info

Official Company Title	: <b>SIMET TEKNOLOJİ SANAYİ TİCARET A.Ş.</b>
Official Company Address	: 1065.Cad.1280.Sok.No:5/17-18 Ovecler – Cankaya ANKARA/TURKEY
Telephone / Fax	: +90.312.4728787 / +90.312.4723131
Web – E-Mail	: <a href="http://www.simet.com.tr">www.simet.com.tr</a> - <a href="mailto:sales@simet.com.tr">sales@simet.com.tr</a>
Date of Foundation	: 04.06.1997
Tax Office and Number	: BASKENT / 7700412972
Capital	: 3.000.000 TL ~ 1.000.000 USD
Partnership Structure	: Mr. Sinan BEDİR (%50) and Ms. Sibel BEDİR (%50)
Business Model	: Value Added Technology Distribution with its own Channel Structure
Field of Speciality	: Network, Communication, Network Security Technologies
Employee Structure	: 24 (%45 Technical Background)
Channel Structure	: SubDistributor (SD) = 4 Solution Partner (SP) = 16 Authorized Reseller (AR) = 40 TSE Reseller (TS) = 21 DMO Reseller (DR) = 2 Strategic (SR) = 5 Bayi (Bilişim Firmaları)(OT) = 1800





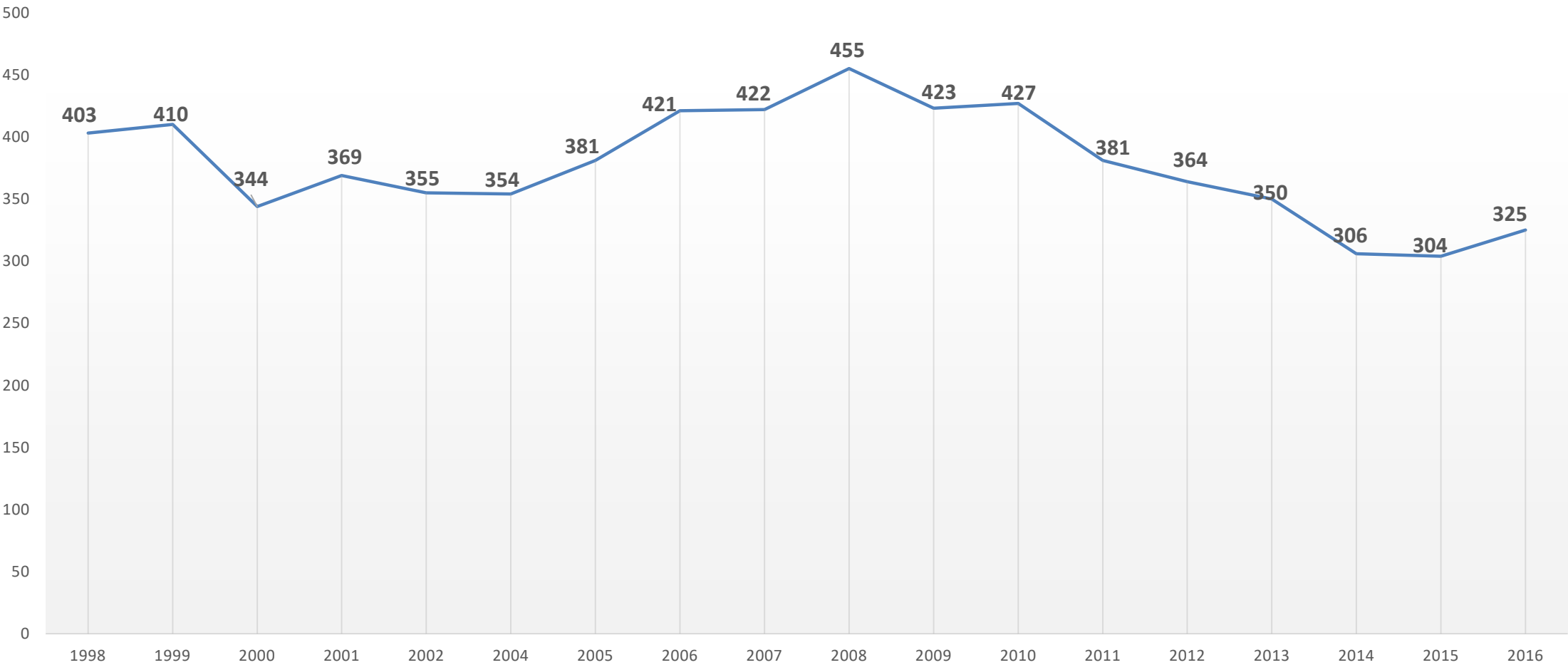
# Milestones



# Top 500 IT Company : Top 500 IT Companies in Turkey (IT and Telecom Companies)

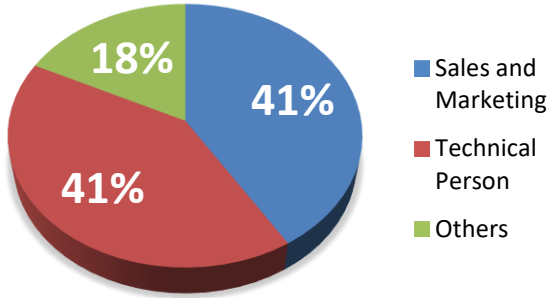


Turkey Top 500 IT Companies List  
(Big #1, Small # 500)

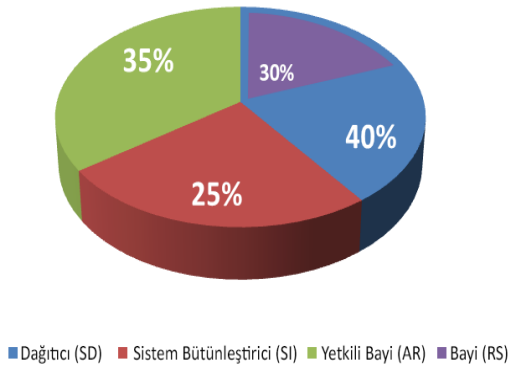


# Statistics

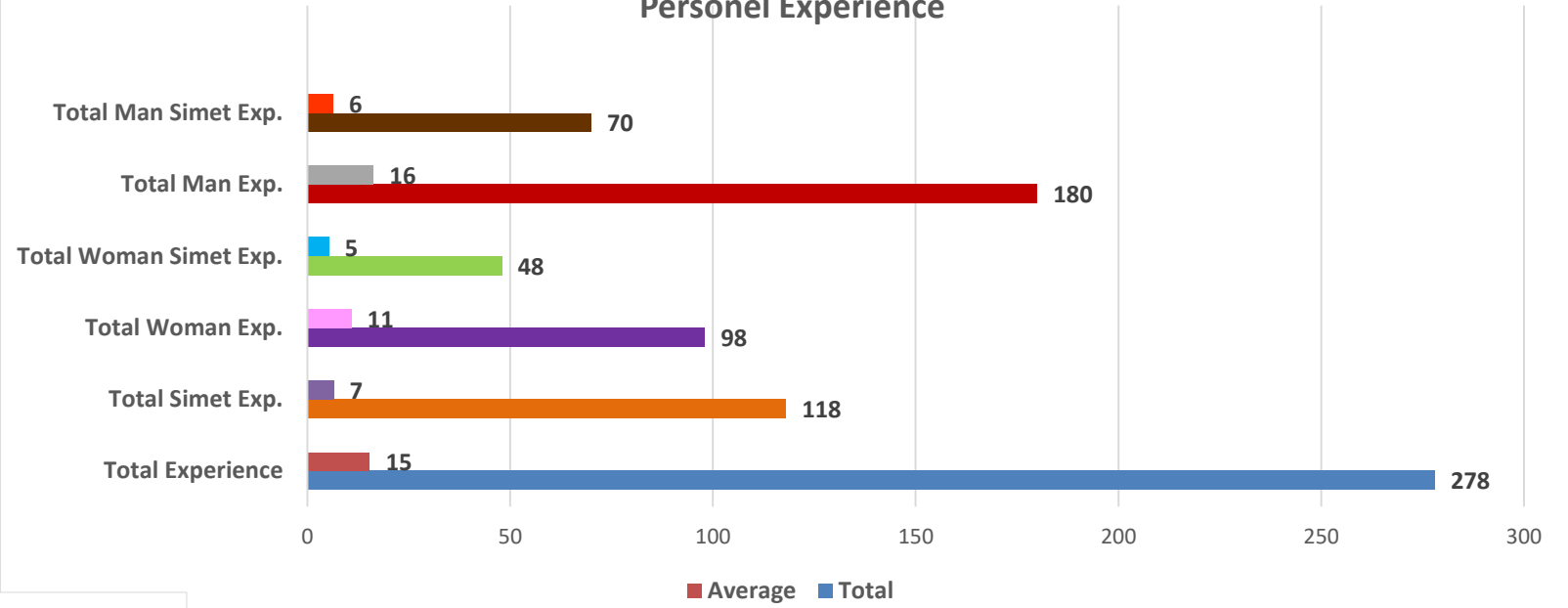
## Simet Human Resources



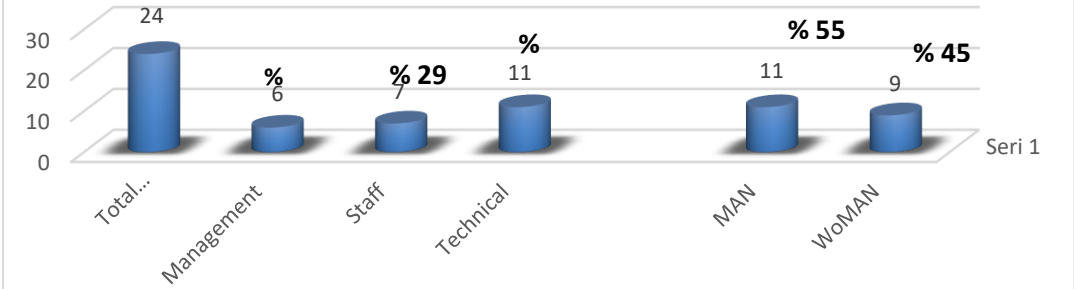
## Simet Gelir Yüzdesi



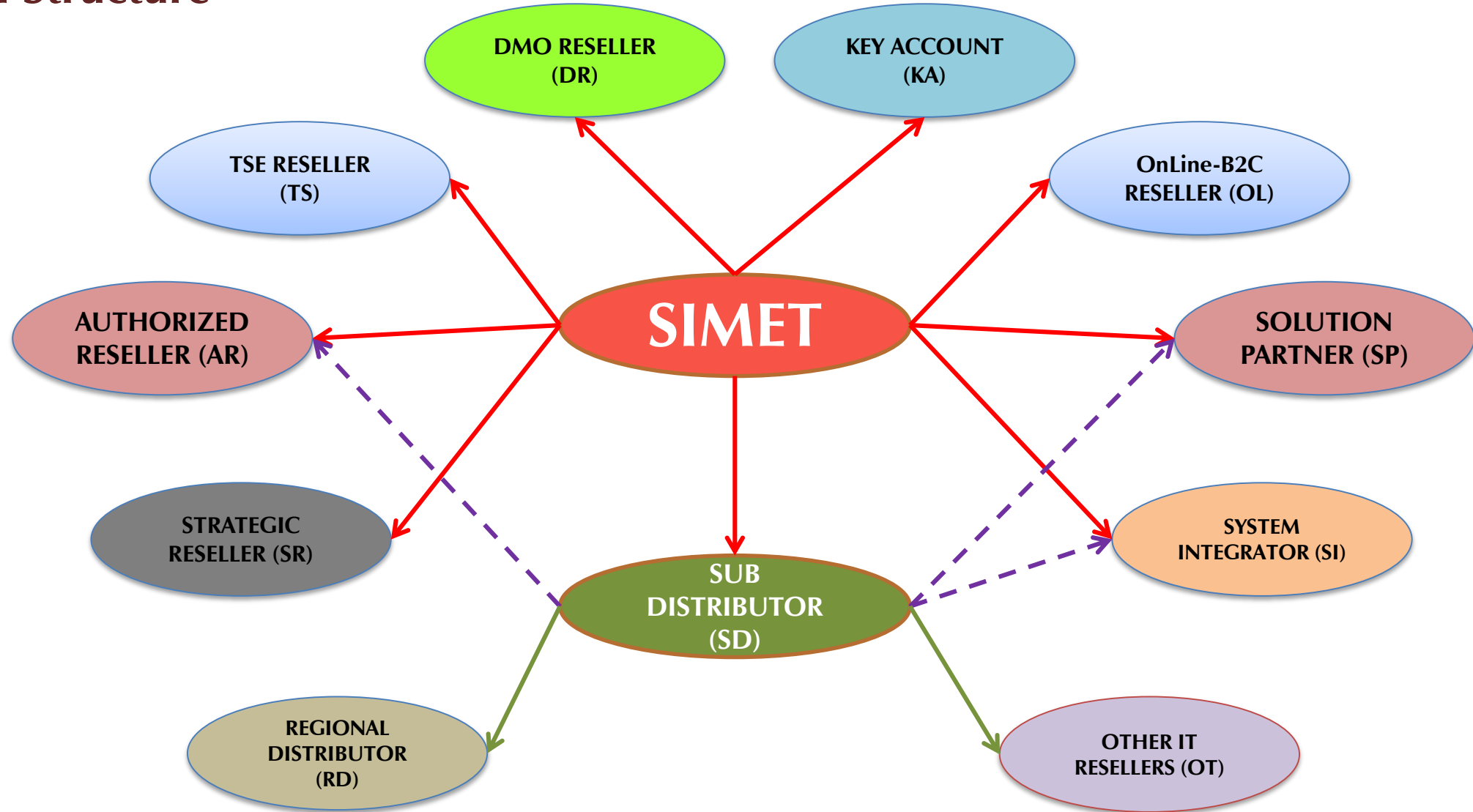
## Personel Experience



## Simet HR Power



# Channel Structure



\*DMO : Government Purchase Office  
\*\*TSE : Turkish Standardization Institute Certified

# Channel Structure

## **SD – Sub Distributor**

They are contracted partners and Sub Distributors only work with channel companies.

## **SP –Solution Partner**

They are contracted partners with installation and configuration capabilities that use Simet products in their solution.

## **AR – Authorized Reseller**

They are contracted partners that serves and sells Simet's products.

## **TS – TSE Reseller**

They are partners with TSE certified service that can provide service about Simet products.

## **DR – DMO Reseller**

They are contracted partners that also represents Simet's products in the DMO.

## **SR – Strategic Reseller**

They are contracted partners and they focusing on one of the Simet product groups or providing services only to a specific sector.

## **SI – System Integrator**

It is working without contracts, companies that provide integration services in a sector that is not affiliated with any brand.

## **KA – Key Account**

Big technology companies that work directly with Simet.

## **OL – Online-B2C Reseler**

They are contracted partners who sell Simet solutions online.

## **RD – Regional Distributor**

They do not work directly with Simet and Regional Distributor are working without contracts.

## **OT – Reseller**

IT companies that are not works directly with Simet but provide their products and solutions through distribution channels.





# Company Power



1

## KNOWLEDGE

We use our own resources and funds of knowledge for all of our products and solutions. We continuously develop.

2

## FINANCIAL STRUCTURE

Our capital is %100 national.  
We use our sources on all of our products and solutions.

3

## BLIEF

We keep our belief fresh on Development and R&D just like the first day. We keep researching

4

## TRUST

We prefer losing money than losing user and sector trust.

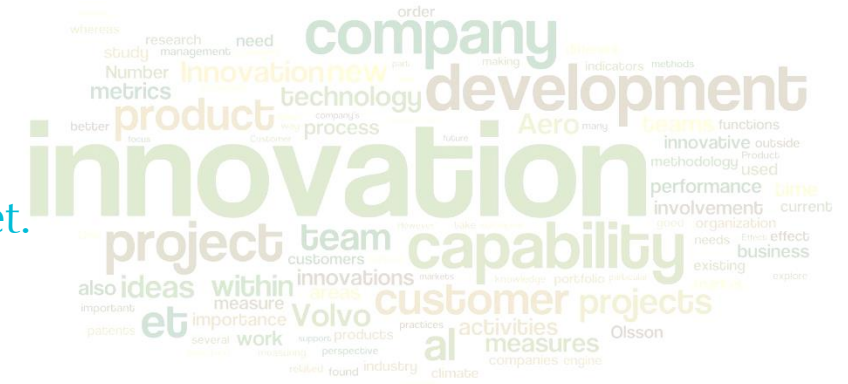
5

## EXPERIENCE

We have 20 years experience on Networking and Communication Sector.

# Our Abilities

- We chase latest technologies.
- We chase market needs.
- We are focused on local market, however we also chase global market.
- We examine closely technical details.
- We adapt local market needs on production.
- We realize all of our sales over our channel structure.
- We are able to provide technical details for all products that we represent.
- We constantly get trained and make R&D.
- We chase current projects directly or through our channel structure and transfer to channel.
- We constantly produce Turkish content and share all our fund of knowledge for free.
- We bring new value added areas in our channel regarding to our field of activities and develop new business fields.
- We build all our commercial relationship on friendship, respect an trust.
- We try hard to be honest seller and always recommend this to our channel.



# Why SiMET ?



- Continuous and wide stock.
- Continuous R&D and support with rich variety.
- Sales follow-up till getting customer satisfaction
- Detection of new and potential evolvement fields
- Improvement tendency strategies for channel.
- Close follow-up rivals and create distinctness
- Informing and protecting channel about global big players.

- Solution development both on Table and in Field
- Core cadre who are professional, reachables and specialist in their field
- Rich technology culture with constant and updated trainings
- Project based Customized solution with
- Solutions only focused on the fields of activity
- Source potential for horizontal and vertical technologies
- Rich variety, cost-effective and ideal profit margins



# Quality Management System

From the very first day of its establishment, the logic of document management system of its founders coming from their experience in government sector, turned into quality management system by completing its paper work in 2000. We always firstly consider our quality management system that we received in 2000 and renewed every year, on our Corporation activities. Simet with its all functions and operating, used Quality Management System as main principle even whereas many corporations see it as nothing but a formality.

Our quality management system and all process taking part normal operating procedures is open to improvement and always supports quality.

Please improve and lead us.

## ISO9001:2015



Our company Info and Security Management System Rules shown in our public web site.

# ISO27001:2013





# Customer Satisfaction Management System

## CUSTOMER SATISFACTION MANAGEMENT POLICY

1. Our company has settled an effective interaction system that all the customers can easily forward their proposals, objections and complaints and presented this system in use actively under any circumstance.
2. Our corporate ERP system, located within the stem of this system that has been put forth in use, is our main platform in which the inquiries like customer requests and wishes can efficiently be forwarded to our company and handled discreetly only by administrative staff.
3. The customers receive feedback in every step in the interactions occurring with the customers, legal conditions in progress, our company ethic and commercial principles, ethic and commercial principles well accepted globally, our foundation policies and also evaluated by the public.
4. Queries, suggestions and complaints that have not yet reach to a conclusion are used to enhance and develop our general customer satisfaction and management policy.
5. Customer satisfaction is used as a healing impact for our companies all products and service understanding and produce solutions to serve more positive interactions.
6. Under the guidance of our company's operations that we have provided as structural profile above, we consider the customer satisfaction issue our primary concern and we promise to handle each and every suggestion, wish, complaint, dissatisfaction, objections and needs of our customers in most transparent attitude within the range of our company's business ethics.

# ISO10002:2006



### OCCUPATIONAL HEALTH AND SAFETY POLICY

1. We make our best commitment to act in compliance with all the applicable laws and regulations to protect our employees vocational health and safety, to prevent possible occupational accidents with our business associates and to minimize these impacts, to maintain labor productivity and quality
2. All our employees will be contributed to get through to comprehend their positions and responsibilities with the help of all our educational seminars that we have done and will be done in the future
3. We will eliminate the risks by the help and involvement of our employees and to establish a healthy and safety working environment in this respect
4. We will discover and set new aims and horizons to constantly develop our Occupational Health and Safety policy



# Infrastructure

## Public Web Site:

[www.simet.com.tr](http://www.simet.com.tr)

You may reach detailed of all our products, latest news from Simet, technical details, announcements trainings and activities.

Both English and Turkish interfaces are available.



# Infrastructure

## B2B Web Site :

www.alodepo.com

This web site designed for just only usage for Simet Reseller Channel. They may reach all of our product portfolio prices, stock information, details, news from Simet, technical details, announcements, trainings and other various information.



**SİMET İŞ ORTAĞI PORTALI**



Bayi Sözleşmesi İndirin  
Demo Kullanıcı Kaydı Oluştur

☒ Beni Hatırla  
Şifremi Unuttum



**Müşterileriniz için "GÜVENLİ İNTERNET"**  
**Her yerde ve SİZİN KONTROLÜNÜZDE!**

**HSP500 / All in one**

- Her tür internet erişimine bağlanabilir (pppoe, DHCP, statik, 3G/4G v.s.)
- Personel ve aile üyeleri dışındaki üçüncü şahıslar için (örneğin jükete gelen misafir) farklı doğrulama yöntemleri kullanır.
- TC Vatandaşlık No Sorgulaması (Ad Soyad ve Vatandaşlık No bilgileri ile NVİ den sorgulama). Böylece 5651 Sayılı Yasaya uygun şekilde kullanıcılarınızın Log'larını saklayabilir ve işletmenizi kanunen koruma altına alabilirsiniz.
- Standart bağlantı haricinde 3G/4G Dongle modem ile (mini USB kullanarak) mobil çalışma imkanı.
- Bilet Doğrulaması (Cihaz üzerindeki yazıcıdan bastırılarak)
- SMS Doğrulaması (Çep telefonunuza doğrulama ve erişim şifresi gönderilerek)



 **Nasıl Bayi Olurum**

 **Bayi Formu Doldurun**

 **Sıkça Sorulan Sorular**

Simet Teknoloji San. Tic. A.Ş., 1065. Cad. 1280. Sok. No: 5/17-18 Öveçler - Çankaya - Ankara / Türkiye || Tel: +90.312.4728787 Fax: +90.312.4723131



Bu site, Simet® bayileri içindir. Tüm isim ve logolar sahiplerine ait ve tescillidir. Sitenin tüm hakları saklıdır. Alodepo.Com, HTML5 & CSS3 & JQuery 1.7 & MooTools 1.2 platformuyla geliştirilmiş; güncel tüm tarayıcılarda test edilmiş; Chrome 23, Firefox 15 ve Internet Explorer 9 için optimize edilmiştir. Alodepo.Com'un tüm özelliklerinden sorunsuzca faydalanabilmek için lütfen kullandığınız tarayıcının güncel olmasına dikkat ediniz. **Yasal Uyarı!**





Güvenliğiniz için AloDepo ile tüm iletişiminiz Uçtan-Uca şifrelenerek korunmaktadır!



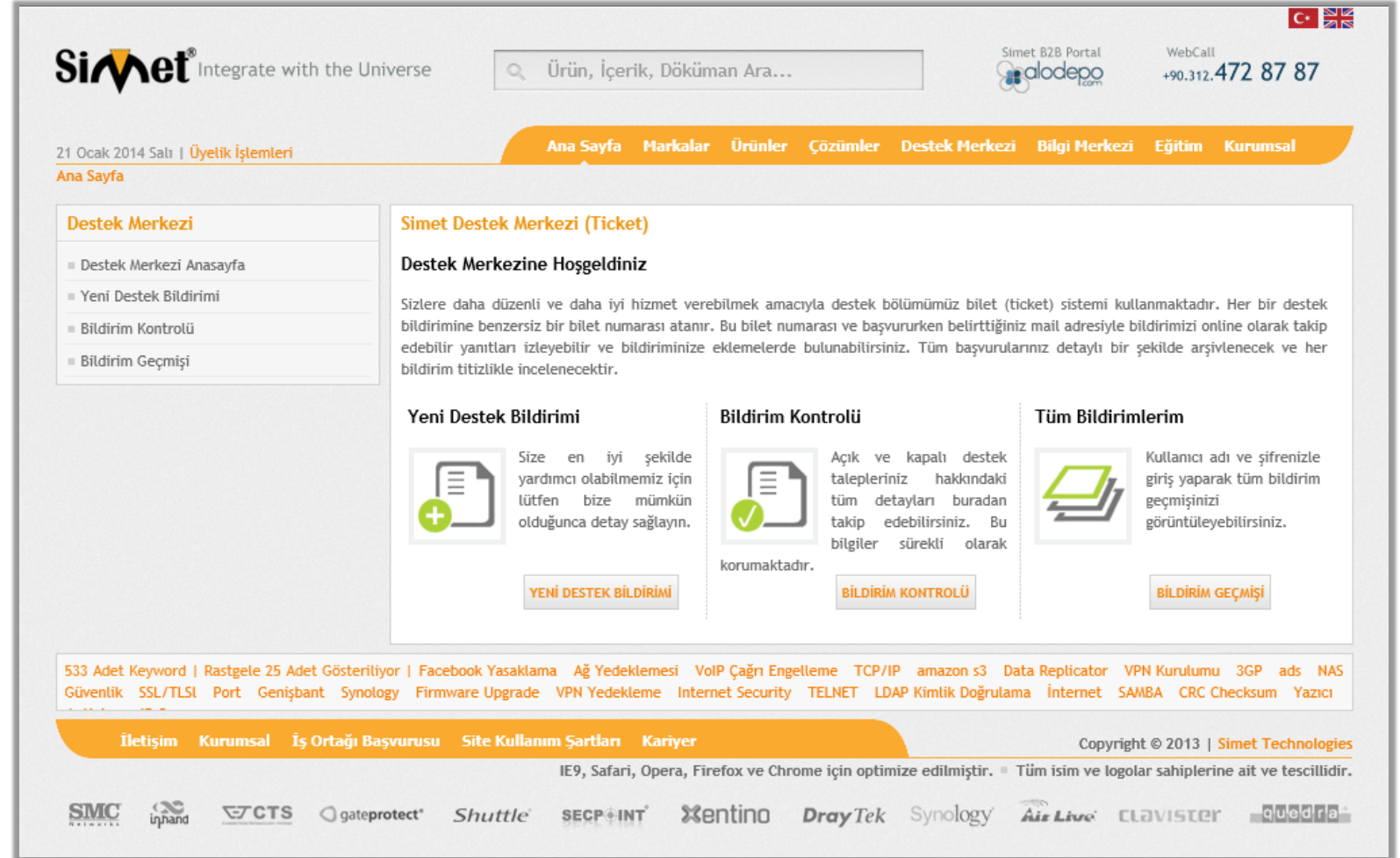


# Infrastructure

## SUPPORT Web Site:

destek.simet.com.tr

We developed our own Support Ticket System, working connected with our ERP System. Our support team following the all tickets in realtime. Our Technical Support system is almost number one in Turkey.





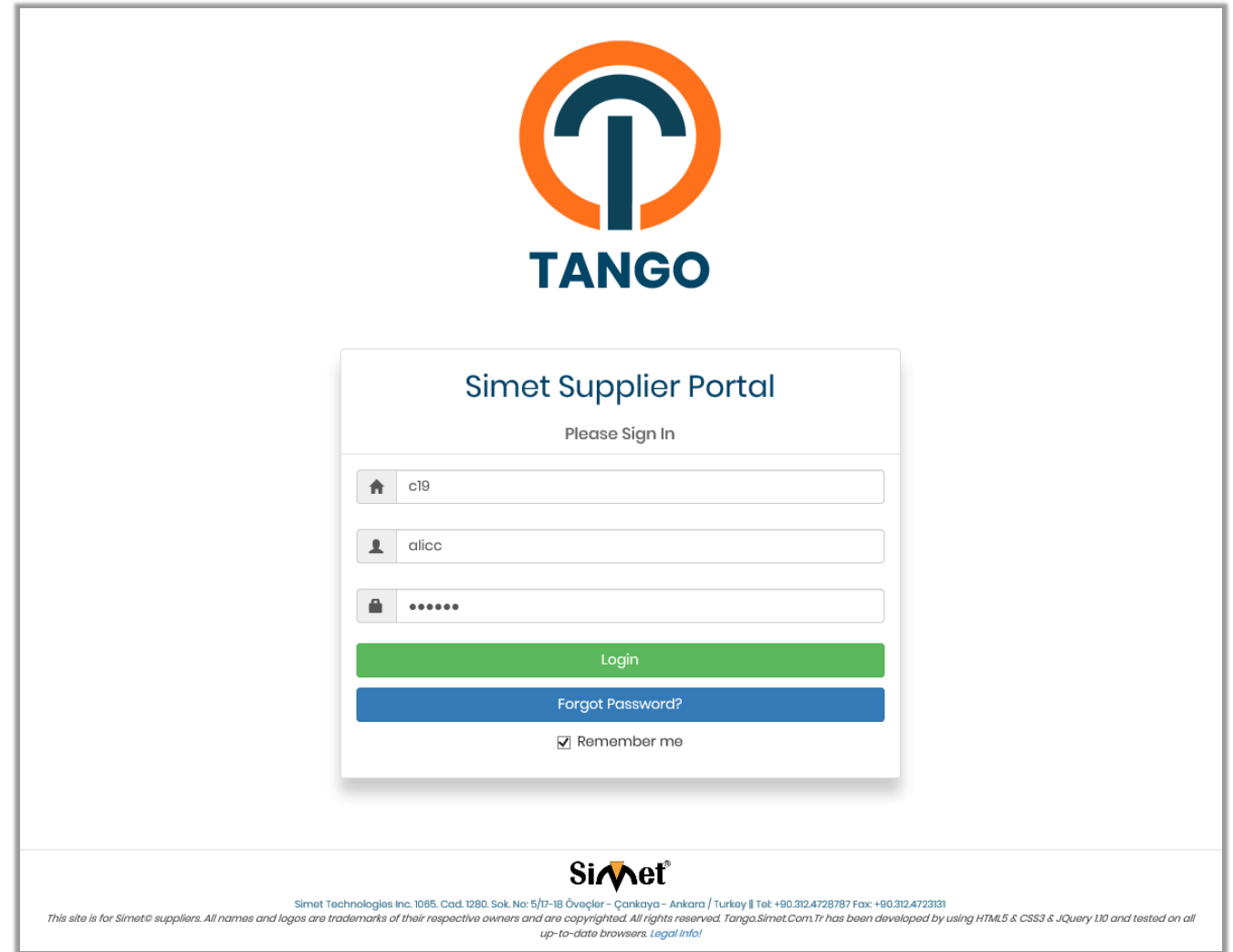
# Infrastructure

**VENDOR/SUPPLIER B2B site :**

**tango.simet.com.tr**

This web portal just for only Simet suppliers.

Suppliers (Vendors) can check products, stocks, sales, inventory, sales demands, reports and market activities about their brand or brands on realtime.



**TANGO**

**Simet Supplier Portal**

Please Sign In

☒ Remember me

**Simet**

Simet Technologies Inc. 1065. Cad. 1280. Sok. No: 5/17-18 Öveçler - Çankaya - Ankara / Turkey || Tel: +90.312.4728787 Fax: +90.312.4723131  
This site is for Simet® suppliers. All names and logos are trademarks of their respective owners and are copyrighted. All rights reserved. Tango.Simet.Com.Tr has been developed by using HTML5 & CSS3 & JQuery 1.10 and tested on all up-to-date browsers. [Legal Info!](#)

# Activities

## TAIWAN EXCELLENCE

Organized by Taiwan ROC Government. (TAITRA)

2013



2014



2015



## TECHNOLOGY SHOWS AND FAIRS





# Activities

## YEARLY CHANNEL EVENT / Tech Camps



RestCamp  
2016



RestCamp  
2014



HiTechCamp  
2013







Different cities in Turkey





With our regular technical work on weekends, a dozen of sector professionals are getting trained on network and communication technologies in order to be given continuous updated information to our business partners





With our regular technical work on weekends, a dozen of sector professionals are getting trained on network and communication technologies in order to be given continuous updated information to our business partners



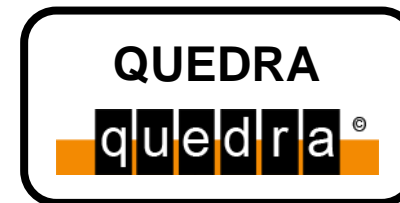
# Activities

## YEARLY CHANNEL EVENT/ Product, Technology and Brand Announcement



# Brands and Suppliers

1. **MATRIX** ([www.matrixcomsec.com](http://www.matrixcomsec.com))
  - a. Unified Communication (UC and IPPBX)
  - b. Hybrid Communication (Office in a box Hybrid IPPBX)
  - c. Analog – ISDN – IP – GSM Media Gateway
  - d. Fixed Media Gateway (FMG)
  - e. Universal Media Gateway (UMG)
2. **DRAYTEK** ([www.draytek.com](http://www.draytek.com))
  - a. Wireless/Broadband/VDSL/LTE/FIBER Security Router
  - b. Broadband Load Balance/Failover Security Router
  - c. Network Switch
  - d. SoHO/SMB IPPBX (All in one box) Router
  - e. Network Management System Software (ACS2)
3. **SUNDRAY** ([www.sundray.com](http://www.sundray.com))
  - a. Enterprise Level Wireless Solutions
  - b. Fixed and Mobile Wireless Communication Solutions
4. **SECPOINT** ([www.secpoint.com](http://www.secpoint.com))
  - a. Autonomous Penetration Solutions
  - b. UTM Firewall
5. **XENTINO** ([www.xentino.com](http://www.xentino.com))
  - a. Industrial Network Switch
  - b. SoHo/SMB Hotspot Wireless
  - c. 3G Outdoor Wireless
6. **SYNOLOGY** ([www.synology.com](http://www.synology.com))
  - a. Network Attached Storage (NAS)
  - b. NVR Surveillance
7. **WISNETWORKS** ([www.wisnetworks.com](http://www.wisnetworks.com))
  - a. Outdoor/Indoor Wireless (p2p/p2mp)
  - b. Wireless Hotspot Solutions
8. **QUEDRA** ([www.quedra.com](http://www.quedra.com))
  - a. Network and Communication SW
  - b. Log Management SW



# THANKS!



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[www.simet.com.tr](http://www.simet.com.tr)

**Si<sup>^</sup>met<sup>®</sup>**