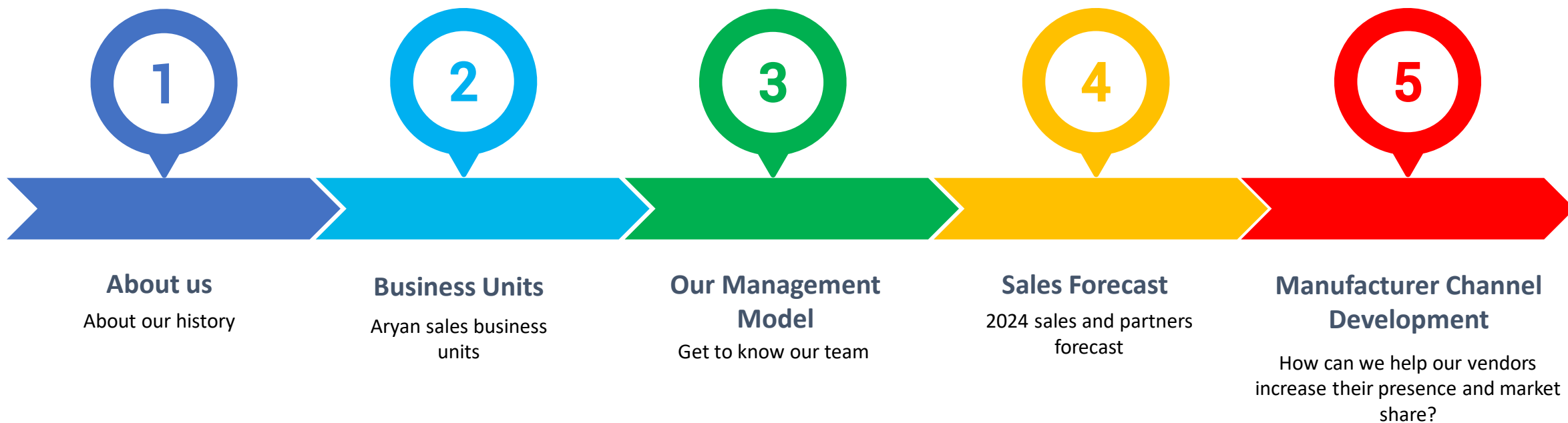




**CORPORATE
PRESENTATION
2024**





Since
1994



Employees
60



Vendors

Limited Number
Objective: Be your No. 1



Revenues

2023: 38M €
F(24): 45M €



Professional Services

- Training and Certification
- Pre-sales
- Post-sales
- Professional Services



Solutions

Oriented End-to-End Solutions



Shareholders

100% Working for the Company

Locations and Intl. Business

IBERIA



LATAM





30
AÑOS

Aryan
VALUE ADDED SOLUTIONS

Business Units

SEGURIDAD



QNAP



W / T H
secure

DATACENTER



QNAP

FUJITSU



NVIDIA

arcserve

αFUSION

StarWind



VISUAL TECHNOLOGY



Panasonic
BUSINESS

MAXHUB

Athesi
Mobile Generation

NETWORKING



QNAP

30
AÑOS

Aryan
VALUE ADDED SOLUTIONS

Vertical Markets



Retail

- Malls
- Wi-Fi solutions for Retail



Health

- Operating Rooms
- Radiology
- Clinical Pathology
- Multimodality



MSSPs

- MSSPs
- CSPs
- Network Infraestructure



Defense

- Aerospace
- Navy
- Army



Control Rooms

- Air Traffic Control
- Maritime
- Railroads
- Roads



Finance

- Banks
- Brokers
- Trading Rooms



Hospitality

- Hotels
- Resorts



Media

- Color Matching
- Soft Proofing
- Post-production
- Photography



Our Team - Organization by Division

Vertical Structures by Division



Commercial Team by Division

- Divisional Sales Manager
- Account Manager
- Internal Sales
- Sales Assistants
- Renewals



Technical Team by Division

- Presales Level 1
- Presales Level 2
- Postsales

Horizontal Structures by Region



Regional Sales Team

- Regional Manager
- Account Manager



Regional Technical Team

- Presales Level 1
- Presales Level 2
- Postsales

BackOffice Horizontal Structure



Operations

- Purchases
- Logistics
- Warehouse
- Imports
- Exports



Administration

- Accounting
- Credit Collections
- Financials
- HHRR



Marketing

- Event Coordination
- Web Design
- Graphic Design
- Communications

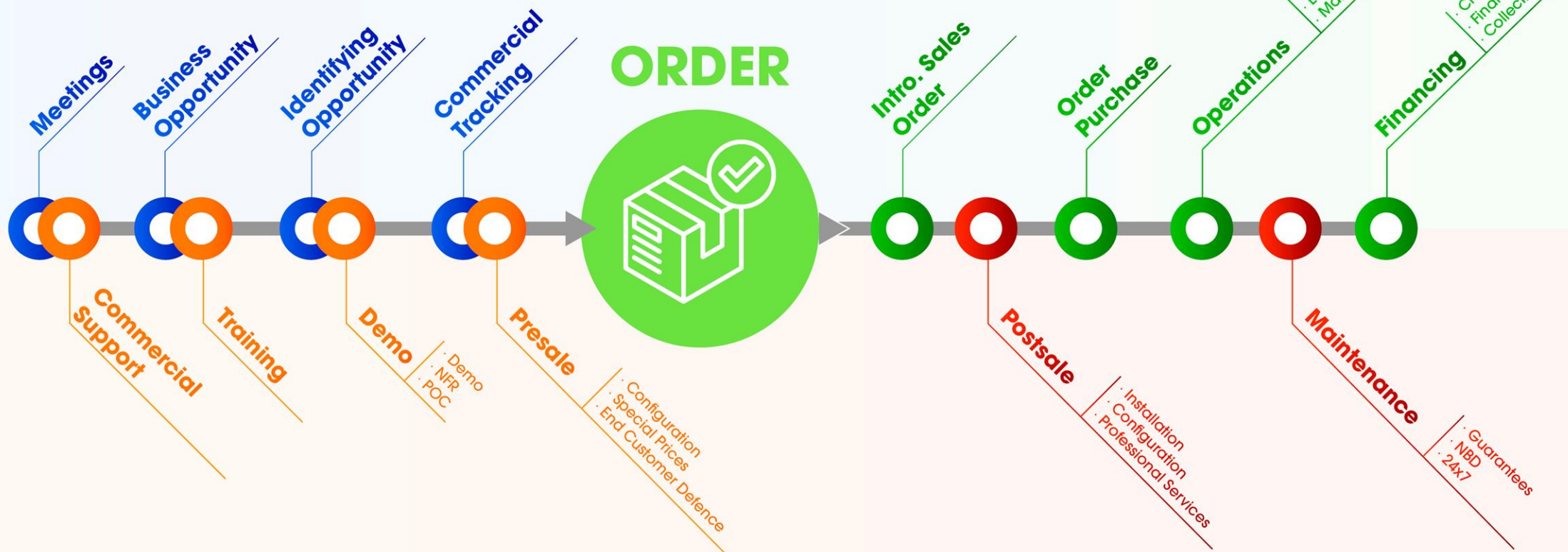
Commercial Organization and Business Development

Commercial Team

- Sales Directors
- Account Managers
- Internal Sales

BACK OFFICE TEAM

- Sales Assistant
- Financial Dept.
- Logistics Dept.
- Renewals
- Operations Dept.
- Purchases Dept.
- Marketing Dept.



EQUIPO PREVENTA

- Director Preventa
- Preventa Nivel 2
- Preventa Nivel 1

POSTSALES TEAM

- Postsales Level 2
- Post sales Level 1



Business Development Model





Public Tenders' Development

GESTBOES

Public Tenders search engine: Keywords definition and alerts setting

SDA

Dymanic Acquisitions System: Communications, servers and storage systems



Daily analysis

Presales will personally analyze all the daily alerts



Configuration

Configuration definition for the tenders we can work



Special Price

Special Price request and price protection



Partner Selection

Partner selection to work the tender together



Professional Services



Technical Support – Hourly Exchange

Technical service focused on all those activities that require qualification and technical assistance.



Consulting

Professional advisory service that helps organizations to achieve their objectives and meet their requirements.



Personalized Training

Tailor-made training service adapted to the needs of our customers.



Getting Involved

Service with which we are involved from the initial stages of the project.



Service package - Workbox

Packaged services that can be deployed remotely or on-site.



ARYAN COMUNICACIONES, S.A.

MADRID – BARCELONA – VALENCIA – LISBOA – LATAM