



People &
TECHNOLOGY

2018 Company Presentation

www.people-tech.com

About us – who we are

People & Technology is a Belgian Services Company founded in 2002. With around 70 active collaborators and a vast network, we deliver in Belgium over 10.000 man-days of IT Consulting services every year. Our clients are from various sectors, including Banking, Insurance, Telecommunications, Pharmaceutical, Distribution, Public and Automotive industries.



A Belgian IT Services Company



Active since 2002



With a wide network and 70 active collaborators



Providing IT Consulting Services to corporate clients

Some key dates

2002 – Launch of People & Technology in Brussels

2006 – P&T has over 50 Consultants at missions

2012 – 10th year anniversary celebration at Château Sainte Anne

2015 – Inauguration of our new offices close to Louvain-La-Neuve

2018 – People & Technology is healthier than ever, annual turnover of 7 million €

About us – What we do

Our clients typical trust us with Consulting missions in the following practices:

Interim
Management
& Strategy

Project
Management

Business &
Functional
Analysis

Security

Application
Development
& Testing

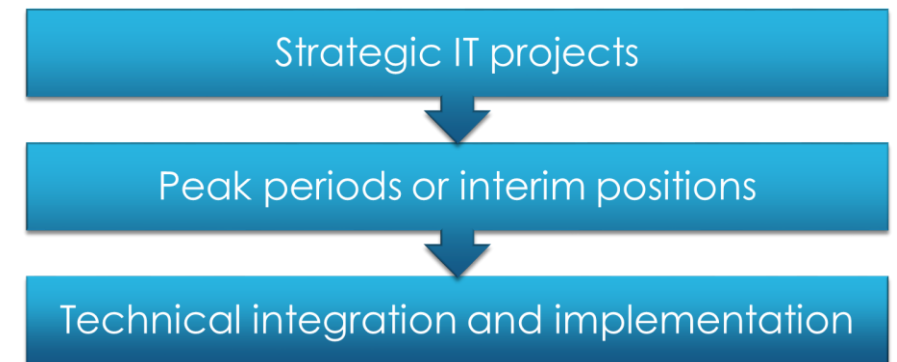
IT
Infrastructure

About us – why P&T

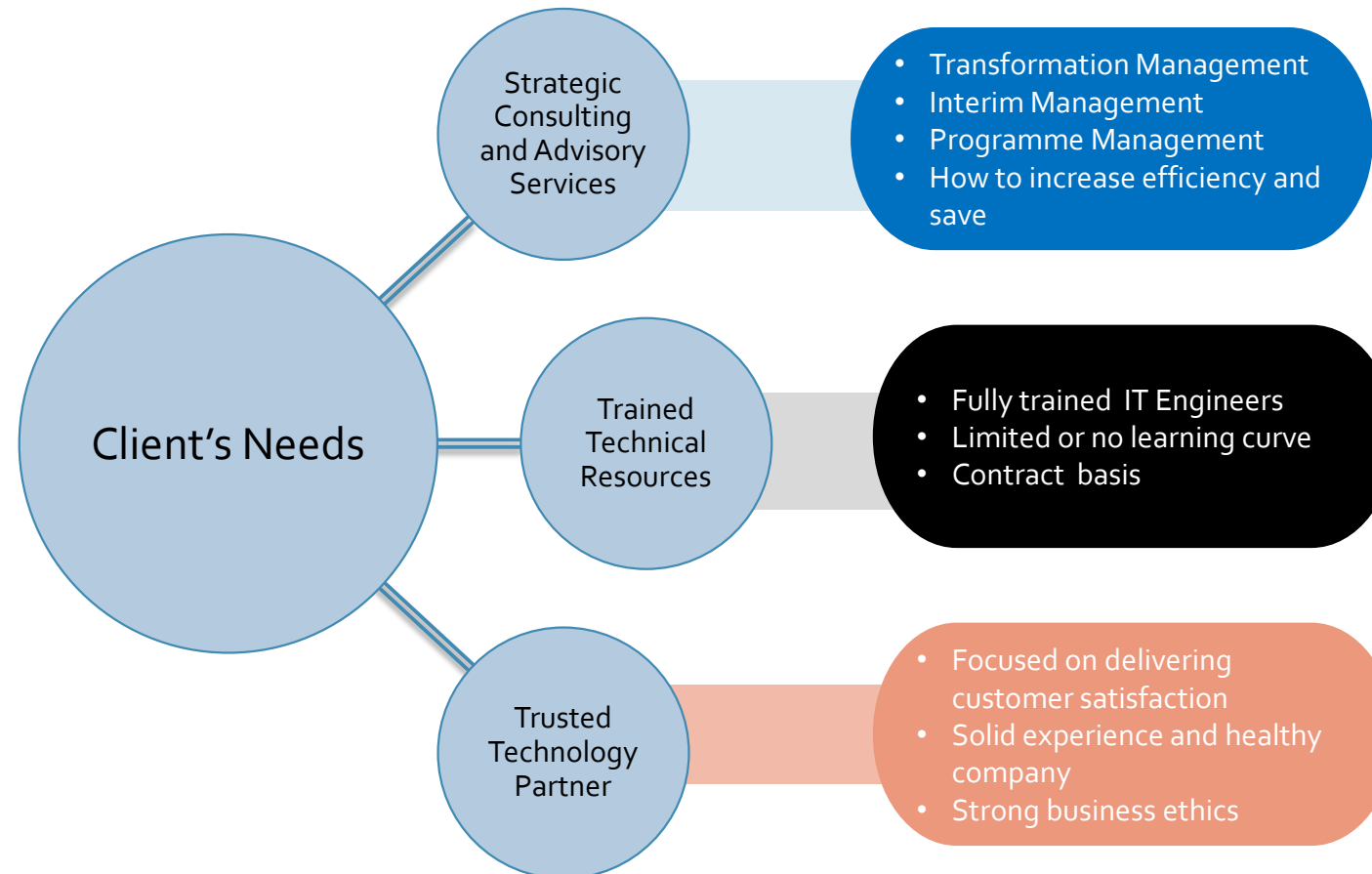
Our services are aimed for clients that:

- Need help urgently – be it for a strategic project in difficulty or an interim assignment
- Have a peak period
- Need high level expertise or specific technical expertise for technical integrations or implementations

We work hard to provide our clients the right people or team for their projects from the start while ensuring great challenges and interesting projects to our Consultants.



About us – Why P&T



How we stand out from our competitors

Client is King

We provide
excellent
service to
customer

Admit mistakes

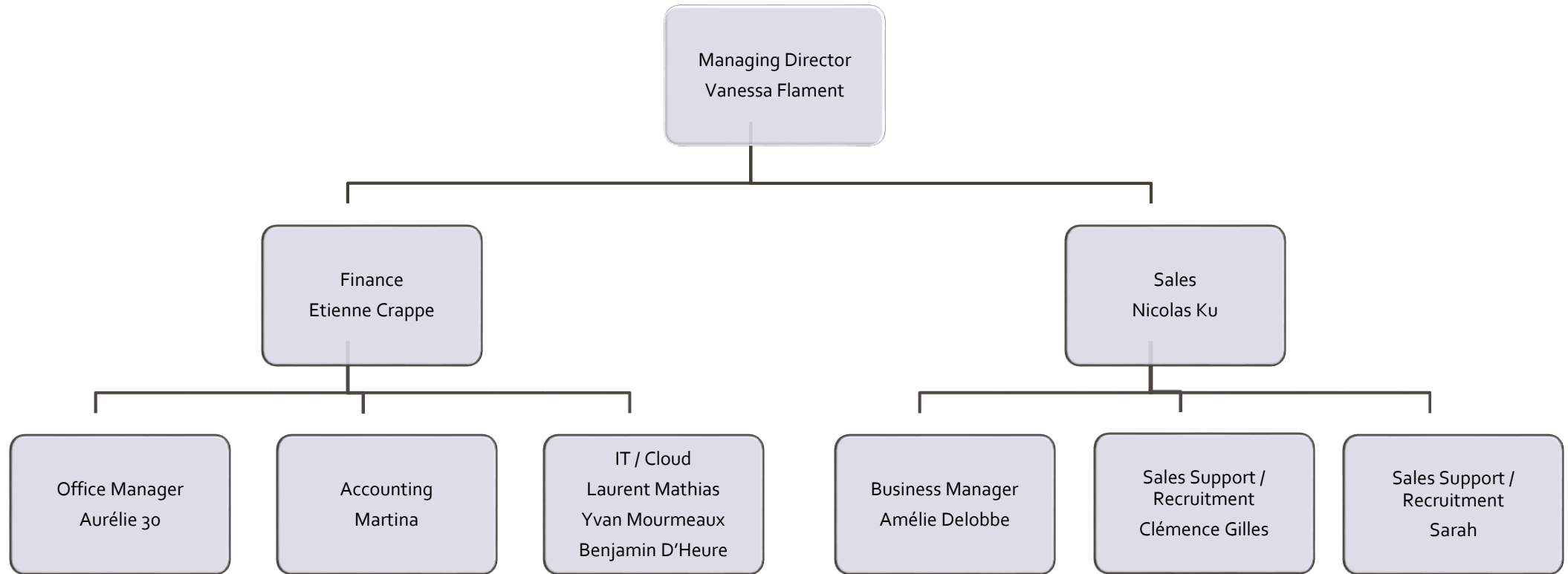
We fix
problems

Honesty

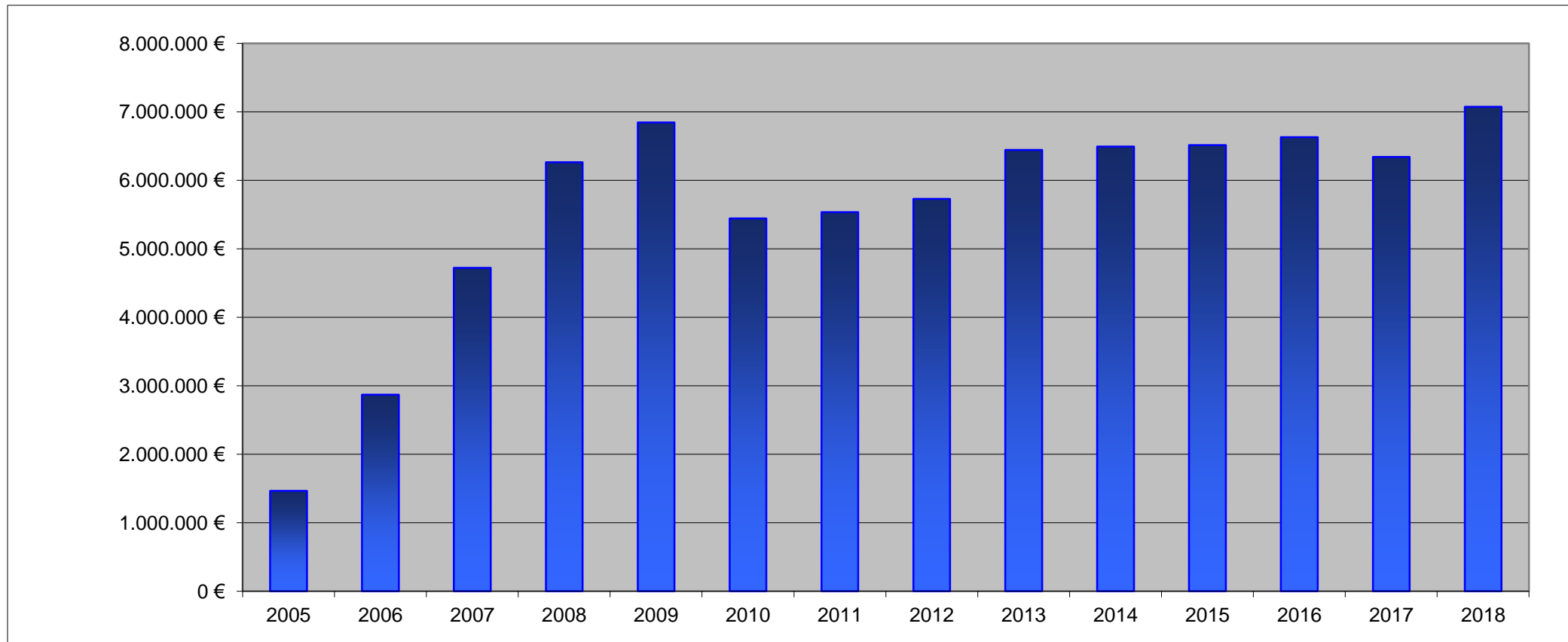
We promise
less and
deliver
more

And we work hard.

Organization

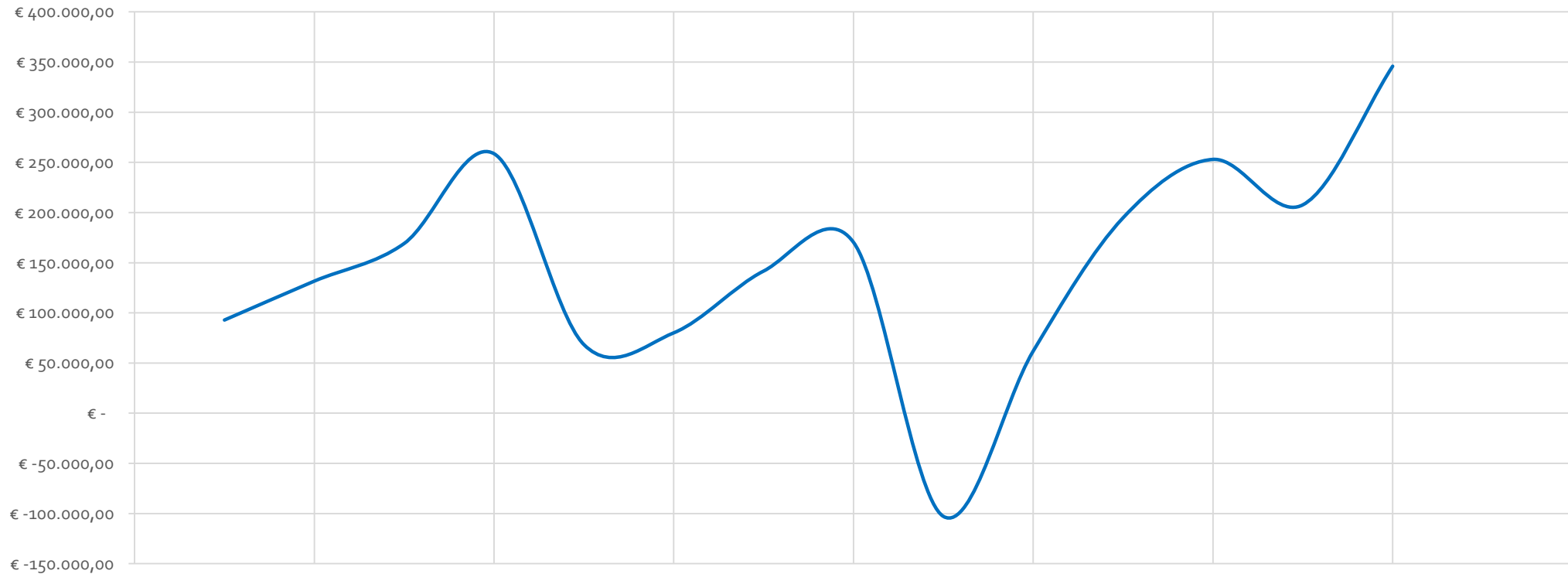


Annual Turnover

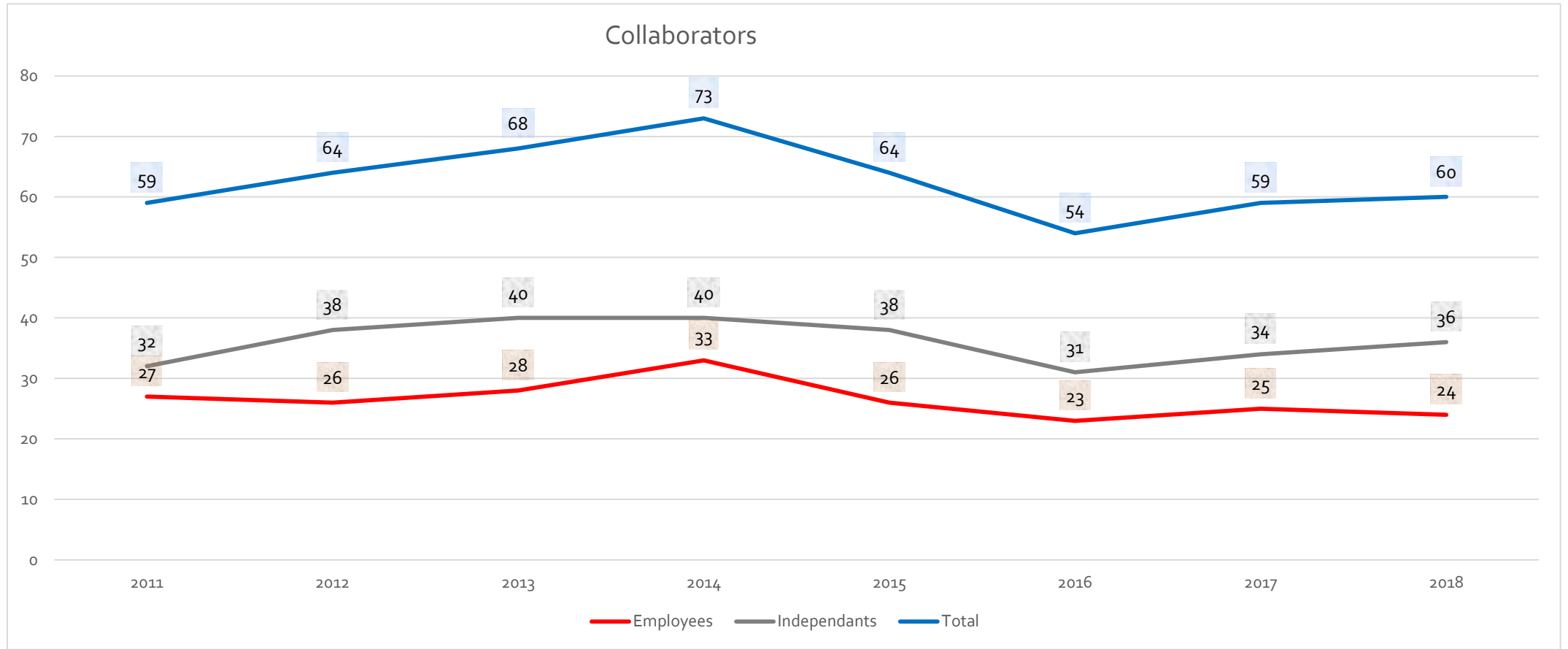


Benefits before tax 2005 - 2018

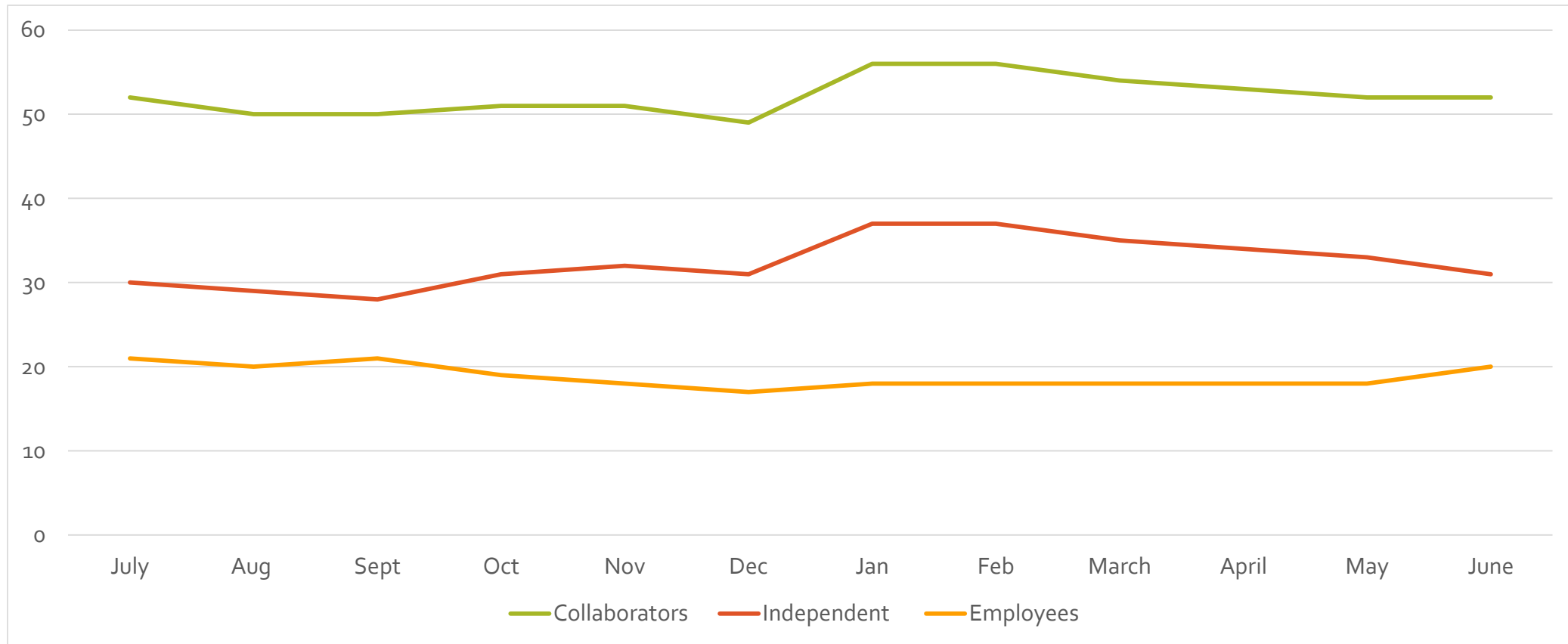
BENEFITS BEFORE TAX



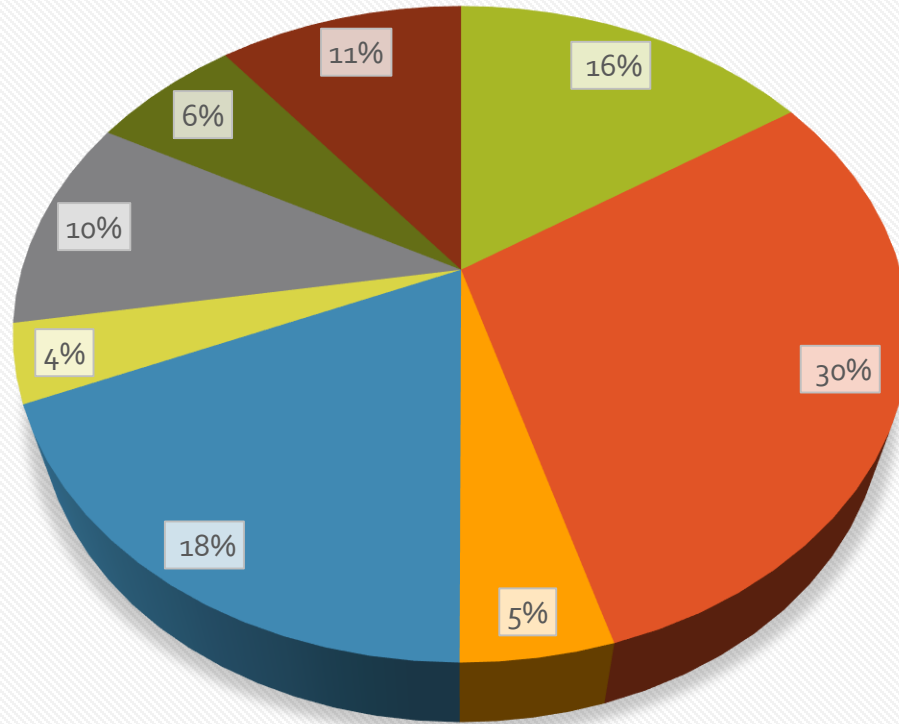
People



Collaborators month by month July 2017 – June 2018

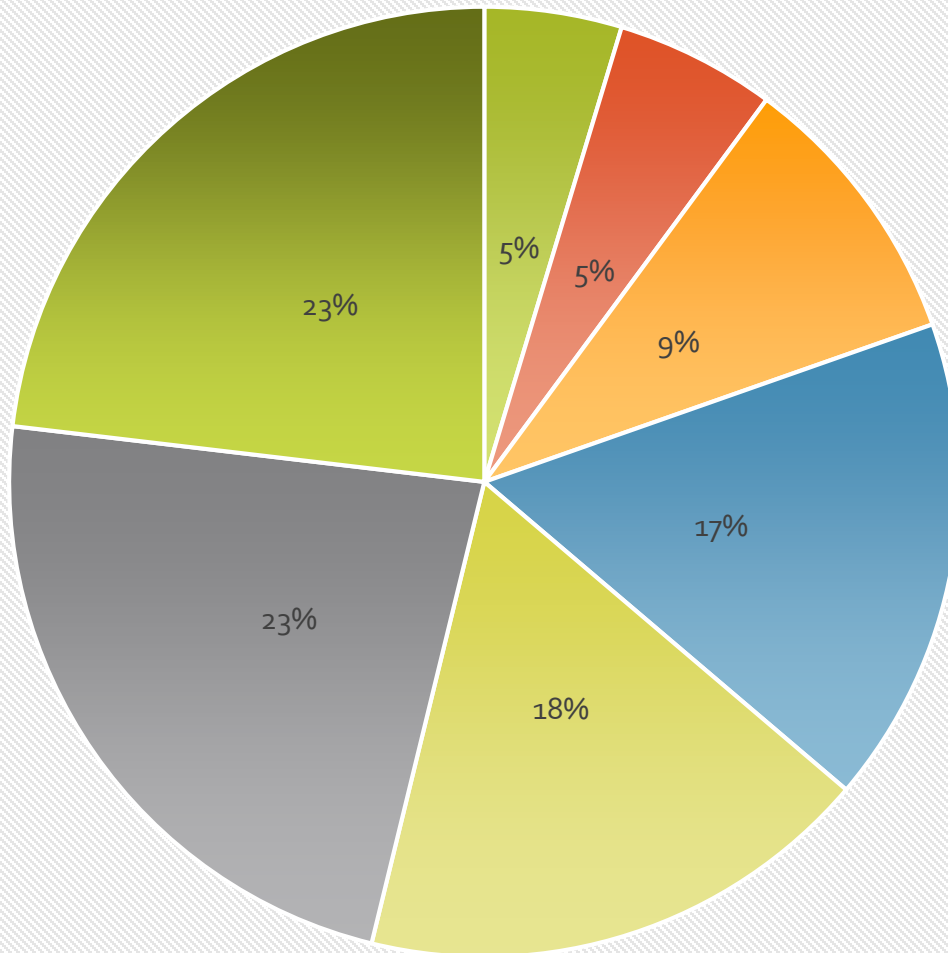


Expertise 2018



1.IT Infra 2.App Dev 3.Testing 4.Project Mgmt 5.Business & Funct Analyst 6.Strategy 7.Business Intelligence 8.Security

Client Sectors 2018



- INSURANCE SECTOR
- ENERGY SECTOR
- OTHER SECTOR
- PUBLIC SECTOR
- BANKING SECTOR
- TELECOM SECTOR
- IT SECTOR

Short term projects & objectives

- By dec 2018 - End cloud services and focus on our Consulting services
- Reinforce our recruitment team with one more collaborator
- Increase number of Consultants (end fiscal year 2019 with 65 Consultants running versus 55 in June 2018)
- Maintain our good margins (at least a gross margin of 1,6 million euros)
- Increase the number of employed consultants
- Keep a healthy variation in terms of clients

S

A human sized company with an excellent work atmosphere

Several highly qualified Consultants

Long experience and know-how of the Belgian market

W

Management is not fluent in Dutch

No international coverage

O

High demand for IT Ressources

Not many competitors in Wallonia

T

Offshore services

Lower cost of labor in developing countries

Monthly tendencies and variations

- The best months for our sector are the ones with the least holidays and the most working days. We note a significant increase in our turnover during the months of March, June and October.
- The less fruitful months are July, August and December.
- The months of January and July also vary by the percent of contract renewal.

Our offices



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