



CDT

Center for Digital
Transformation



PRIVREDNA
KOMORA
SRBIJE



Sprovedeno od strane:

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Our Goals

Competitiveness

Strategic approach in digitalization of Serbian Economy operations

Education

Facilitating DT, engaging businesses and professional community

Internationalization

Readiness to join supply chains of multinationals (with Serbia becoming more attractive for investors)

Financing

Easier access to finance for the DT process

Networking

Linking SME Sector, local high-tech companies with R&D institutions



Where we started

What is Digital Transformation?
60% of examinees did not know anything about DT

60%

Help?
45% did not know where to ask for help

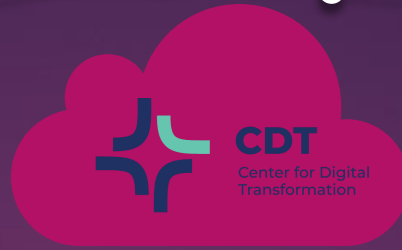
45%

Wrong Solutions
20% of companies implemented insufficient or wrong solutions

20%

Very Expensive
80% of examinees thought of DT as a very expensive process

80%



Our Solutions

Derived from cross referenced Data Analysis



Raising awareness about DT

Workshops, Digital Marketing, PR



Know How

Certified Consultants ISO 17024
68 Certified Consultants, 6 CDT Trainers
Knowledge Data Base Platform



Programs

Basic program,
Speed 1&2 (Covid Solution),
Digital Academy



Regional Expansion

Expanding the number of Certified Consultants and Trainers

10 companies from BIH were consulted by CDT consultants
12 Consultants from BIH have been trained and certified by CDT trainers

Consultant Certification Process

Our Solutions > Providing Know-how

Examination of Eligibility Criteria

Certified Digital Consultants (CDC)

Open Call Consultants



Preparatory Trainings

Modules:

- Business models and processes
- E-Commerce and Social Media
- IT Security & Data Protection
- Artificial intelligence (AI)



Certification Commission Hearing



Our Programs

Our Programs are custom tailored in order to implement DT to SME sector in a most efficient way.



BASIC PROGRAM 5.000 companies applied

is a strategic consulting support for companies from the MSME sector through a complex and advanced process which covers all elements: from initial diagnosis of the problem to determining solutions, co-financing of the solutions up to 6.000 EUR or 12.000 for AI solutions and supervising their implementation.

01



SPEED 1&2 400 participants

had been developed after the covid pandemic substantially challenged the local and global economy. They aimed at providing quick consulting support to companies in order to help them addressing the crisis by accelerating their digital transformation.

02



DIGITAL ACADEMY 550 participants

is a particular segment of the CDT portal aimed at informing and educating a broad spectrum of stakeholders and partners, including predominantly owners and managers from the MSME sector, but also NGOs, Business Associations, consultants.

03

Basic Program



Online Questionnaires

Through the questionnaires companies are offering fundamental information about their level of digitalization

01



Expert Analysis

With the support of a certified consultant key areas are explored and defined, so the starting point for the process of digitalization is determined

02



Strategy

By analyzing the selected area of business in the EA a concrete strategy is developed which is focused on either business models or processes, products or services.

03



Implementation

A company receives financial support (50% of all expenses or max 6.000 or 12.000 EUR for AI solutions) for development of the solution from the strategic document

04



Verification

A certified consultant checks how successful is the process of implementation

05

**Online Self-
Assessment**

Expert Analysis

**Strategy
Development**

Implementation

Verification

2 Consulting Days
100% funded

up to 7 Consulting Days
50% co-funded

max. 6.000 EUR
50% co-funded

1 Consulting Days
50% co-funded

Funding: Ministry of Economy SME Support Program

Implemented solutions Statistics

Improvement of...

8%
Services



3%
Products



15%
Business
models



74%
Business
Processes



Implemented solutions:



CRM



Mobile
App Software



Firewall



CMS



ERP



DMS



e-commerce



Web optimization tools

First 100 companies in 2021:

- annual profit 193 million EUR
- share of 0.47 % in GDP
- 2.963 employees

Same 100 companies in 2023:

- annual profit 262 million EUR
- share of 0.57 % in GDP
- 3.647 employees

increase

Productivity

Profit

Employees

CDT Platform

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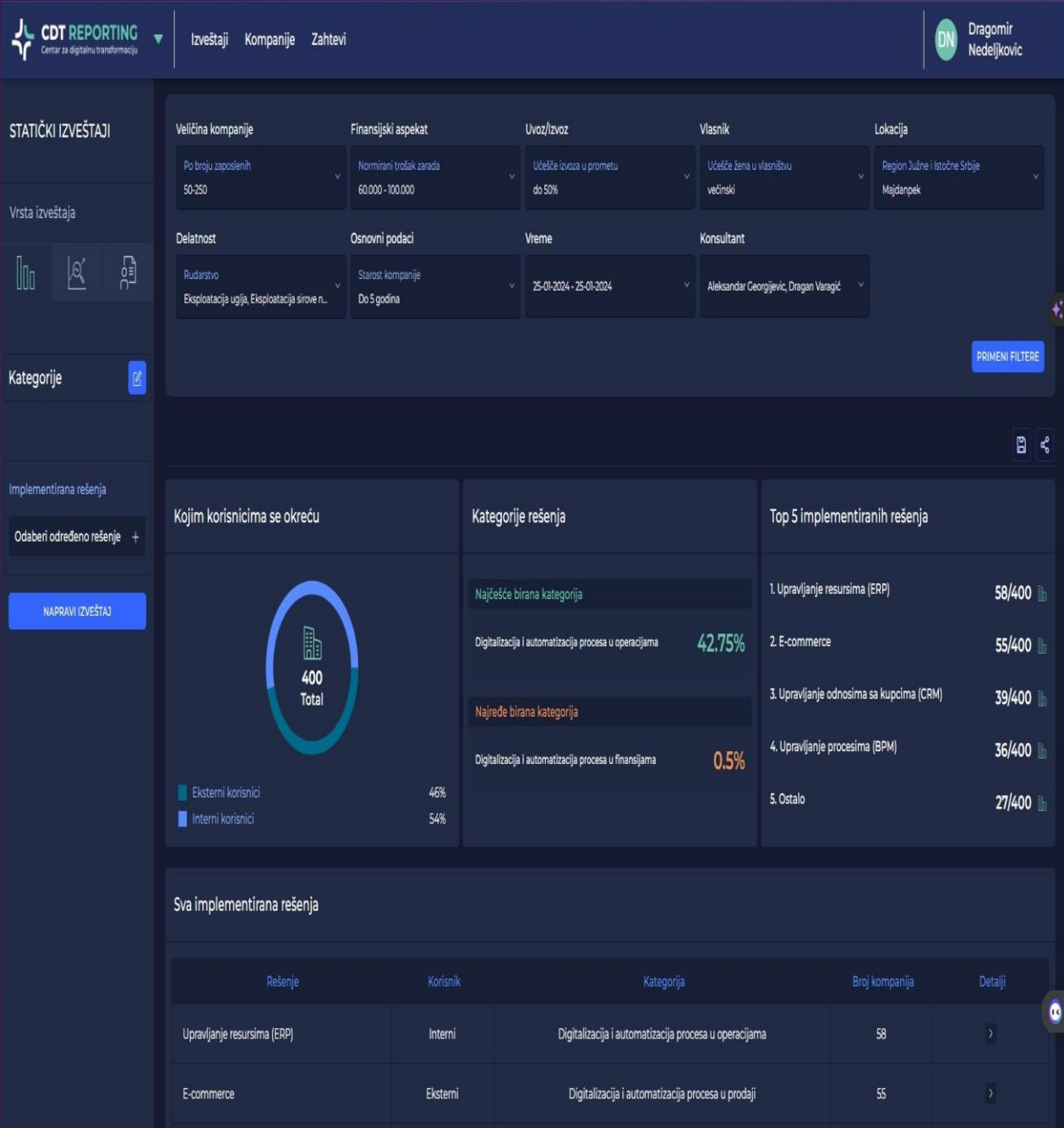
Data Analytics

By understanding data and maintaining the focus on key elements we are able to segment specific industries needs, and take action with more efficiency

Reports

Various Reports and Stats are possible in a few easy steps





CDT VENDORS

Centar za digitalnu transformaciju

Vendori

Zahtevi za verifikaciju

BS COMPUTER

bscomputer

Ime kompanije

BS COMPUTER

Skraćeno ime kompanije

BS COMPUTER

Datum osnivanja

10/10/2005

PIB

104062902

Delatnost kompanije

Usluge sistema obezbeđenja (8020)

Matični broj

56904727

Adresa kompanije

Vladimira Cvetkova 43, Zrenjanin

E-mail

info@bscomputer.com

Broj telefona kompanije

+381 23 34632
+381 63 7329850

Opis kompanije

BS Computer: Inovativna IT kompanija sa sedištem u Zrenjaninu

Osnovana 2005. godine, BS Computer se ističe kao inovativna IT kompanija koja kontinuirano radi na unapređenju poslovanja.

Usluge BS Computer-a:

1. Grafički i Web Dizajn: Pružaju kompletnu izradu web sajtova i grafički dizajn.
2. Softverska Rešenja: Specijalizovani za proizvodnju kompleksnih softverskih rešenja.
3. Računarske Mreže: Pružaju usluge dizajniranja, izgradnje i testiranja mreža.
4. Servis Računarske Opreme: Održavanje desktop i laptop računara, kao i servera.
5. IT Rešenja "Ključ u Ruku": Pružaju kompletne IT rešenja prilagođene potrebama klijenata.
6. Internet Marketing: Pomažu klijentima da poboljšaju svoje online prisustvo.

Specijalizovani Proizvodi:

- EAM – Easy Asset Manager: Upravljanje popisima i osnovnim sredstvima.
- Opservator: Softversko rešenje za kontrolu standarda u preduzeću.
- EPM: Menadžer lozinki za timove, prilagođen za upotrebu u oblaku ili samostalno.
- EasyHR: Softversko rešenje za upravljanje kadrovima u preduzećima.
- Easy Care: Efikasna i personalizovana komunikacija za preduzeća koja rade B2B, B2C.
- Agrines: Kompletno rešenje za agro sektor.

Realizovani Projekti:

- Digitalna transformacija i razvoj informacionih sistema.
- Projektovanje računarskih mreža i IKT infrastrukture.
- Izrada B2C & B2B web portala/shopova.
- Pružanje specijalizovanih IT rešenja.

BS Computer se ističe kao kompanija koja je posvećena pružanju visokokvalitetnih, prilagodljivih IT rešenja, uz konstantan fokus na inovaciju i razvoj.

Oblasti rada

Usluge

Softver

Hardver

Industrije

1

Poljoprivreda, šumarstvo i ribarstvo

2

Trgovina na veliko i trgovina na malo; popravka motor...

3

Informisanje i komunikacije

4

Ostale uslužne delatnosti

5

Administrativne i pomoćne uslužne delatnosti

6

Prerađivačka industrija

CDT VENDORS

Centar za digitalnu transformaciju

Vendori

Zahtevi za verifikaciju

Dobrodošli na stranicu za VERIFIKACIJU vendara

U tabelama ispod možete pregledati sve informacije koje su Vam bitne da vam pomognu u odluci da li da nekog vendara verifikujete.

U delu "Mehanizam za odlučivanje" možete da vidite koje parametre vendlori prolaze, sa kojim parametrima su na granici a sa kojima ne. Ukoliko smatrate da ove informacije nisu dovoljne, uvek možete da zatražite dodatna dokumenta od Vendara da Vam pošalju i ta dokumenta

Mehanizam za odlučivanje

1	Koliko dugo firma postoji	4 godine	✓
2	Broj zaposlenih	0 zaposlenih	✗
3	Da li je firma u blokadi	Ne	✓
4	Da li je firma bila blokadi u poslednje 3 godine	Ne	✓
5	Prosečna neto margina u poslednje 3 godine	6.23 %	✓
6	Trend rasta prihoda	Rast	✓
7	Šifra delatnosti	7022 - Konsultantske aktivnosti u vezi s poslovanjem i ostalim upravljanjem	✓

✓

 Zadovoljava

■

 Na granici margine

■

 Ne zadovoljava

Osnovne informacije o vendloru

Ime kompanije

2IKONS

Delatnost kompanije

Konsultantske aktivnosti u vezi s poslovanjem i ostalim uprav...

Email kompanije

2ikonsns@gmail.com

Broj telefona kompanije

+381 21 3005867

PIB

111829

Prihod kompanije za prošlu godinu

4.591.000,00

Matični broj

65690250

Website

-

BSC Reference.pdf

BSComputer-Brosura.pdf

CDT

Center for Digital Transformation

CDT VENDORS

Knowledge Base

Our Solutions > Providing Know-how



Analyses of Consultants' Reports

Consultants' reports from various programs are thoroughly analyzed and the statistics then shared to all CDT consultants in order to enhance their day to day work and experience. By so doing, CDT has enabled its consultants the collective analytics tool, given certain problems in the market are common so the solutions should be similar as well.



NGOs & Business Associates Research and Offers

NGOs and Business Associations are sharing their surveys, analyses and data related to the MSME sector. Companies specialized in selling or developing software solutions for MSME share their offers and achievements from business practice.



Platform Questionnaires

Two initial questionnaires for participants in the programs – test of digital competitiveness and digital immunity – have generated significant amount of data regarding the MSME sector, immanent problems, trends, challenges. The data is constantly analyzed in order to identify common problems and improve consulting process



Video Podcasts and Blogposts

Problems identified within the MSME sector and related to particular industries or present across different industries are addressed via blogposts or video podcasts. The most knowledgeable and experienced experts in the domains present their expertise in relation to particular challenges.

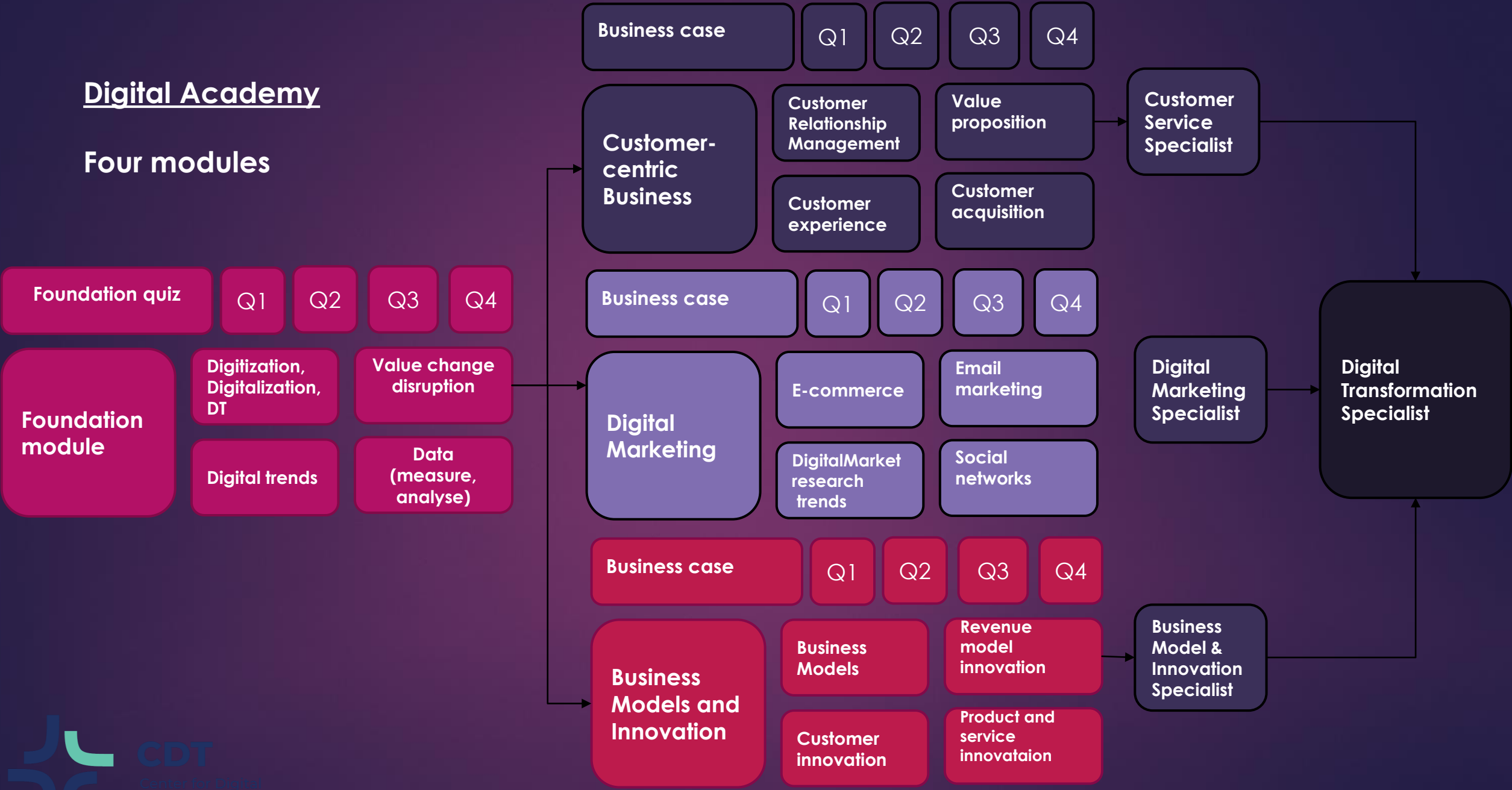
Digital Academy

Digital Academy is a web portal for SME leadership online education with segmented industry's problems and implemented solutions in the process of Digital Transformation.



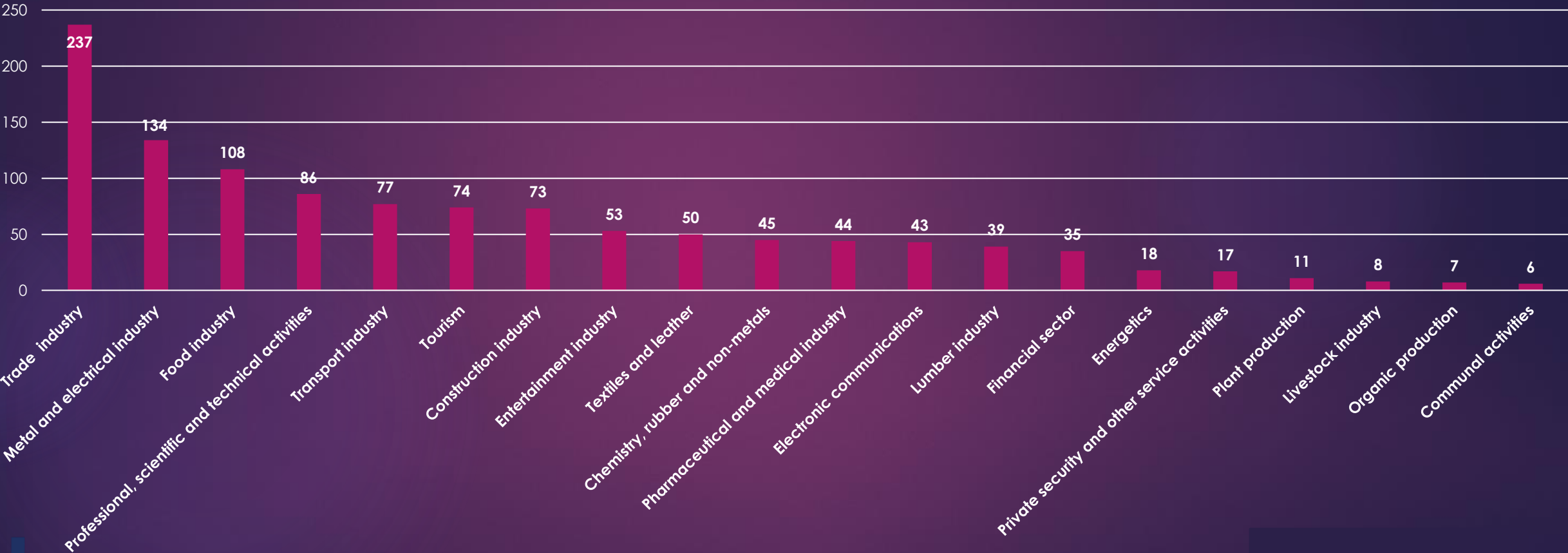
Digital Academy

Four modules



Our Accomplishments

INDUSTRY COVERAGE



Our Accomplishments

EQUAL COVERAGE OF SME SECTOR COMPANY SIZES

5-9 Employees

40%

10-50 Employees

40%

51-250 Employees

20%

CDT results

- 68 certified consultants for digital transformation (ISO 17024) and 5 for AI
- 8 CDT certified trainers
- 4500+ companies applying for CDT programs
- 1000+ implementations of solutions from the field of Digital transformation
- 30 implementations of AI solutions
- 23 different industries covered
- Equal coverage of company sizes 5-250
- 92 different cities currently participate in the CDT program
- 10 Conference on DT and artificial intelligence (over 1500 participants)
- 20 free trainings for the SME sector on DT and AI

CDT IT

- CDT platform for monitoring the status of consulting
- CDT business intelligence platform
- CDT platform of the database of verified IT service providers
- CDT interactive questionnaires for SMEs on the level of readiness for DT and AI
- CDT digital academy
- CDT knowledge base

Partnerships

- Ministry of Economy of the Republic of Serbia
- GIZ, GPAI Singapore
- Chamber of Commerce of Serbia
- Development Agency of Serbia
- Microsoft, Deversity...



Thank you for your attention

