

quality is in our name

focality

Industry Cloud
Solution for Utilities -
**Business
Transformation**



find out more on: focality.ro

Focused on the Future

01

Our history speaks **volumes**.
We have been learning each step of
the way to become a true leader.

2008

RADIX Communications is founded as a part of a growing strategy.

2009

The SAP Team was founded as a necessity to expand the area of activity. After just one year, RADIX Communications exceeds 1 million EUR in turnover.

2012

Radix Communications becomes FOCALITY, a company that provides its customers with efficient, customized and high-quality solutions.

2017

The SAP TEAM won the Gold at SAP Quality Awards (for Central and Eastern Europe) in the Fast Delivery category, for the implementation of SAP at Hidroelectrica.

2019

Focality organizes one of the most important SAP Academies in which 15 SAP I-SU consultants have been trained, each of them obtaining 2-3 certifications at the end of the training period.

2022

Focality aims to expand its team and enrich its technical expertise by addressing new technological solutions that can generate future opportunities for the clients we have in our portfolio or for potential clients.



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Focused on Technological Partners

02

Our solutions come from the **most innovative technology providers**, famous for being leaders and visionaries.



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Focused on Top Clients

03

Utilities

- Enel
- HIDROELECTRICA
- CEZ GROUP
- Electrica furnizare s.a.
- Distribuție Energie Electrică Romania
- Electrica s.a.
- PREMIER ENERGY
- TRANSGAZ MAGISTRALA ENERGIEI
- rompetrol
- OMV
- e-on
- Transelectrica*

Public Administration

- ADMINISTRAȚIA NAȚIONALĂ A PENITENCIARELOR
- INSPECTORATUL DE STAT ÎN CONSTRUCȚII IAȘI
- PRIMĂRIA MUNICIPIULUI IAȘI
- MINISTERUL APĂRĂRII NAȚIONALE UM02415UM02525
- PARLAMENTUL ROMÂNIEI CAMERA DEPUTAȚILOR
- Primăria Municipiului Iași Direcția de Asistență Socială
- SalubrIS Desoperă valoarea curățeniei!
- ANAF Agenția Națională de Administrare Fiscală
- POLIȚIA ROMÂNĂ
- Arhiepiscopia Iașilor

Healthcare

- ARCADIA SPITALE ȘI CLINICI MEDICALE
- MEDICAL GAZ PLUS
- Antibiotice a+
- Spitalul Clinic de Pneumoftiziologie Iași
- Institutul Regional de Oncologie Iași IRO
- CENTRUL MEDICAL UNIREA
- Spitalul de Obstetrică și Ginecologie „Cuza Vodă” Iași

Education

- UNIVERSITATEA DE MEDICINĂ ȘI FARMACIE GRIGORE T. POPA IAȘI
- UNIVERSITATEA „ALEXANDRU IOAN CUZA” din IAȘI
- UNIVERSITATEA DIN PITEȘTI
- Universitatea Națională de Arte George Enescu Iași
- UNIVERSITATEA DE MEDICINĂ ȘI FARMACIE VICTOR BABES I TIMISOARA
- UNIVERSITATEA POLITEHNICĂ DIN BUCUREȘTI

FMCG&Retail

- ELECTROPRECIZIA
- TESTER GRUP
- IULIUS
- BUILD CORP
- proiecti
- PALAS
- bmt aerospace
- FRIGOGLOSS
- TOYA
- VIMERCATI EAST EUROPE
- Coca-Cola Hellenic Bottling Company
- DEDEMAN

Banking & IT services

- BANCA NAȚIONALĂ A ROMÂNIEI
- indra
- endava
- Capgemini
- ATEXIS Optimize your support

Other Categories:

- Sănătate
- Educație



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Focused on People

04

Our team of **+130 expert resources**, combines talent with experience to deliver future proven solutions.

+70 SAP team



+20 BMS team



20 Business Support Departments

+10 SAIT team
Consultancy and Outsourcing



+7 Developing a strong local **Salesforce team**, working on certification process and developing capabilities for new resources



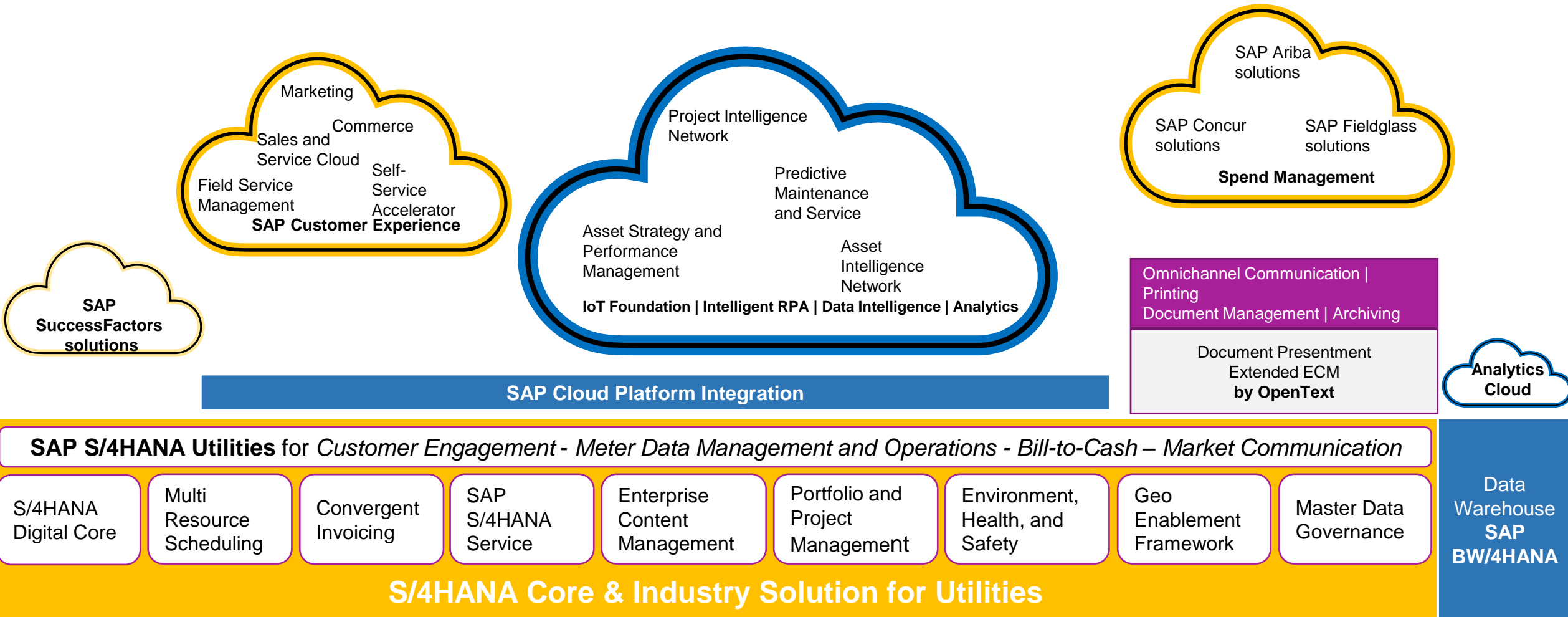
+ local and international networking prepared to assume additional capacity



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Focused on SAP Solutions

05



SAP S/4HANA Utilities for *Customer Engagement - Meter Data Management and Operations - Bill-to-Cash – Market Communication*

- S/4HANA Digital Core
- Multi Resource Scheduling
- Convergent Invoicing
- SAP S/4HANA Service
- Enterprise Content Management
- Portfolio and Project Management
- Environment, Health, and Safety
- Geo Enablement Framework
- Master Data Governance

S/4HANA Core & Industry Solution for Utilities

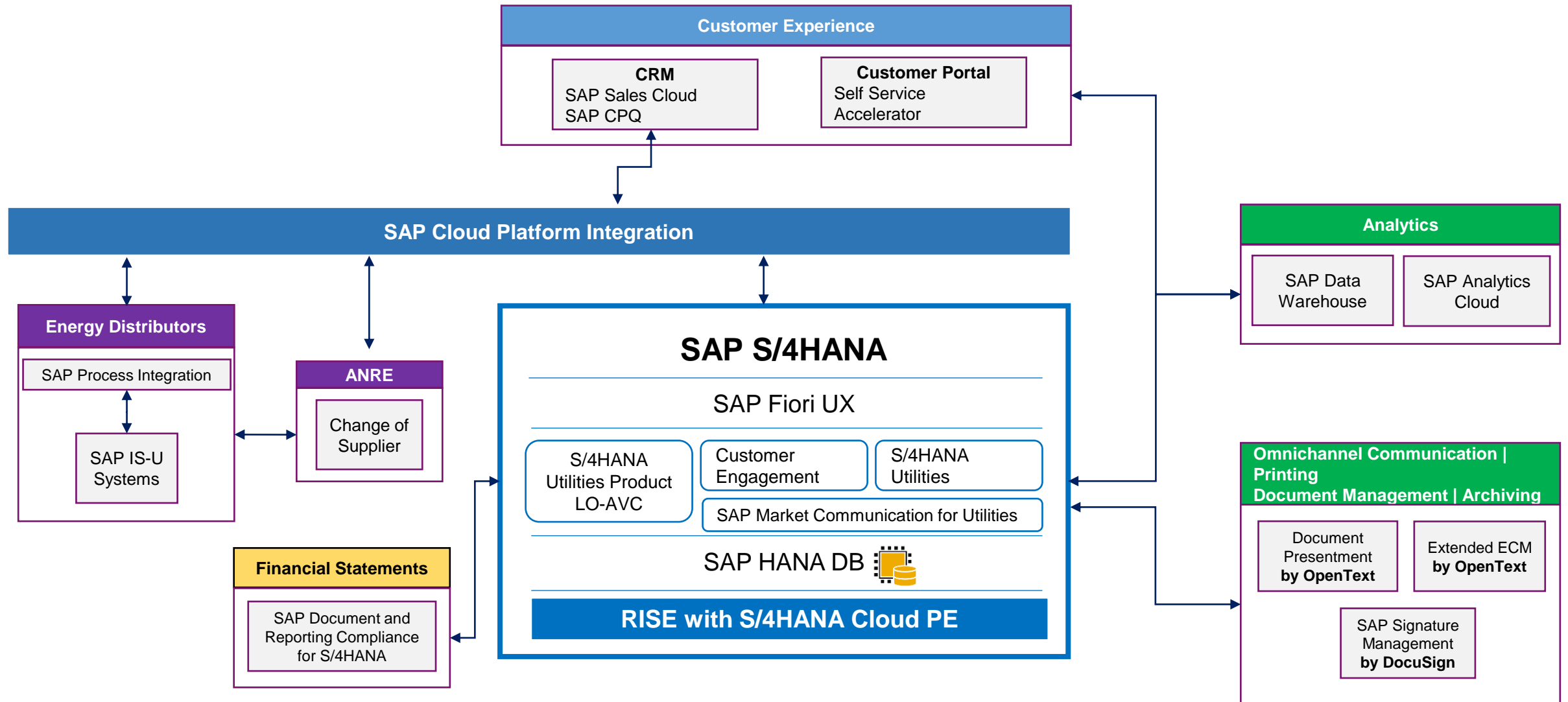
Analytics Cloud

Data Warehouse SAP BW/4HANA

Business Technology Platform

Database | Data Management | Analytics | Predictive Planning | Integration | Intelligent Business Services and Processes | App Development and Digital Experience

Focused on SAP Architectures



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Thank you!



find out more on: focality.ro