

Netcompany



# Intelligent Meetings Design and Deployment Service

Changing Europe with responsible digitalisation

# Empowering digital societies through responsible digitalisation

- Founded in 2000 in Copenhagen, Denmark, Netcompany delivers critical IT and Digital solutions across public and private sectors
- Supporting digital transformation for efficient, sustainable futures, we are a trusted partner in Supply Chain, Transportation, Utilities, and Government
- With our ‘Reuse, not Reinvent’ approach, we offer cross-sector and international best practices to support legacy modernization
- We accelerate and enable digital foundations with cloud, automating operations, and running mission-critical services with confidence

## By the numbers

■ **8,260**

Employees  
year-end 2024

■ **£738m**

Group Revenue in  
2024

■ **50+**

Nationalities represented  
in workforce

## Customers



Running Today. Transforming Tomorrow.



Defence



Transport



Healthcare



Trade



Public Safety

# Assuring the Resilience of the UK's National Infrastructure

## Supporting the Strategic Road Network



**The National Highways digital estate** is a highly complex ecosystem, comprising 130 suppliers and 40 services.

Working as a trusted partner with National Highways since 2019, we have supported its Digital Services team to manage suppliers, reduce downtime, and deliver significant improvements to processes.

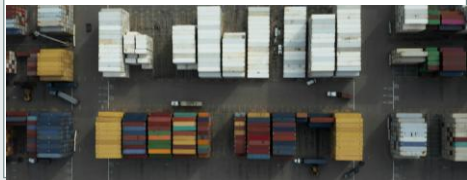


## Streamlining UK-EU Trade with NCTS5



Netcompany's ERMIS solution replaced HMRC's 20-year-old legacy system with the **New Computerised Transit System Phase (NCTS)**.

The modernised, automated customs procedures for UK and EU traders improve efficiency and reduce waste.



## Saving 600K+ hours in GP Surgery Administrative Work



Over 95% of **UK GP surgeries** are now processing 2.4+ million patient registrations through the NHS App.

Our work with NHS England has enabled the full digitalisation of the patient registration process, reducing what used to take weeks down to minutes.



## Assuring National Security through Safe Modernisation



We work with the **Home Office** to modernise critical national infrastructure, enhancing public safety.

Our expertise supports initiatives that bolster national security and Policing efforts, such as the NIAM (National Identity and Authentication Management) technology platform.



## Migrating 47 Mission-Critical Applications to the Cloud



We worked with the **UK Ministry of Defence** to migrate 47 mission-critical applications to MODCloud, supporting over 330,000 military and civilian users.

This transformation strengthens security, reduces downtime, and enables future innovation.





## Intelligent Meetings Design & Deployment Service

Netcompany provides comprehensive, tailored services to build or integrate intelligent Meeting Room platforms with experience with Microsoft Teams.

We use our tried-and-tested methodology, tools and blueprints to implement on-premise or cloud-based solutions, enabling inclusive and collaborative conferencing and meeting room capabilities.

### Service Features

1. Modern Collaborative workplace, co-location/huddle/BYOD opportunity with meeting room devices
2. Implement conferencing solutions with integrated collaboration technology and Collaborative AI
3. Seamless migration to Microsoft 365, from on-premise or hybrid solution
4. Transformation to Intelligent Meetings and Collaboration integrated with Microsoft 365
5. Communication functionality, including chat, telephony, voicemail and conferencing
6. Proven, low risk migration strategy through assessment, design, plan, implementation
7. Best practice governance and user guidance from a team of experts
8. Microsoft Teams training, advice and support
9. Solutions for any workspace & any meeting size
10. Bridge gaps between remote and on-site to give equal presence

### Service Benefits

1. Enable modern, inclusive & collaborative workspaces incorporating Microsoft best practices
2. Continue your digital transformation/migration journey to cloud-based SaaS
3. Proven methodology from an experienced team in cloud technology adoption
4. Focused delivery aligning cloud-based services to business objectives
5. Potential Hardware /Licensing cost reduction/saving through as-is assessment
6. Business change support, training and user adoption assistance
7. Ensures business readiness through assessment and expert guidance
8. Provides feature rich environment for increased employee collaboration
9. Centralised / unified approach to organisation communication and documentation



## Intelligent Meetings Design & Deployment Service

### The Service

Netcompany provides design, deployment, migration, and support services for modern communication technologies across On-Premises, Hybrid, and Cloud environments. Our service incorporates AI technologies to enhance chat, conferencing capabilities, meeting room devices, and softphone VoIP telephony integration.

We work with our customers to understand their specific needs, assess their current environment, and, with that understanding and years of experience in cloud technology, design an implementation/migration plan tailored to the desired outcomes.

Whether your organisation requires a partner to select and implement a Modern Communications Service or a component of one, or whether you require an expert partner to migrate your existing users to it, Netcompany's Modern Communication Services are able to deliver the skills your organisation requires to adopt your new solution.

Netcompany offers the following services, regardless of your solution provider and without any service hosting limitations:

- User & Service Migration / Adoption
- Modern Communication Design & Implementation / Migration
- Meeting room device design and configuration

### What does it do?

Our Modern Communication service enables customers to embark on a digital transformation journey to a modern, unified comms platform.

Taking a cloud-first approach highlights opportunities to reduce the total cost of ownership associated with on-premises solutions.

By working with Netcompany, our services provide your organisation with a feature-rich environment that enables external collaboration, enhanced meeting experiences, flexible working, and a coherent, standardised approach to document management and communication.

Designing a cloud-based Modern Communications environment also introduces security through Microsoft 365 Copilot integration for online document storage, data governance, DLP, and identity security.

### Associated Services

Messaging Design and Deployment, Modern Communications design and Deployment, Microsoft 365 Design and Deployment, Planning and Project Delivery, Cloud Assessment and Discovery



## Intelligent Meetings Design & Deployment Service

### How we do it

Netcompany uses a tried and tested methodology for the design and implementation of cloud-based solutions, refined through hundreds of successful transformation and migration deliveries.

We help define the strategy, understand your problem statement, and work with you to design a solution focused on meeting your specific needs, leveraging the latest technology across multiple provider options.

### Discovery / Assess

The Discovery Phase determines the key business and technical requirements, details any specific regulatory or security requirements and, where necessary, compares market offerings against the requirements. Where the solution has already been designed, Netcompany assesses the organisation's chosen providers' offerings against those requirements to confirm migration and integration tasks that will be necessary.

### Art of the Possible

During this process, we showcase the art of the possible for Microsoft Teams intelligent Meetings, catered to the unique needs of your organisation. We can cover a number of workshops to help you make informed decisions on your Modern Communications journey.

### Build the Plan

Following the "Art of the possible" we want to map the journey and adopt Microsoft Teams Intelligent Meetings. We will dive into the following areas:

- Adoption and Change

- Network Readiness
- Scenario Discovery / User Cases
- Workload analysis
- Rooms and Device Strategy

### Design & Implementation

During this process, we work alongside your team and, using information gathered in the Discovery and Planning phases, develop high-level and detailed low-level design documentation. When building the solution, we aim to demonstrate an environment ready for testing and to ensure it remains fit for purpose and scaled appropriately.

### Pilot

Following design, a Pilot (or Early Adopter/Champion) phase is held to ensure that the service can deliver to the expectations, including making the solution as collaborative and inclusive with external and remote parties and technical integration operates as intended. This is done by piloting the service on a cross-section of the estate. The approach for migrating the users and data to the service will also be fine-tuned during this process.

Feedback is critical, and we work with the users to ensure the services remain on track to meet the agreed objectives. Once feedback is received and the Pilot is signed off, the project can then move to deployment.

### Deployment

A transition plan is produced, which further shapes the migration approach. Each group of users is appropriately scheduled to deliver the most effective migration from a user perspective.

User perception is critical in any migration project, and Netcompany has found that by staying close to users through regular communication and providing feedback channels, the project's success is greatly enhanced.

# How we work

A photograph of a group of people in a meeting or conference. In the foreground, a man with a beard and short blonde hair, wearing a white shirt, is smiling and looking towards the left. Behind him, another man in a blue shirt is partially visible. To the right, a woman with long brown hair, wearing a grey jacket, is also looking towards the left. The background is blurred, showing other people in the room. The overall lighting is warm and professional.

We empower societies, companies and institutions to take control of their processes and data.

# Dedicated to a Greener, Fairer Future

- Netcompany is more than a business; we're a community of employees, customers and partners committed to a sustainable and fair society.
- When working towards the Social Value Quality Mark, we developed a set of seven pledges. These support our alignment with the United Nations' Sustainable Development Goals and the UK Government's Social Value Model. Furthermore, they underpin the development of our social and environmental impact initiatives.
- We are proud to be the winner of awards and accolades from our work and contribution to social value creation and community well-being.



# Social Value in 2024

## ■ Communities

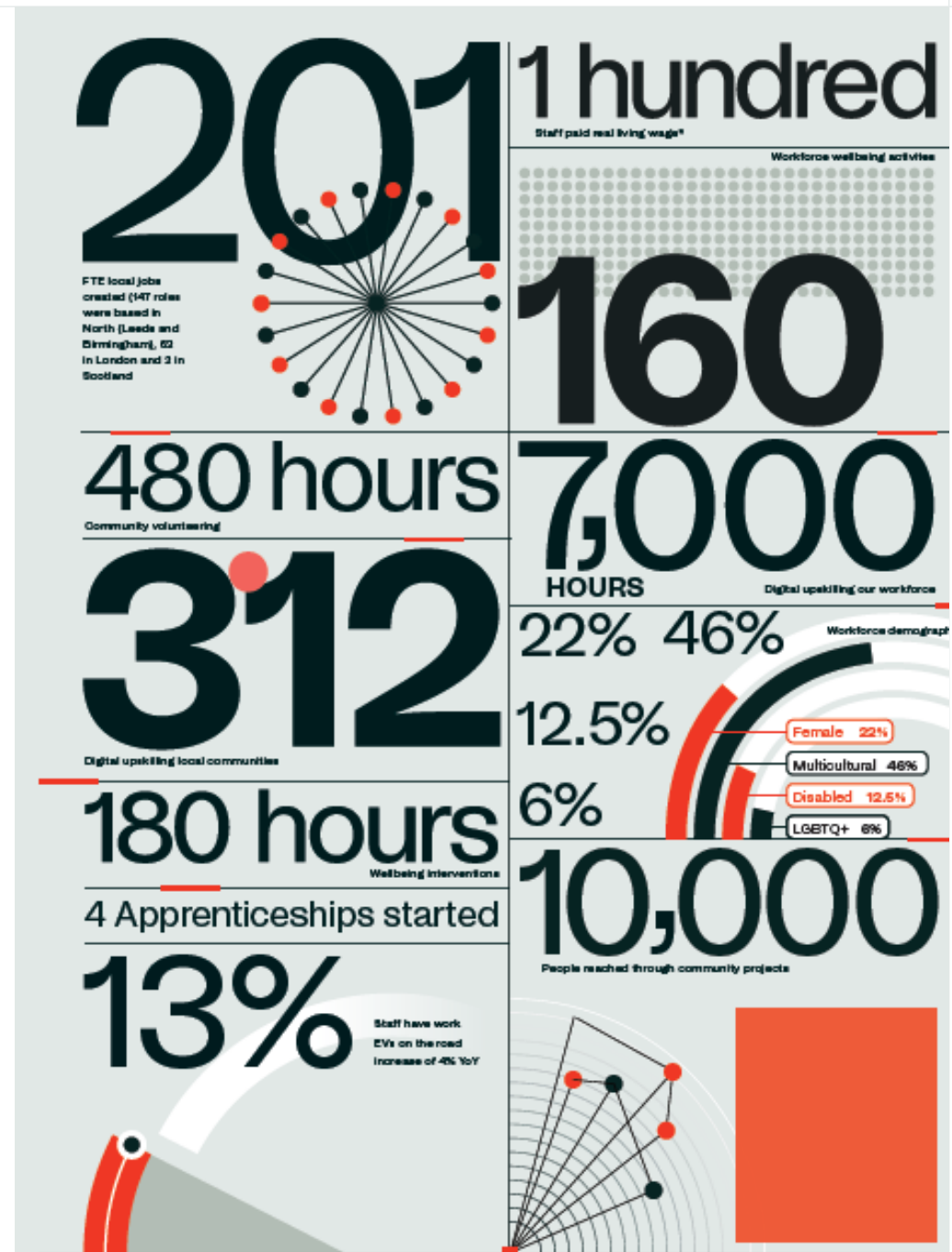
Netcompany partners with schools, charities and SMEs to build digital skills, improve access to technology and create inclusive opportunities. Through volunteering, mentoring and targeted programmes, Netcompany reached **10,000 people** across **480 hours of volunteering** in 2024, running and contributing to events with Ahead partnership, Rebel Business School and more. Netcompany helped local areas strengthen in resilience, employability and long-term economic growth with the creation of **201 FTE jobs** across London, Birmingham, Leeds and Edinburgh of which 100% are **paid real living wage**.

## ■ People

Netcompany invests in our people through inclusive recruitment, apprenticeships and continuous learning. We delivered **7,000 hours of digital upskilling** through our dedicated Academy in areas of digital, management and personal development. We support underrepresented groups into meaningful careers, with **4 new apprentices** who are supported by our ERGs (Women, Multicultural, Veterans, LGBTQ, Neurodiversity). Netcompany has achieved demographic representation above the industry average in areas such as ethnic minority, who make up **46% of our workforce**. We promote fair pay, wellbeing and progression, delivering **180 hours of wellbeing intervention** in 2024 through access to specialists and webinars targeting mental and physical health, and financial management.

## ■ Environment

Netcompany is reducing carbon emissions through an **EV scheme adopted by 13% of our staff**, promoting green IT through project Green Team Charters and tackling tech waste through our partnership with Good Things Foundation. We embed sustainable practices in delivery and supply chains, ensuring our ecosystems meet minimum requirements and support biodiversity volunteering with the NHS.



# Domain expertise across many industries

- With vast technology experience and deep public sector specific knowledge, we quickly create innovative solutions tailored to your goals, delivering outcomes to address the intricate challenges currently facing governments.
- Through our innovative delivery approach, true client partnerships and exceptional people, we design and deliver solutions that have dramatically increased user engagement and provide better citizen and customer experiences for us all.



# We are the customer's partner first, the software vendor's second

Netcompany is a tech-agnostic IT solutions provider, and we are entirely independent – always opting for the precise mix of technologies that is optimal to your business.

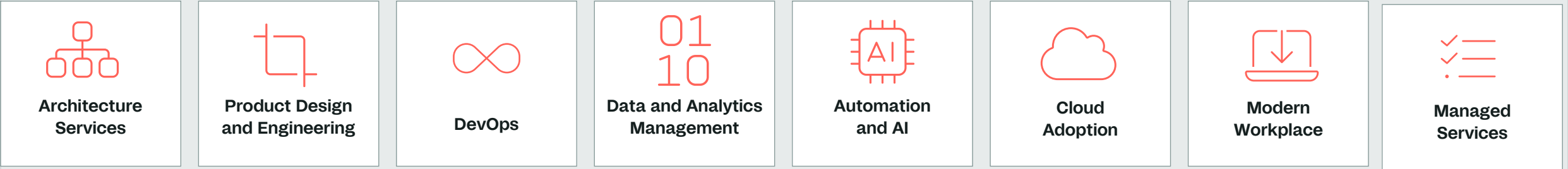
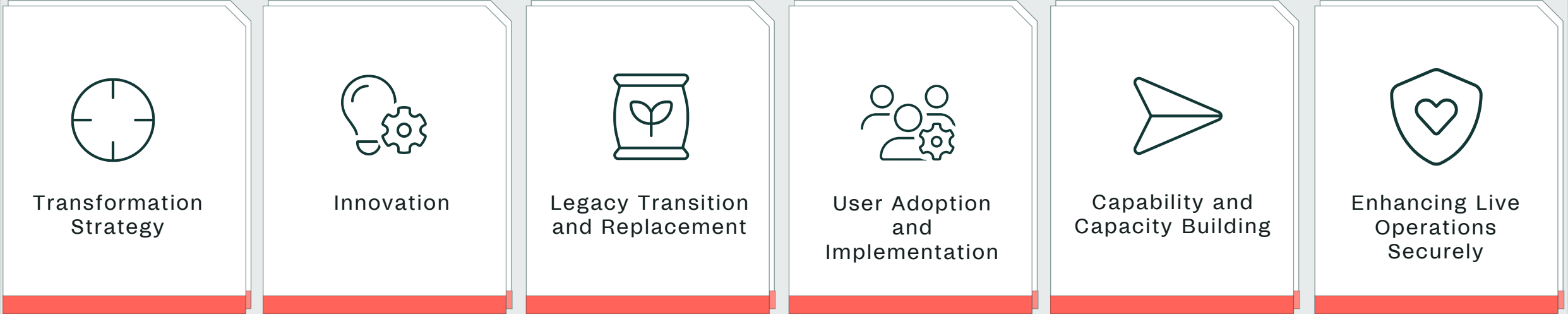
With expertise in all modern technologies and industry-targeted digital tools, we guide you through your options, combining components and software with the goal of finding the right balance between needs, agility and operating costs.



# What We Do – and How

Championing Digital Sovereignty and Responsible Digitalisation, we deliver end-to-end IT services – even where others couldn't.

# End-to-end transformation delivery capability



# A singular delivery model that sets us apart



## Open platform approach

- Legacy-free solutions with full customer ownership
- Technology agnostic – customer needs is the only thing that dictates technology choices
- Reusable components and portfolio of future-proof platforms and products



## Access to unique talent

- IT people leading IT people
- No knowledge gaps
- Interdisciplinary and cross-organisational teams
- Scalable project cell structure



## Building digital maturity

- Highly collaborative, on-site development approach
- We share our expertise and educate your organisation
- We nurture your digital maturity and independence



## Controlled agile delivery

- A perfect mix of waterfall and agile virtues
- Control and predictability in harmony with lean, continuous improvements and adaptation

## Next-generation digital transformation

# Platforms for the future

A platform is something to build on. It's a solid foundation. It's safe. It's re-usable. In short, it's a responsible way of doing IT.

# Why Netcompany platforms?



## ■ Reliability from re-use

Our platform approach prioritises successful re-use, ensuring consistency and reliability for clients, and reducing development redundancy with cutting-edge technical platforms.



## ■ Reduced risk

Our meticulous documentation and use of proven platforms provide a high level of transparency and agility, ensuring timely delivery with reduced risks.



# Netcompany Platforms

Easily customisable, rapidly deployable,  
and AI-ready - for the futureproof business.

## CONTROL TOWER



**PULSE™** is a control tower for a real-time data ecosystem that allows businesses to share and act on a single source of truth.

It facilitates adaptable planning and forecasting in changing circumstances, breaking down silos and providing a single view of plan, execution and results.



## PROCESS AND ADMINISTRATION



**AMPLIO™** is our platform for regulated case management and process automation in highly compliant environments. It's a powerful tool for digitising and controlling complex processes, providing a single source of truth for all business executions.



## DIGITAL POST & ARCHIVE



**AMI™** is a secure platform that connects businesses and people. As a Digital Wallet, it offers a range of compliant 'my site' features like archive, profile, sign, and pay-as-a-service.

Additionally, AMI allows fast data and document exchange with other businesses.



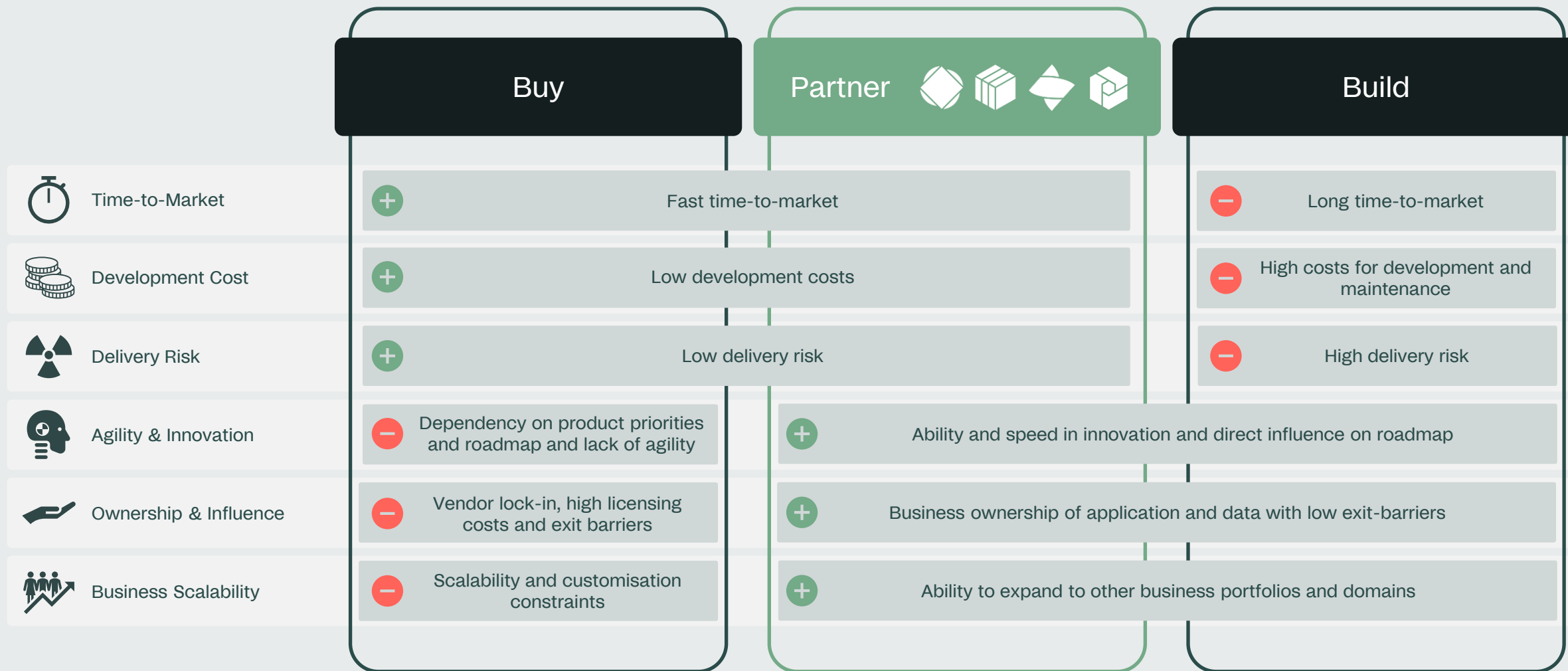
## GENERATIVE AI PLATFORM

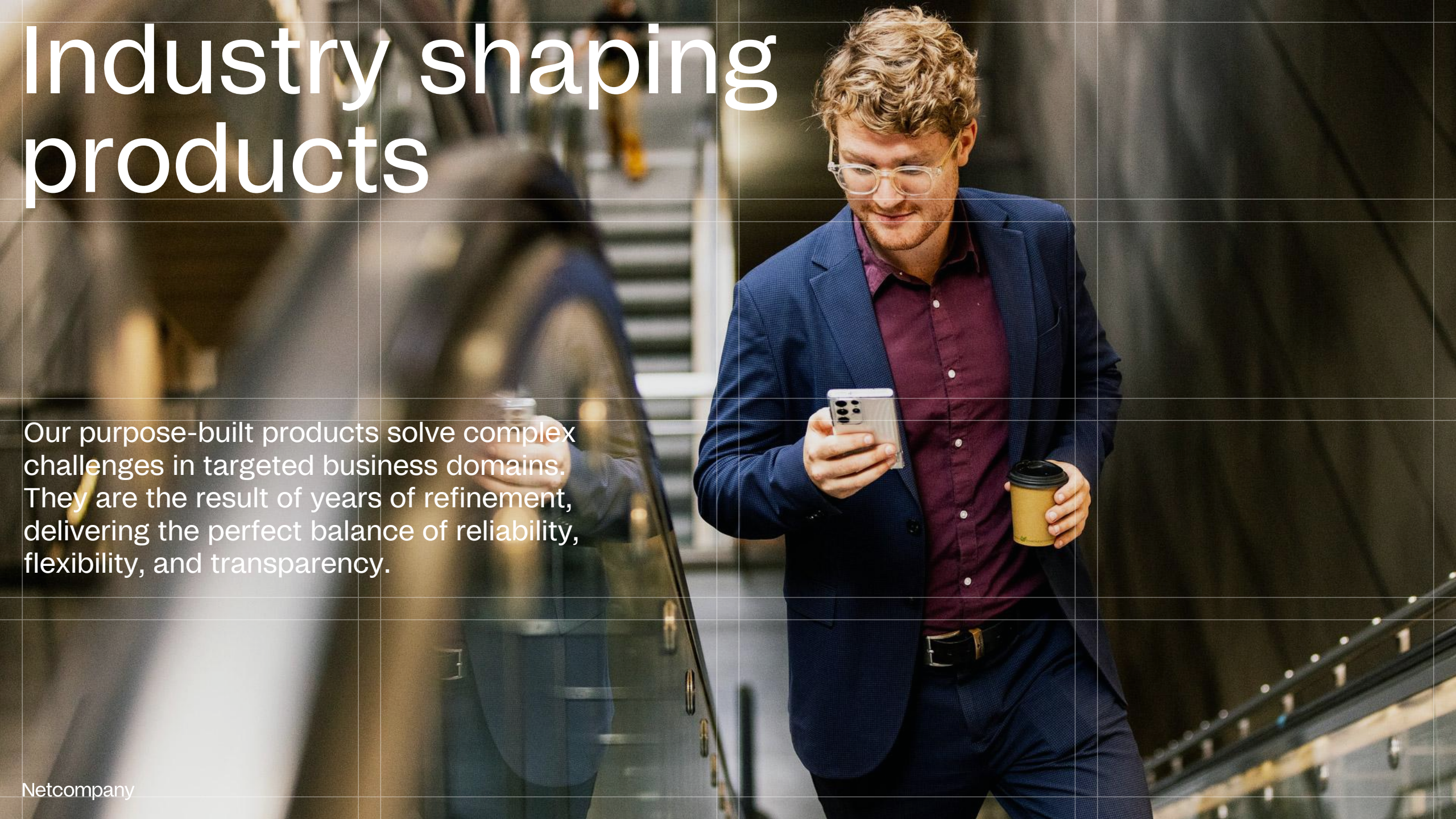


**EASLEY AI™** orchestrates and leverages existing AI models, quickly connecting them to your unique business data, tools, and processes, centralising and storing data securely within EASLEY – not with the model provider – to ensure full transparency and governance of AI.



# The strategic benefits of our platforms





# Industry shaping products

Our purpose-built products solve complex challenges in targeted business domains. They are the result of years of refinement, delivering the perfect balance of reliability, flexibility, and transparency.

# Why Netcompany products?

## ■ You could settle for a standard product

Off-the-shelf IT products promise speed and low cost with minimal custom work. Yet they often fall short of meeting your unique needs – leading to integration issues and hidden expenses.

## ■ Or choose the better way

Our range of products is designed to match your specific requirements. They offer modular integration, one transparent price to eliminate surprises, and an open-source foundation.

## ■ In short –

A generic IT product might seem appealing at first, but its long-term drawbacks – limited flexibility, rising costs, and integration headaches—can add up. Our products deliver the reliability, adaptability, and transparency your business needs – the result of years of refinement.



# Netcompany Products

## TAXATION

**SOLON TAX™** is our built for purpose commercial-off-the-shelf (COTS) product for taxpayer and revenue management operations and process automation in complex revenue authority environments.



## CUSTOMS

**ERMIS™** is a dedicated, self-contained, reusable, and integrated family of customs solutions, with continuously evolving capabilities designed to be the customs operations management system of choice for customs administrations.



## SOCIAL SECURITY

**PERSEUS™** is our purpose-built commercial off-the-shelf (COTS) product for employers, insured persons, social security revenues, pensions, and benefits management operations. It facilitates process automation in complex social security environments.



## DIGITAL BANKING

**DX4B™** is our leading-edge digital banking solution, offering mobile banking, web banking, open banking, and digital wallets with a focus on interoperability and scalability.



## RISK ANALYSIS

**LUMENUS™** is a next-gen risk analysis solution designed for the public sector, offering increased usability, seamless interoperability, and a modern technology stack.



# ■ Our products are to our platforms what specialised tools are to a general-purpose toolkit.

While the latter reuse components across industries, our products target specific industries or business processes.

Together, they maximise our ability to reuse software at scale.

Our customers are the ones to reap the benefits.



**Greater reliability**



**Lower costs**



**Fast deployment**



**Simple, transparent pricing scheme**

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## Want to know more?

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