

From Personnel to Respected Personality



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Development

- ▶ 1986 Founding of bit schulungcenter
- ▶ 1996 Founding of bit management
- ▶ 2000 Founding of bit media **(A and G)**
- ▶ 2000 Founding of bit consulting
- ▶ 2004 Takeover der Com training and services **(G)**
- ▶ 2004 Founding of bit polska **(Poland)**
- ▶ 2005 Founding of bit media russia **(Russia)**
- ▶ 2005 bit cz **(Czech Republic)**
- ▶ 2006 Founding of bit media Switzerland **(Switzerland)**
- ▶ 2007 Takeover CPC Austria
- ▶ 2008 Founding of bit croatia **(Croatia)**
- ▶ 2009 Takeover M.I.T **(Germany)**
- ▶ 2009 bit albania **(Albania)**
- ▶ 2009 bit kosovo **(Kosovo)**
- ▶ 2010 Takeover Global Knowledge
- ▶ 2010 Takeover IBSS
- ▶ Europe-MPO



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bit schulungcenter Nfg GmbH & Co KG
(7 locations in Austria)

bit media e-Learning solution GmbH & Co KG
(1 location in Austria, 3 locations in Germany, 1 location in Switzerland)

bit management Beratung GmbH (Austria)

bit Polska Sp. zo.o. (3 locations Poland)

bit cz training s.r.o. (4 locations Czech Republics)

bit media russia o.o.o. (Russia)

bit croatia d.o.o. (Croatia)

bit albania shpk (Albania)

bit kosova JSC (Kosovo)

M.I.T e-solutions GmbH (Germany)

COM Training and Services GmbH (23 locations Germany, 1 location Austria)

Global Knowledge Network GmbH (Austria)

CPC Austria GmbH (Austria)

Europe MPO GmbH (Austria)

IBSS International Business School Styria GmbH (A)

Other Project Locations:

- Kenya
- Ethiopia
- Iraq
- Iran
- Kyrgystan
- Serbia
- Saudi Arabia
- Turkey
- Mali

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Sub-categories of the business fields

Training & Certification	Service & Consulting	e-Learning Solutions	Software & Applications	Publisher & Books	e-Marketing
IT Anwender	Outsourcing	Standard content	School Administration	IT	Digital Marketing & E-Mail Marketing
IT Pro & Developer	Consulting				Websites & Portals
Business & Law	IT-Services	Custom Content	Individual-Development	Business	e-Business & e-Commerce Solutions
Management & Organisation	Organisations-Development				Content-Management, Web Monitoring
Communication & Languages	Founder Consultation	IT-Services	Application Development	Languages	Social Media & Mobile Marketing
Individual	Subsidy consultation				Dialog Marketing & Communication
Health, Care & Social Services	Franchising				
Environment, Ecology	Environmental Consultation	Tools	Learning Management System	Project Management	
IBA, MBA, MSc	Implementation Services				
Project Management					

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Experiences with countries of SMWK / BSEC

Ukraine:

- Longtime established structure for software-development in Charkow

Russia:

- Company in Moscow established– good connections with authorities and companies concerning e-learning/ ecoprofit

Serbia:

- Project-centered business in the fields of energy, ESC

Albania:

- Projects in the fields of education and e-government, software development



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Future-planned (new) countries of SMWK / BSEC

Turkey:

- Arrangement of major projects e-government, education
- Modern structures, high funding possibilities e.g. via IPA

Azerbaijan:

- Rich in resources
- Modernisation of the country in progress
- Good relations with Austria

Bulgaria:

- E-government Masterplan




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Lessons learned

- **Networks:**
 - Established local partner with contentwise expertise
 - Knowledge of funding structures and financial possibilities of the country
 - Experiences in generating third-party funds
- **Products:**
 - Demand-orientated offer
 - Focus on modernisation
 - Expertise with products / solutions in other countries
 - Delivery planned and feasible
 - Management available
- **Generally:**
 - Political support
 - Patience
 - Strategic long-termed orientation with added value
 - No dependency on Quick Wins



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Our Strengths

- Wide ranging product portfolio
- Multifaceted target group segment
- High level of recognition in the national training market
- Experience in the management of large-scale projects
- High degree of innovation
- Expertise in the handling of international projects
- Established customer relationships
- Long-term partner management
- Experienced, professional management
- Highly-qualified, loyal employees



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Prizes and Awards

 <p>Goldenes Ehrenzeichen des Landes Steiermark For bit-proprietor Stephan Sticher</p>  <p>Steirisches Landeswappen For economic and social service</p>  <p>Comenius-EduMedia-Siegel 2001, 2007, 2008, 2009 Didactic multimedia products</p>  <p>Comenius EduMedia-Medaille 2005 Multimedia products for Blended-Learning-Project</p>  <p>Constatinus 2006, 2007, 2008, Categories: Personnel and Training and International</p>  <p>vebn Gütesiegel Learning programme on the AGG</p>  <p>Eurelia 2008 European e-Learning Award</p>  <p>TRIO des Jahres 2009 Category: Service</p>	 <p>Innovationpreis 2007 AGG Portal - „Equal Treatment Act“</p>  <p>Innovationpreis 2008 Entrepreneur Driving License as Innovation Product</p>  <p>Staatspreis für Consulting 2007 Category: Company Consultation IT</p>  <p>TÜV Zertifikat für Qualitätsmanagement EN ISO 9001:2000 certified</p>  <p>ÖKOPROFIT Ecological Project for integrated environmental technology</p>  <p>Exportpreis 2010 Category „Services“</p>  <p>Comenius EduMedia-Medaille 2011 Multimedia products (Code of Conduct)</p>
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