

Nº 001 / 15 May 2017
Version 1.0

To:
Whom it may concern

To the attention of:
Risk Investors

cDots Ltd.

company profile

Versions:
v1/15 May 2017 - document creation

Document was elaborated by:
Philip Detchev - CEO



Table of Contents

Introduction 3

Executive summary 3

 In the future 3

 Objectives 4

 Keys to success 4

 Mission 4

Company Summary 4

 Company Ownership 5

 Company Services 5

Experience 5

References 6

Introduction

Dear Sirs,

First, I would like to thank you very much for your interest in our company and that you download this document.

I understand that this opportunity for investment is high-risk, but you can be sure that it is a high return with very fast results. Also, I'm sure that if you buy a part of the company's shares this will be the best investment in the near future for you.

cDots is a company that deliver success and achieves ambitions!

I will enjoy working together!

Philip Detchev
CEO

Executive summary

Our company was established in the end of 2010 as a developer of dedicated software systems for business management. Our first projects were implemented in Sofia/Bulgaria, and later on we established a R&D centre for all remotely provided services (outsourcing). Our positioning in Bulgaria provides us with the significant advantage to create cost effective solutions at the lowest total cost of ownership (TCO).

In the course of these six full years our company gained more than 50 international customers, including small and medium-sized enterprises. These include companies with staff of just several people to the Enterprise class companies – ones that operate on several continents.

cDots Ltd. provides the full range of IT services and products, and specializes in few main areas:

- Development and integration of corporate systems and applications;
- IT infrastructure – connected services to web development comprising networks, servers, security, communications, etc.

Our company has at its disposal an own cloud structure along with the highest-class IBM servers located in the largest data centres in Europe. We offer to our clients a complex of all services including virtual servers, physical servers, hosting and all of the respective monitoring, security, disaster recovery, archiving, data management, etc.

Our advantages – we are way beyond the limits of standard thinking; we create solutions, which dare to be different; we use the most ground-breaking technologies... and we always succeed!

In the future

cDots Ltd. intends to provide the client with more than just services and support. We intend to provide quality service that is customized to the client's needs. By employing our services, our clients are assured of consultants, dedicated to finding the right answers for their business and enabling them to benefit long after we have finished our work. We are in this line of work because we like efficiency and because we understand and believe in problem solving.

In a nutshell, we don't just intend to market and sell our service, but to market and sell customized solutions and a total-quality environment. This will ensure we establish a reputable corporate image.

Objectives

Our business strategy will revolve around the need to provide quality services to our various target clients/customers, in the process fully satisfying their needs. We shall position ourselves as a quality service provider that strives to provide accuracy, relevancy and specific solutions.

Keys to success

The keys to cDots success will undoubtedly be effective market segmentation through identification of several niche markets and implementation strategies. Along these lines the company intends to implement personal selling and direct marketing strategies to the target markets. Our personal selling marketing strategies will rotate around keeping in touch with major clients and word-of-mouth. Our key success factors will include the following:

- Excellence in fulfilling the promise: completely confidential, reliable, trustworthy expertise. This dictates that we have the latest technology and software.
- Uncompromising commitment to the quality of the work: that is, quality data, information and solutions.
- Developing visibility to generate new business leads.
- Successful niche marketing: we intend to find and target the quality-conscious customer in the right channels, making sure that the customer will find us through aggressive marketing.
- Timeous response to client's orders: we cannot afford to delay the client's order for whatever reason as this will have a negative bearing on our image and reputation, including future business. We need to be continually communicating with the client.
- Marketing know-how: in an increasingly competitive market there is need to aggressively market our business and the services we provide, so as to be continuously at the top of our prospective and current clients minds.

Mission

cDots offers clients' reliable, quality services and proposals for business and market development. We offer a very high level of practical experience, know-how, contacts, and confidentiality. At cDots, we are able to provide comprehensive solutions to our clients' problems that will foster business development. Clients must know that working with us is a more professional and less risky way to develop new areas. cDots must also be able to maintain financial balance, charging a competitive and realistic value for its services, and delivering an even higher value to its clients. Initial focus will be development of the local market clientele.

Our mission statement is: "to provide a full spectrum of services to our customers - business analysis, deployment, implementation, hardware and software delivery - you get all you need".

Company Summary

cDots Ltd., was created in 2011 under the name NABACO Bulgaria. In respect to some of our projects abroad, our name was changed to cDots Ltd., for a better recognition of our products to our foreign customers.

For more than 6 years we have managed to establish very good connections and relationship to a significant number of clients. They vary from small companies to big enterprises and corporations.

Our team consist of 12 people. The owner and CEO of the company is a sales and marketing professional, with long and impressive experience in some of the biggest IT companies here in Bulgaria and abroad. He was working for companies like IBM, Microsoft etc. After establishing

his own company, he has hired young and very promising software specialists, who are working in our company from the very beginning. Our team includes developers, designer, sales and marketing and back office support for our online shop, who are also trained to educate each customer who is using our e-commerce solution.

Company Ownership

cDots Ltd. is a Private Limited Company. Its fiscal year is the calendar year. The sole owner of the company has 100% shares.

Company Services

cDots provides a complete suite of IT services and solutions. We are official partners of IBM Corp. (software and hardware products), Lenovo, and VM Ware. We deliver Microsoft Corp. license and Devolutions Inc. solutions. We build and maintain infrastructure and develop enterprise solutions in many fields and industries.

Our main specialty is the development of complex web based business and administration solutions. Web sites, corporate portals, e-commerce solutions, which includes: shopping cart, real-time reports, easy and intuitive user management, accounts and customer management, delivery procedures and payment methods.

Some of our customers are listed on our website (www.cdots-corporation.com). You can find names such as British American Tobacco Limited and BORICA- Bankservice Ltd – National system that provides authorization of bank card payments (card operator). In many cases, we are not allowed to announce our customers officially because of strict NDAs.

Our customers prefer to work with us, because we are small team of professionals, very flexible and budget-oriented. We deliver complete IT services to our customers and many of them rely on us for their IT infrastructures, software development and solutions.

Experience

Examples of implemented corporate systems: *:

- Risk Management System – system for risk management – people, processes, resources. Technologies used: Java EE, Angular.JS, Postgre SQL
- Time Management System – system for management of all resources input in terms of time for implementing projects. Provides account for each and every one of the employees working on a project/client/site along with summary data, to the client. Programming languages used: Node.JS, Angular.JS, Mongo DB.
- Document Management WorkFlow – record keeping system for management of document circulation within the enterprise. Java EE, HTML4/5, css, Postgre SQL
- Credit Management System – management of credits, complete solution. Programming languages used: Java EE, HTML4/5, css, Postgre SQL
- Bill of Material System – system for management of all resource invested in a site/procedure/project implementation. Manages resources, prepares Bill of quantities for every stage of the project. Shows the budget and budget performance. Programming languages and technologies used: Node.JS, Angular.JS, Mongo DB.
- Rentals – solution for renting out of assets, provides automation of the asset renting out process along with all statutory and business established documents, by automatically monitoring payments, contractual maturity dates and others. Programming languages used technologies: Node.JS, Angular.JS, Mongo DB, GoLang, JQuery
- eCommerce – solutions for electronic commerce, internet sales. Direct connection with courier companies, banks, methods and ways of payment and other. Programming languages used technologies: Node.JS, Angular.JS, Mongo DB, GoLang, JQuery

- Document and Payment Flow – system for management of payments to/by contractual parties, cash flows and financial relations planning. Programming languages used technologies: Node.JS, Angular.JS, Mongo DB, GoLang, JQuery

The solutions we develop are based on our experience and on some already built functionalities from other projects, but their details make them unique. Our work with the clients is based on contracts providing them with guaranteed implementation, confidentiality and protection of their: know-how, information, working methods and procedures.

The projects, we implement are completed with a reference of good performance. Our relations are built on the basis of personal attitude, individual approach and thorough understanding of their business.

*** taking into account the confidentiality and data protection agreements signed – the solutions listed can only be demonstrated in the presence of a representative of the company, which these were designed for, and only using indicative (demo) data and under the conditions set by their owners.**

References

Herein below follow some of our clients, we developed solutions for and/or provided services to:

British American Tabaco Limited www.bat.com

Annual security audits & penetration tests

Winslow Group Jsc. www.winslowdevelopments.com

A group of companies designed for construction and sale of properties with offices in the UK and Bulgaria, building up of system for property management and maintenance.

Glavbolgarstroy Jsc. www.gbs-bg.com/en

A group of 17 companies. Building up of solution for management of the investment process, along with all documents related thereto and the activities from their operations on three continents (Europe, Asia, Africa).

Varna Municipality www.varna.bg

The second in size municipality in the country. Building up and maintenance of communication infrastructure, circulation of documents, monitoring of contracts, complaints from citizens and official correspondence.

Bulgarian Helsinki Committee www.bghelsinki.org

Overall construction and maintenance of IT infrastructure

All other projects are limited by the NDA signed, which do not allow us to specify them as reference.

Our portfolio includes several dozens of web sites and e-stores, some of which we are permitted to use as reference:

digideli.gr

knauf.com

spetema.com

balkam-group.com

bokaindustrial.com

cgs.bg

coffeemail.bg

makeit.bg

camping-sofia.bg

zarra-coffee.eu

bgtrchamber.com

nat2010.bg