

baip GROUP

company
profile





Darius Šulnis

President and member of the Board of Invalda LT, AB
Chairman of the Board of BAIP group, UAB

Darius Šulnis acquired his Master's degree in accounting and audit at Vilnius University. In 2013, Darius finished his studies at Duke University (USA) and acquired the Master's degree of Business Administration. Darius Šulnis has accumulated fifteen years of experience in incorporating and managing businesses leading in their respective sectors, implementing different mergers and acquisitions, by attracting investment and cooperating with other strategic and financial investors. Darius Šulnis has been a member of boards and supervisory boards of a number of Polish, Latvian and Lithuanian companies. Darius Šulnis now holds the position of president at Invalda LT, AB.



Alvydas Banys

Chairman of the Board of Invalda LT, AB
Member of the Board of BAIP group, UAB

After graduation from Vilnius Gediminas Technical University, Alvydas Banys worked as a junior research fellow at the Economics Institute of the Lithuanian Academy of Sciences. In 1996-2006, he was the vice-president, board member and board chairman at Invalda LT, AB. While working at the company, Alvydas Banys took part in the real estate business, hotel management as well as management of manufacturing companies. He possesses versatile experience in business establishments, company sale and restructuring, work optimization, risk distribution, various management and financing methods. After a brief retirement period, Alvydas Banys was re-elected as chairman of the Board of Invalda LT, AB at the end of May, 2013.



Vytautas Plunksnis

Fund manager at Invalda LT, UAB
Member of the Board of BAIP group, UAB, NRD, UAB
and Norway Registers Development AS

Vytautas completed his studies in economics at Kaunas University of Technology in 2000 and started working as financial analyst at a financial brokerage firm Jūsų Tarpininkas. A few years later, Vytautas Plunksnis opted for business journalism and worked for Baltic News Service and ELTA news agencies in 2002-2005, however, later returned to the financial sector. From early 2006, he worked as analysis and fund manager at Finasta for nearly four years. Vytautas Plunksnis is the fund manager at Invalda LT, UAB, since 2009.



Kazimieras Tonkūnas

CEO BAIP group
Member of the Board of BAIP group, Chairman of the Board
of Norway Registers Development AS and NRD, UAB

Kazimieras Tonkūnas graduated from Vilnius University's Economics Faculty and since then accumulated over 20 years of experience in executive positions in the IT sector. Tonkūnas is one of the founders of Positor (now known as BAIP group) and was the CEO of BAIP, UAB, between 2007 and 2013. Kazimieras focuses on academic partnerships and R&D projects. He is also an initiator of cyber security business line development at BAIP group.



Gytis Umantas

CEO BAIP
Member of the board of BAIP group

Gytis Umantas is an executive with 17 years of management experience and a degree in international business management from Vilnius University International Business School. For 10 years, Umantas has been heading IT services departments and was actively involved in all aspects of corporate operations, including advising and assisting large organizations in the implementation of IT service management models. He is also experienced in supervision of large scale international bid preparation and key account management. Since 2013, Umantas is the CEO at BAIP.



Simonas Rimašauskas

CFO BAIP group

Simonas Rimašauskas holds BA and MA in Business Administration, Accounting and Auditing from Vilnius University. Since July 2006, he is also Lithuania certified auditor. Simonas has 14 years of experience in the audit sector, 11 of which he spent in executive positions. He was the managing director at Deloitte Lietuva, UAB, for two years.

About BAIP group



About BAIP group

BAIP group is a group of specialized companies working in the field of IT and legal informatics. Established in 2007, BAIP group specializes in business climate improvement reforms, design of the integrated national information systems, resilience of critical IT infrastructure, national cyber security and cyber defense.

Intellectual capital:

more than 10 scientists, experts in the fields of organizational psychology, intellectual capital, behavioral science and cyber security work in BAIP group companies. They lead the development of strategic BAIP group competencies, products & services, contribute to international academic publications & research papers, collaborate in the national cyber security strategy and better economic policy development initiatives.

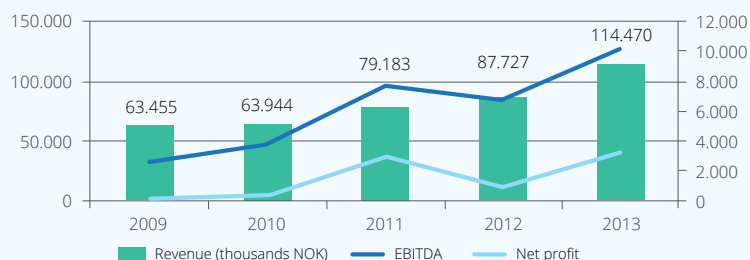
Other professionals that form the core of BAIP group companies include: experienced legal informatics and organizational reforms consultants, certified system architects, certified project managers, cyber and information security professionals, certified auditors and IT management professionals, certified trainers, certified system administrators, software and database developers, software engineers, certified ethical hackers, system analysts, quality management and testing professionals.

Systems, processes, methodologies: based on ISO/IEC 20000-1:2011, LST EN ISO 14001:2005, LST EN ISO 9001:2008 and EN ISO / IEC 27001:2006 standards and PMBOK Guide (IEEE Std 1490-2003), BAIP CIMF and The Unified Software Development Process.

Number of employees (31st of December)



Consolidated BAIP group Financial results

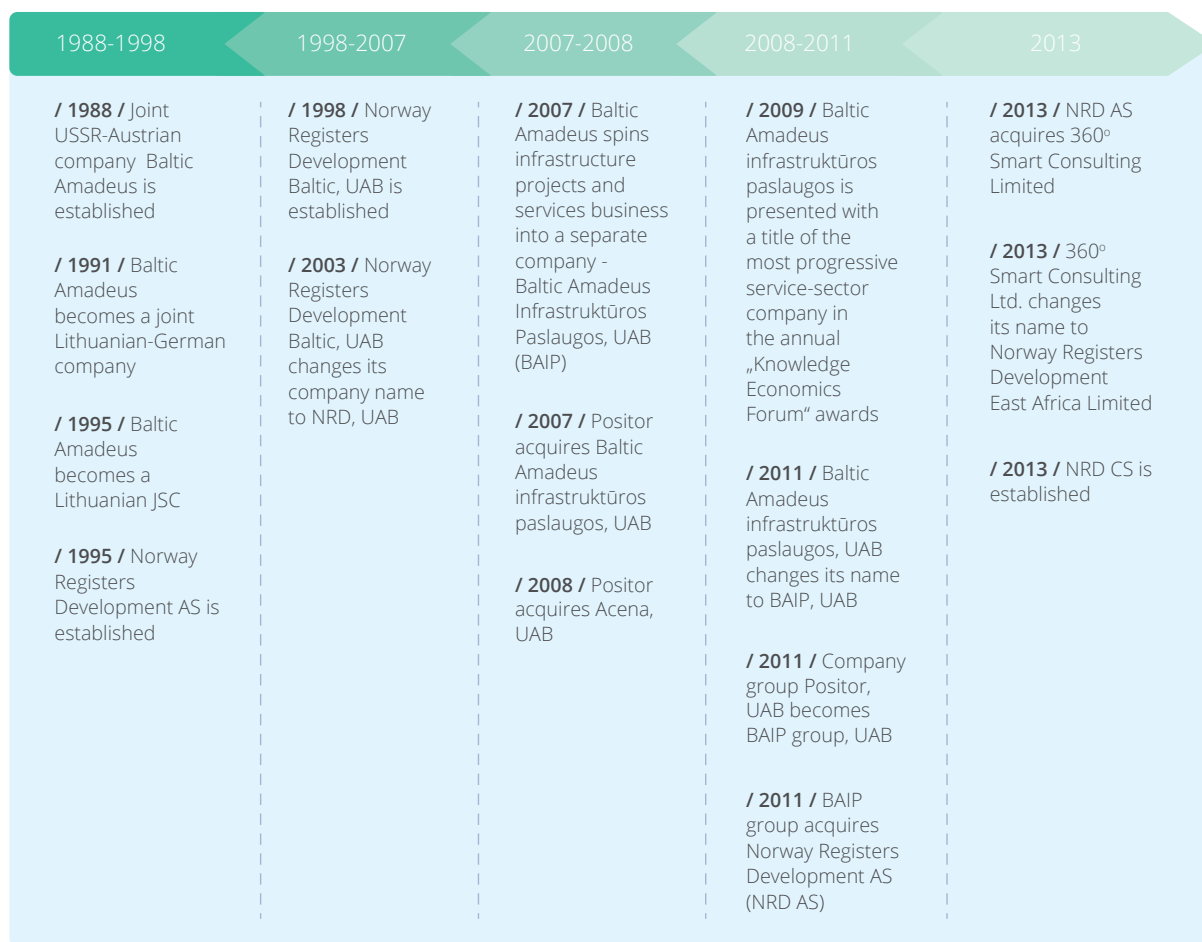
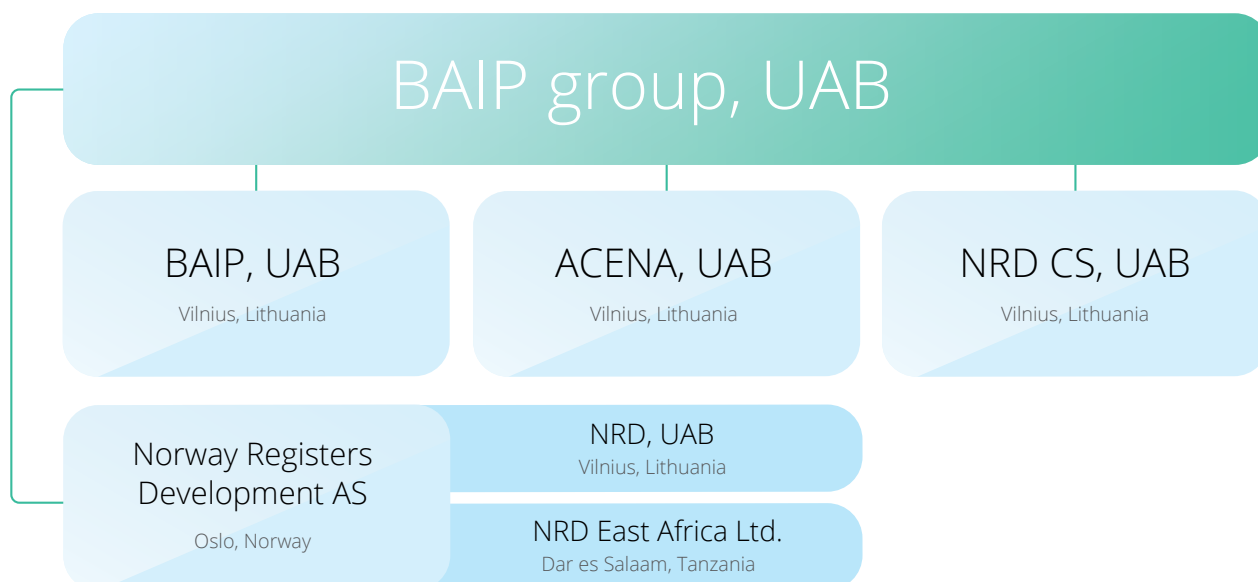


BAIP group has offices in Lithuania (Vilnius, Kaunas and Klaipėda), Norway (Oslo) and Tanzania (Dar es Salaam) and implements projects in over 50 countries in Central and Eastern Europe, East Africa and other regions. Each of the companies operates in its own certain area and supports BAIP group projects and business initiatives in other parts of the world, where the portfolio of BAIP group services is represented by Norway Registers Development AS.



Structure & History

BAIP group manages: BAIP, Acena, NRD, Norway Registers Development AS, Norway Registers Development East Africa Limited, and NRD CS. The group's main shareholder is Invalda LT, which is listed on NASDAQ OMX Baltic.



Companies

BAIP, UAB

Acena, UAB

Norway Registers Development AS

NRD, UAB

Norway Registers Development East Africa Limited

NRD CS, UAB





CEO BAIP, Member of the board of BAIP group – Gytis Umantas

Gytis Umantas is an executive with 17 years of management experience and a degree in international business management from Vilnius University International Business School. For 10 years, Umantas has been heading IT services departments and was actively involved in all aspects of corporate operations, including advising and assisting large organizations in the implementation of IT service management models. He is also experienced in supervision of large scale international bid preparation and key account management. Since 2013, Umantas is the CEO at BAIP.

BAIP is the most experienced IT infrastructure services company in the Baltics, with its roots going back to the 1988 when a joint USSR-Austrian company Baltic Amadeus, the first IT services company in Lithuania, was established. In 2007 Baltic Amadeus spun off its infrastructure projects and services business into a separate company - Baltic Amadeus Infrastruktūros Paslaugos (now - BAIP), which was acquired by BAIP group (then Positor).

Services and consultations form more than 60% of BAIP activities.

Services:

- IT infrastructure strategy and architecture;
- disaster recovery and business continuity solutions;
- system migration services;
- virtualization solutions;
- workplace standardization and maintenance;
- hardware and software supplies;
- on-site critical IT infrastructure maintenance services 24/7 anywhere in the world;
- managed printing services - CopyPrint.

BAIP works and implements projects in the Baltic countries, Eastern Europe and supports BAIP group initiatives in other parts of the world. BAIP is also Norway Registers Development AS excellence centre for critical IT infrastructure.

BAIP clients include more than 200 largest Lithuanian organizations (from the IT perspective)

BAIP clients:

Central Bank of the Republic of Lithuania, Danske Bank A/S Lithuania Branch, AB bank Finasta, Lithuanian National Health Insurance Fund, Prosecution Service of the Republic of Lithuania, Maxima Group, Western Union, SEB Bank, Vilnius University, Liberia Ministry of Commerce and Industry, Mauritius Registrar-General's Department, Burundi Central Bank, Central Mortgage Office, National Paying Agency, shipping, logistics, retail, transport companies and other organizations.

Methodologies and standards:

- **BAIP CIMF** - In order to properly manage the results of cooperation and for the provision of business continuity planning, testing and critical IT infrastructure's emergency recovery services, BAIP has created and uses its own CIMF methodology.
- BAIP also complies with ISO/IEC 20000-1:2011, LST EN ISO 14001:2005 and LST EN ISO 9001:2008 standards.



Technology partners

Information systems



Data centers





CEO of Acena – Marius Leščinskas

Marius Leščinskas holds an MA in International Relations and Diplomacy from the Institute of International Relations and Political Science of the Vilnius University. He has 11 years of experience in the IT sector including nine in the executive position. Marius is a certified professional of Microsoft licencing and software asset management solutions.

Acena is a specialized Microsoft licencing and solutions company, providing IT infrastructure development and maintenance services based on Microsoft technologies as well as Microsoft software standardization, cost optimization and management solutions tailored to clients' business needs.

By utilizing its experience in the market and long-term approach to its clients, Acena implements solutions that are aimed at cost reduction and management of associated risks.

Acena is Microsoft Gold Partner.

Services:

- Software licencing;
- Software asset management;
- Collaboration and messaging solutions;
- Cloud services.

Acena became part of BAIP group in 2008. Acena annually services over 70 clients while implementing projects in the Baltic countries and Eastern Europe. Additionally, the company supports BAIP group initiatives in other parts of the world.

Boniface Kanemba, ISACA Tanzania Chapter President, being interviewed by the media after NRD-ISACA cyber security seminar in Dar es Salaam





Managing Director, Norway Registers Development AS – Rimantas Žylius

Rimantas Žylius served as Minister of Economy of the Republic of Lithuania until the end of 2012. He joined the Government as the vice-minister of economy in January 2009 and was in charge of reducing red tape, improving the business environment, reforming the public procurement and led other successful reforms, which improved competitiveness of the country. His leadership led to significant improvement in financial performance of state-owned enterprises and their contribution to the overall state budget. Rimantas Žylius holds a master's degree in organizational psychology from Vilnius University.



Director, Norway Registers Development AS – Jon Birger Fjalestad

Jon Birger Fjalestad is a senior executive with 23 years of experience in emerging markets: business consulting, institutional development, business and land registration, analysis, assessment and design of legal frameworks, digitization of historical records. Fjalestad holds a Master of Science, Land Consolidation with diploma in Photogrammetry and Geodesy from the Norwegian University of Agriculture.

Norway Registers Development AS (NRD AS) was established in 1995 and has been specializing in helping governments and institutions in all continents to build vital economy facilitating infrastructure and achieving relevant, measurable results since. NRD AS was incorporated in BAIP group in 2011. With almost twenty years' experience, the company became one of the world leaders in the field of business climate improvement reforms.

The majority of NRD AS projects are funded by multilateral development organizations such as the World Bank, the United Nations, Norwegian government organisations and other international donors whose ambitions are to reduce countries' dependency on development aid and who have high technological, behavioral and other requirements.

NRD AS has a local branch in Dar es Salaam, Tanzania - Norway Registers Development East Africa Ltd - and in its international projects is supported by BAIP group excellence centres in Lithuania: NRD for information system design and development, BAIP for critical IT infrastructure and NRD CS for cyber defense.

Services:

- Consulting - Legal, organizational reforms and their implementation;
- Modernization of legal and organizational base - business, property, mortgage, licences and citizen's registries.
- Modernization of public procurement, centralized

procurement, judiciary systems;

- Solutions and tested know-how for expansion of tax payers base and motivations to pay taxes, Tax collection with eFilling;
- Transformation of business inspections and simplifications of business regulations;
- Reforms of state-owned enterprises.

Areas of operation:

Central, East and West Africa, South East Asia and Central America.

Experience and competence:

Implemented more than 140 projects in more than 50 countries. A few of them:

Liberia Ministry of Commerce and Industry, Rwanda Office of the Registrar General, Rwanda Development Board, Zanzibar Office of Chief Government Statistician, Guatemala, Vietnam, Southern Sudan, Kenya, Bhutan, Solomon Islands, Mozambique, Mauritius Registrar-General's Department.

Achievements:

Expertise of NRD AS in the field of legal and organizational national reforms (business, property, mortgage, licences and citizen's registries) is reflected in the World Bank Doing Business reports. NRD AS has been involved in Rwanda, which is now ranked as number 9 according to Starting a Business criteria, Liberia which has risen from 168th to 31st place, Guatemala, Vietnam and other countries.



CEO NRD, UAB, Member of the Board at NRD, UAB and Norway Registers Development AS – Alvydas Arnoldas Šidlauskas

Alvydas Arnoldas Šidlauskas holds a Master's degree in Project management, leadership, strategic management and financial strategy and management from ISM University of Economics and Management and has an Engineer-system architect qualification from Kaunas University of Technology. He has 30 years of experience in the IT sector including 21 years in an executive position. Šidlauskas has held the position as CEO of NRD since 2004. As Project Manager over the last 10 years, Šidlauskas has been responsible for the execution of several public sector legislative reform projects and numerous missions in a number of transition and developing countries in Europe, Latin and South America, Africa, Asia and the Pacific. His duties and tasks have covered project management of SW development projects, business process analysis and business planning, institutional strengthening programs, transfer of know-how to public and private sector, e-government and register reforms and QA/QC schemes according to ISO standards for products and projects.

NRD, UAB was incorporated in October 1998. NRD is a subsidiary and information system design and development center of excellence of Norway Registers Development AS.

Over the last 16 years NRD has been specializing in business, property, mortgage, licences, citizen's registry and tax information systems creation and development. Integrated services provided by NRD include everything from analysis of the legal framework to the development of the necessary tool - an information system-registry in legal and financial sectors.



NRD project team with officers of the Ministry of Economy in Guatemala

Services:

- Design and development of register systems and applications;
- Technical operation and maintenance of register systems;
- Assessments and diagnostics;
- Design and implementation of institutional building programs;
- Design and execution of training programs.

Areas of operation:

Directly operates in the Baltic countries, Eastern Europe and supports BAIP group projects & business initiatives in other parts of the world.

Experience and competence:

NRD experience has been gained in more than 100 successful projects delivered in Europe, OECD and developing countries.

Clients:

Lithuanian Central Mortgage Office, State Tax Inspectorate under the Ministry of Finance, Lithuanian State Food and Veterinary Service, Department of Supervision of Social Services of Lithuania, National Paying Agency, Lithuanian state enterprise REGITRA (the enterprise keeps the Register of Motor Vehicles and Drivers of the Republic of Lithuania), Vietnam Business Registration Office, Organisation of Eastern Caribbean States, Rwanda Office of the Registrar General, Liberia Ministry of Commerce and Industry.

Methodologies and standards:

- NRD is certified according to EN ISO 9001:2008 and ISO / IEC 27001:2006 standards;
- NRD systems are developed using a method for model- and component-based development called The Unified Software Development Process;
- NRD projects are managed following the PMBOK Guide (IEEE Std 1490-2003).

Norway Registers Development East Africa Limited

Web: www.nrd.co.tz



CEO Norway Registers Development East Africa Ltd. – **Sebastian Marondo**

Information security expert and auditor with more than 6 years of experience and achievement across the whole spectrum of technical aspects of Information Technology, Information Security, Business Continuity, Networking, Systems Integration and physical security in Information and Communications Technology (ICT). Holds Master of Business Administration (MBA) and ISACA certifications - CISA, CISM.

Norway Registers Development East Africa limited (NRD EA) (formerly 360° Smart Consulting Ltd.) works in the field of security for digital environment as a daughter company of a Norwegian company, Norway Registers Development AS. Established in April, 2013.

NRD EA provides on-site delivery of NRD services, supports Tanzanian companies in the delivery of information security technologies as a value added distributor and assists other organizations investing in East Africa in the creation, development, maintenance and security of their information technology infrastructure.

Together with NRD CS, NRD EA is responsible for cyber-defense strategy design and implementation services for Government and corporate institutions.

Services:

- Information System Audit & IT Governance;
- Trainings;
- ICT infrastructure architecture implementation and maintenance;
- Cyber Defence products and consultations;
- Disaster recovery and business continuity solutions;

Areas of operation:

Company is based in Dar es Salaam, Tanzania and implements projects in the East African region.

NRD EA and BAIP group CEOs with Hon Y January Makamba, MP in the Tanzanian National Assembly





CEO NRD CS – Dr. Vilius Benetis

Dr. Vilius Benetis, CISA, CRISC is a senior consultant, focusing on cyber security, IT infrastructure audit and optimization of IT infrastructure architecture. Dr. Benetis is a researcher, a promoter of Critical Security Controls for Effective Cyber Defense with 20 years of experience in the IT sector and 10 years of experience in IT project management, IT audit and IT consultation. Vilius has graduated from Kaunas University of Technology, as well as from Danish Technical University in BSc in Computer Science, MSc and PhD in Teletraffic Engineering. He has as well extensive experience in corporate environment (Motorola, CA technologies, Dell), where he was supporting IT services and management project sales and implementation.

NRD CS is a specialized cyber security company and a cyber security center of excellence for other BAIP group companies. NRD CS assists in creating a secure digital environment for states, governments, corporations and citizens via technology platforms, workflows and processes.

As a separate company, NRD CS was established in 2013 and launched in January 2014, however, the roots of the company go back to 2008 when Baltic Amadeus Infrastructure Services (now - BAIP) started developing cyber security discipline.

Experience and competence:

National CERTs, cyberpolice, national security services, enterprises, ISPs, government, courts, forensic science center, banks.

Areas of operation:

Lithuania, Europe and the Caucasian region. The company also supports BAIP group projects & business initiatives in East Africa.

NRD CS is an active member in developing Lithuanian national cyber security strategy. At the moment, the team is assisting in the implementation of the Electronic Information Security Development 2011-2019 program.

Services:

Critical IT, e-crime and abuse handling automation:

- Monitoring social and open internet for crime, fraud, attacks, information warfare, brand/opinion analysis (OSINT);
- Handling Internet Abuse data;
- Resolving forensic investigations faster and more efficiently;
- Responding to national malware outbreaks, child abuse content;
- Monitoring national critical infrastructure;
- Analytics and defence intelligence automation;
- Security management and cyber security consultations;
- Security audits, compliance and risk assessments;
- NRD Cybersecurity Incident Response Team (CIRT);
- Information security awareness trainings.

Team members belong to Cyber security incident response working groups in Lithuania and Tanzania.

NRD CS is also Council on CyberSecurity competence partner in Europe and Africa. NRD CS contributes to the research teams of the Council on CyberSecurity, uses its Critical Controls and disseminates this expertise and insights to their projects. NRD CS actively contributes to global ISACA cybersecurity body of knowledge.

Technology partners

Cyber security



Initiatives and academic partnerships



Initiatives and academic partnerships

BAIP group companies are involved in various projects and cooperate with educational institutions in Lithuania and abroad.

UNIVERSITIES

Vilnius University

- An agreement was signed between Vilnius University, BAIP and Innovative Pharmacology Industry Association to collaborate in the fields of innovative pharmacology, medical research and technological development.
- BAIP was one of international EGI User Forum 2011 conference organizers in Vilnius.
- BAIP was actively involved in the establishment of Digital Science and Computing Center in Lithuania. Two high performance computing systems were designed and installed: a supercomputer and a computing cluster complex.

Uganda Technology and Management University

- NRD AS signed a Memorandum of Understanding to produce higher impact policies in Uganda with Uganda Technology and Management University. Review of the World Bank Doing Business indicators and recommendations for improvement prepared.

Kaunas University of Technology (KTU)

- Methodology and model for identification and evaluation of Lithuanian Internet infrastructure's critical elements and their monitoring were prepared;
- An initiative to make KTU a center of digital forensics studies. BAIP cyber security team worked with KTU to design the curriculum, and KTU received a license to use industry-standard Forensic Toolkit® technology.

ISACA INTERNATIONAL

NRD CS actively contributes to global ISACA cybersecurity body of knowledge:

- International academic publications, such as: "Responding to Targeted Cyberattacks", "Transforming Cybersecurity using Cobit5", "Advanced Persistent Threats: How to manage risk to your business".
- ISACA Cybersecurity Nexus (CSX) activities.

ISACA Lithuania:

- COBIT adaptation in Lithuania.

ISACA Tanzania:

- Together with ISACA Tanzania Chapter, BAIP group is working on creation and implementation of the Consultative Tanzanian National Cyber Security Framework.

CONFERENCES

- BAIP group organizes annual conferences and training sessions in order to encourage public awareness of cyber security issues and assist IT security professionals in preparation to defend against cyber attacks.

NRD Cybersecurity Incident Response Team (CIRT) – the first commercial CIRT in Lithuania.



Cyber Defense Lithuania 2013, Vilnius, Lithuania



Cyber Defense East Africa 2013,
Morogoro, Tanzania



Signing of the Memorandum of
Understanding between NRD AS
and ISACA Tanzania Chapter

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