



“ Unique remote solutions is a simple expression that declares who we are and what we do. This is part of our heritage. Our mission at Netop has always been to find and drive the next leap ahead - in technology, education, social responsibility, and more - to continuously challenge the status quo. It's about using Netop solutions to make life better, richer and more convenient for everyone - in a better and more environmentally friendly way. ”

KURT GROTH BAGER - CEO

### NETOP SOLUTIONS A/S

Based north of Copenhagen, Netop Solutions A/S is a Danish company with 142 highly skilled employees who develop and market software for the public sector and private customers in more than 80 countries and three markets: Administration, Education and Communication.

The Danish headquarters houses the management, development, marketing and lean administration systems while software is produced by our subsidiary in Romania. Netop also has sales offices in the United States, United Kingdom and Switzerland and is listed on the Copenhagen Stock Exchange OMX

Kurt Groth Bager is CEO, Kent Madsen is CTO, Claus Finderup Grove is CFO and Ib Kunøe is Chairman of the Board.

Netop Solutions' software helps people overcome physical distances that can otherwise be a barrier to genuine personal contact. The company's focal point is the need for swift, secure and seamless transfer of video, screen images, sound, chat and data between two or more computers in its three business areas.

**Netop Administration** supplies the market's most advanced, high-security solutions for the broadest spectrum of remote operation applications. Netop Solutions is a leading global supplier of software for self-service vending and other machines and, in 2009, Netop Remote Control received the PC Plus Editor's Choice Award.

**Netop Education** helps teachers, pupils and educational administrators optimize their IT resources in a teaching setting. Our complete infrastructure forms a virtual universe that provides teachers with effective tools for focused teaching, while allowing pupils to enjoy unlimited scope for teamwork and individual learning programs. Netop Solutions is the global market leader supplying software to the education sector.



### Increased service efficiency

To better utilize its existing telephone service resources and optimize customer service, SAS has taken a step towards personalized Internet, also known as Web 2.0. This step enables communication between people, rather than between computers, with features such as the Internet chat.

"Netop Live has increased our service efficiency by min. 100%, as we can manage an average of 5-6 chats in the time that it takes to conduct one telephone conversation."

STEPHAN ROSENKILDE  
- SAS E-COMMERCE

**Netop Communication** solutions let customers, partners and colleagues meet easily and safely in the virtual space via chat, video and audio over the Internet.

Netop Solutions, which has its roots in Danware Data A/S, is both one of the country's oldest and most innovative IT companies. Under its original name, Danware, the company began developing systems for secure trading in securities. At that time, the company offices were so cramped that the technician had to rummage about under the kitchen sink to reboot the server. To save himself the bother, he invented a program that remotely controlled the server, and Danware's core business area was the result. As a pioneer, Danware was a great success - especially as an exporter. The company grew rapidly and was listed on the Copenhagen Stock Exchange in 2001.

Building on its remote control computer technology, Danware developed a new business area in the 1990s and began providing solutions for the education sector.

In 2008, Danware adopted its international brand, Netop Solutions, and extended its business area for education software, purchasing GenevaLogic, a Swiss company at the forefront of international e-learning and classroom management. The acquisition transformed Netop Solutions into one of the world's leading suppliers of infrastructure and e-learning in schools and companies.

In 2008, Netop Solutions introduced its third business area, Communication, that today has the product Live Guide as its primary solution.



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