



# Russian manufacturer of IT hardware

## Company introduction

<https://nerpa-it.ru/english>

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# Executive Summary

Nerpa is IT brand based on the capacities of the largest IT distributor in Russia – OCS company. Nerpa produces its own equipment, as well as services for the production and certification of high-tech products.

## Highlights

- Privately owned
- Founded in 2020
- 200 cities of presence
- 23 offices in Russia
- 50+ product lines
- 130+ employees
- 450+ authorized partners

## Milestones



2020

- Nerpa brand was founded
- R&D of 5 Product lines
- ISO certification
- Manufacturing area building up



2021

- Public announcement of Nerpa on the market
- Production was launched



2022

- 10+ product lines added
- 30+ partners
- Localization via laser engraving



2023

- 50+ product lines
- 450+ authorized partners (incl. 150+ with partner status)
- 3D printing launch





# Company Information

Employees

130+

Total

50+

Product Managers/  
Marketing

40+

Technical/  
Presales

30+

Support  
Team

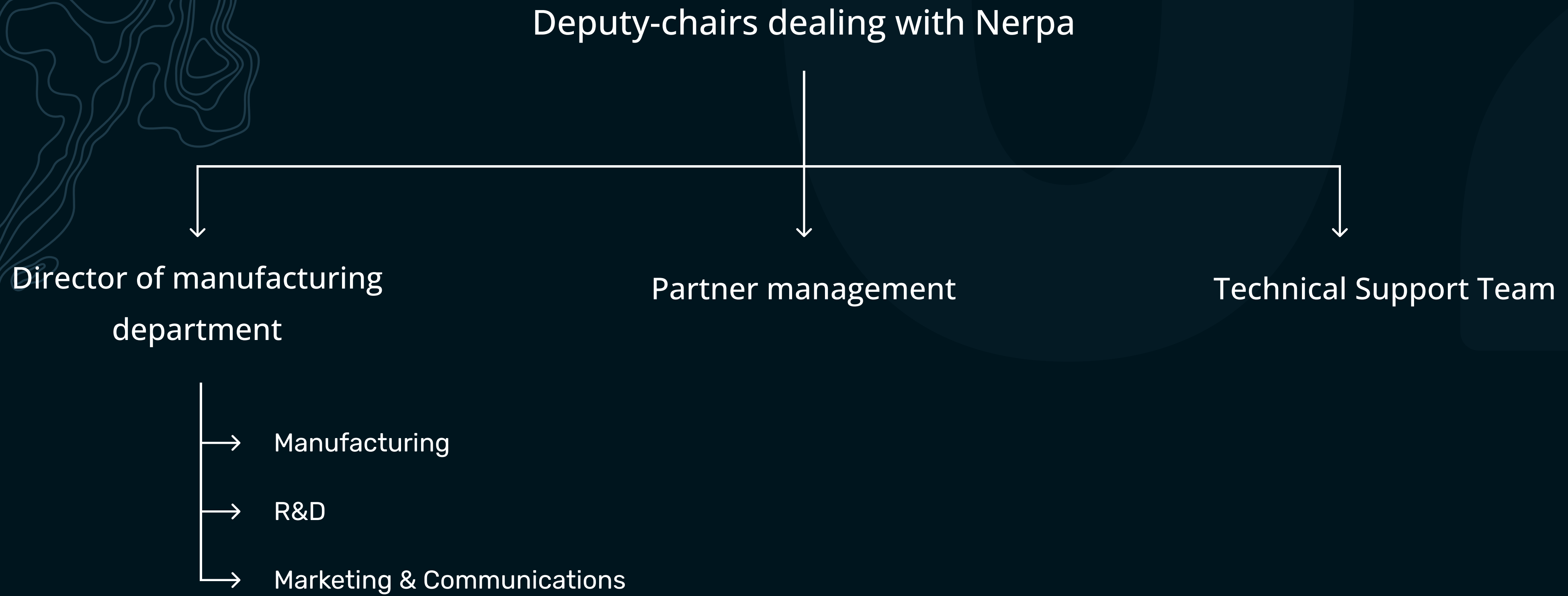
10+

Backoffice  
Team



# Company Information

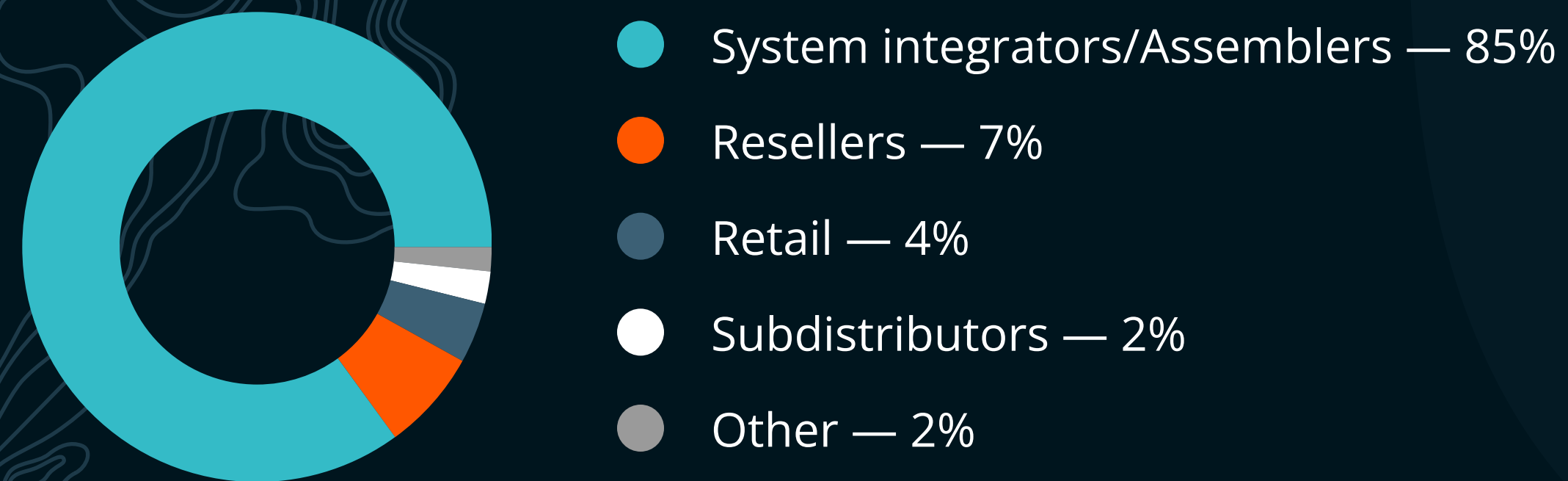
## Management structure



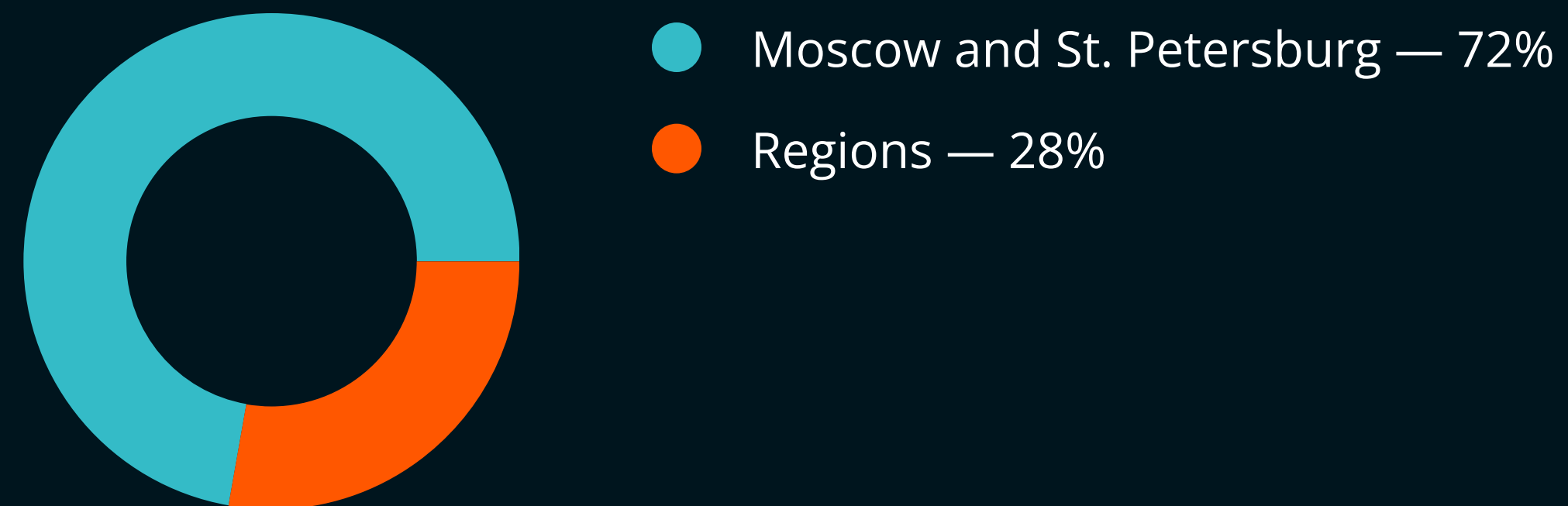
# Partners

450+ authorized partners, including 150+ with partner status

## Profiles of the Nerpa partner network:

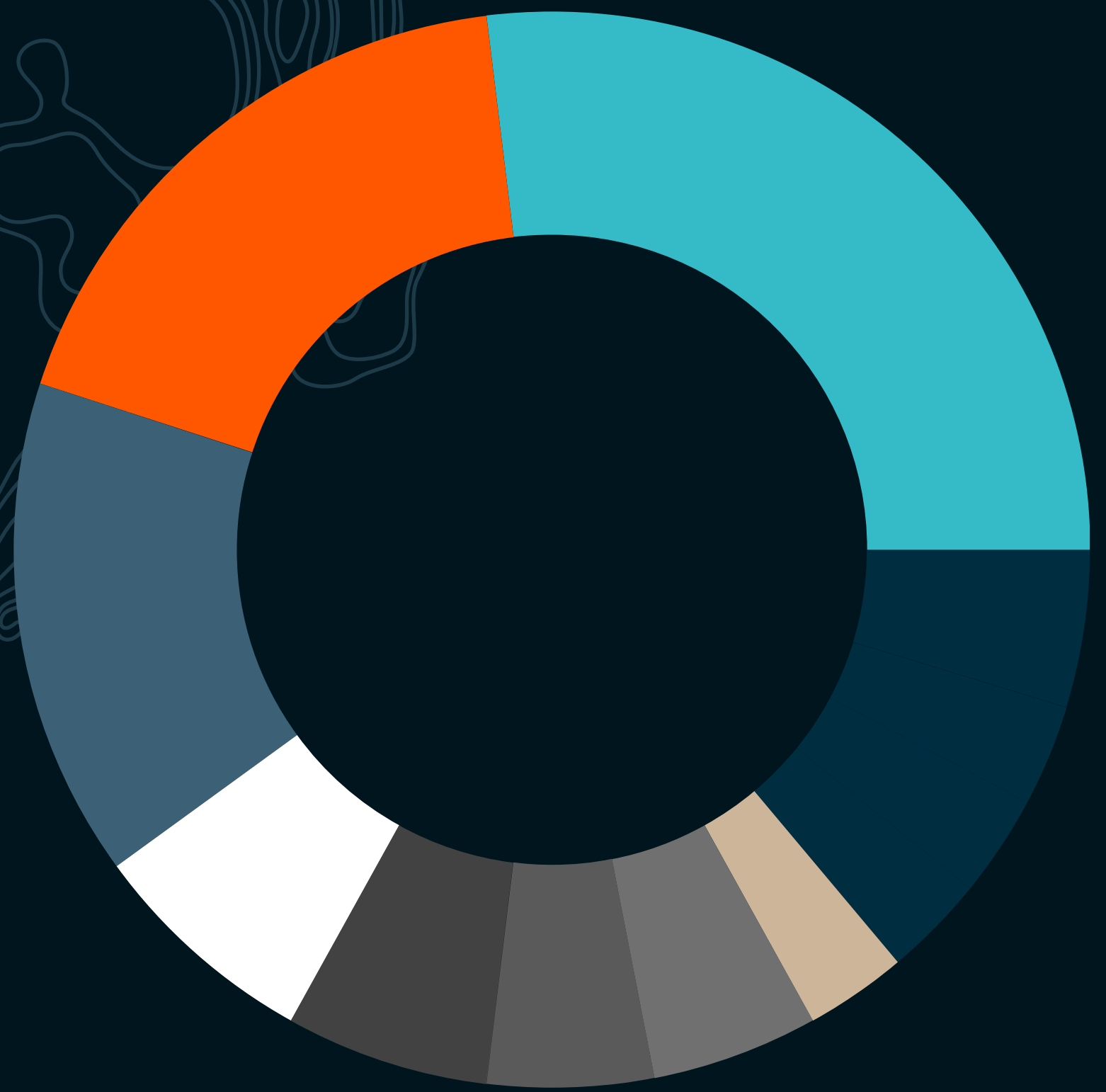


## Geography of the Nerpa partner network:



# Customers

Based on dealer reports, customers come from the following industries:



- Finance — 27%
- Telecommunications/Service providers — 18%
- Public Sector — 15%
- Education — 7%
- Energy, oil, gas — 6%
- Transport — 5%
- Healthcare — 5%
- Manufacturing — 3%
- Other — 12%





NERPA portfolio is covered by:



- Servers — 72%
- Desktops — 10%
- Storage equipment — 9%
- Network equipment — 1%
- Other — 8%

# Certification

## Technical team:

10+

Certified  
Engineers

200+

Vendor's  
Certifications

## Technical certificates:

- ISO 9001-2015 (Quality Management System)
- ISO/IEC 20000-1-2013 (Service Management System in OT)

- **Assembly and manufacturing of IT hardware**  
service for the assembly and production of IT equipment by professional engineers, in compliance with all rules and technical conditions at specially equipped plant
- **Localization of Manufacturing**  
release of manufactured at NERPA site products under vendor's brand at Russian Federation
- **Certification of IT hardware**  
process management of assessment confirmation of products manufactured in the territory of the Russian Federation.
- **Documentation preparation**  
creation of documentation for IT equipment manufactured in the territory of the Russian Federation.
- **Software installation and upgrade**  
service for IT equipment manufacturers that allows you to organize work on mass installation of software.
- **Packaging design**  
Nerpa acts as a coordinator and a one-window service in projects for the development of the design and corporate identity of the trademark, as well as for the production of packaging for IT equipment.
- **Technological partnership**  
an opportunity to become a supplier of components, accessories and software for the production of IT equipment.
- **Co-branding**  
participation of the Nerpa brand and the vendor brand in joint software and hardware complexes.
- **Hardware checking and compatibility testing**  
check of equipment for operability and correct functioning, as well as a specific configuration before organizing the production of a batch. Verification includes verification of the operability of system components and their stable operation for a long period of time under load

\*To-Vendor services only

Warehouses



# Warehouses

Nerpa operates warehouses which are organized and managed using optimized infrastructure which securely stores and timely ships products.

Warehouses are equipped with the resources and tools required to maintain high-quality service for our partners and vendors:

- standard and oversized goods storage
- inventory management and report generation upon request
- goods handling and processing
- warehouse management systems maintain required storage conditions (temperature, humidity, etc)

# Service Centers

Nerpa provides a wide network of authorized service centers for partners in Russia. This allows company to provide warranty service to dealers using our own logistics for the replacement and return of equipment.

If the equipment cannot be repaired at an authorized service center, further replacement or compensation can be arranged in accordance with the NERPA warranty policy.

A list of authorized service centers is available at <https://nerpa-it.ru/support>

OCS has demo centers and showrooms with NERPA equipment at its disposal in Moscow, St. Petersburg and in the regions of the country:

**1000+ m<sup>2</sup> of showrooms across Russian Federation**

## Central and North-West Federal Districts

- Moscow, OCS office in Comcity. Nerpa Branded demo hall (in progress)
- Moscow, Vnukovo, the territory of NERPA production. Nerpa Branded demo hall
- St. Petersburg, OCS office. Nerpa Branded demo hall (in progress)
- Voronezh, Moiseeva St., 45, OCS company office, Nerpa Branded demo hall

## South

- Rostov-on-Don, 110/13 Madoyan St., Nerpa Branded demo hall

## Siberia

- Novosibirsk , Blucher St., 71/1, General multivendor hall
- Krasnoyarsk, Maerchaka St., 16, 3rd floor, General multivendor hall

## Ural

- Yekaterinburg, Mamina-Sibiriyak St., 145. General multivendor hall
- Tyumen, 81 Osipenko St. (Tyumen Printing House). Shared multi-vendor lounge

## Volga

- Nizhny Novgorod, Turgenev St., 26B. General multivendor hall
- Perm, M.Yamskaya St., 10/1. Shared multi-vendor lounge
- Samara, Moskovskoe shosse, 17, business center "Vertical", 8th floor, office 805. Shared multi-vendor lounge



# Addressable Market

## \$19,1 billion

The volume of the Russian IT market in 2022\*

Key segments:



- Equipment — 55%
- Services — 27%
- Software — 18%

\*<https://www.statista.com/topics/9380/it-industry-in-russia/#topicOverview>

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