



# COMPANY PRESENTATION **2019**





Distributor of computer hardware and software for the business sector

[www.yamo.pl](http://www.yamo.pl)

The YAMO Capital group also include:



Distributor of computer hardware and software for the business sector

[www.microman.yamo.pl](http://www.microman.yamo.pl)



Retail store with a wide product range and high quality of after-sales support

[www.reactor.pl](http://www.reactor.pl)



Highly efficient electrical articles and LED lighting for home and industry

[www.abilite.pl](http://www.abilite.pl)



Online store that offers not only hardware but also consumer electronics

[www.ataniej.pl](http://www.ataniej.pl)



Jacek Mońko  
President of YAMO Sp. z o.o.

It's been almost 25 years... I was one of the many young people who saw an opportunity in the growing popularity of PCs and rushed into business at the end of the twentieth century. We started as many did - with a few dollars in our pocket

and a lot of enthusiasm. Nobody cared about discomfort, hard work, risk - we had inexhaustible amounts of energy and passion, and every success was like a shot of adrenaline ... There were successes, there were also failures, which we learned from together. We transformed from a reseller to a distributor and in 2007 we moved to the large, own office and warehouse in Piaseczno near Warsaw.

When building YAMO, I was fortunate to meet many wonderful people, who developed the Company with me - many of them have been working with me since the beginning.

This knowledge, passion and dedication of the people who work with me made those few dollars at the beginning grow into a company with an annual turnover of more than 30 million EUR.

A quarter of a century has passed in a jiffy, and we continue to develop YAMO with zeal and passion. And I believe that it will continue for at least another 25 years!

## YAMO<sup>®</sup> DISTRIBUTION WITH PASSION

The core business of YAMO is the distribution of computer equipment, components, software, and consumer electronics. But we do not limit the business to IT equipment.

Our activities also include:

- integration of IT systems
- IT services
- manufacture of PCs
- logistics services
- development of own-brand of LED lighting ABILITE
- e-commerce

We operate from our own central office and warehouse, with a total area of nearly 3 thousand m<sup>2</sup> in Piaseczno. We have three specialized branches - in Bydgoszcz (LED lighting), Katowice (Integration) and Łódź.

There are 80 people employed at YAMO.

The high quality of our products and services has been recognized by the certificate „Transparent Company”. We were also the winner of the 17th edition of the European Medal.

We have implemented the standards of ISO 9001:2008 and ISO 14001:2004.

In 2013, we signed an agreement with the Polish Agency for Enterprise Development and under the Innovative Economy programme we gained support for the implementation of the original project for the automation of B2B processes integrating ERP Yamo and suppliers systems.



## PROFESSIONALS AND QUALITY

### - THAT'S US!

With a young, well-trained and experienced staff, we have been providing clients from the business and public sector with the latest and best technological solutions for more than 20 years.

## INTUITIVE AND FAST ON-LINE SHOPPING

We have a modern, multi-warehouse B2B sales platform, offering a wide range of products and a range of solutions helping our partners to contact end customers.

## SAFE DELIVERIES

In the interest of safety and high standard of shipments of goods ordered by you, we use the most modern systems of packaging, which prevents, among others, the moving of goods inside the carton or damage to its contents.



Our mission is to provide users with maximum comfort of use and safety, while maintaining the best price-quality ratio.

We offer modern light sources in LED technology in the following product groups:

- RETROFITS - replacements for traditional light bulbs E27, E14 and GU10 halogens, MR 16 and others.
- LED FLOODLIGHTS - external light source, with a resistance class IP65, to illuminate premises, car parks and other facilities. Also available with motion sensor.
- LED STRIPS in a wide range of colours, also in the RGB version with a controller.

We are constantly expanding our product range in striving to maintain the highest quality of products and customer satisfaction. All ABILITE products meet European standards of safety and environmental protection, and the products are covered by a two-year warranty.

ABILITE LED bulbs light up, among others, the world's largest church built of brick - St. Mary's Church in Gdańsk.



## EXPERIENCE

ABILITE is a relatively young brand but built by experts with years of experience. In the short term, we have gained a solid position in the LED segment, and the brand ABILITE is well-recognized among professionals.

## QUALITY

The motto of ABILITE is best value for money. We control the quality of products at all stages of the production process, and each delivery is tested in the company's laboratory before being released for sale. We guarantee reliable parameters of the offered devices and always remember about attractive prices.

## SUPPORT AND MAINTENANCE

A satisfied customer is a loyal customer - at ABILITE there is a dedicated team of experienced Account Managers who are responsible for customer satisfaction, and they are supported by the modern 24/7 online B2B platform.



## **Microman** COMPUTER CENTER

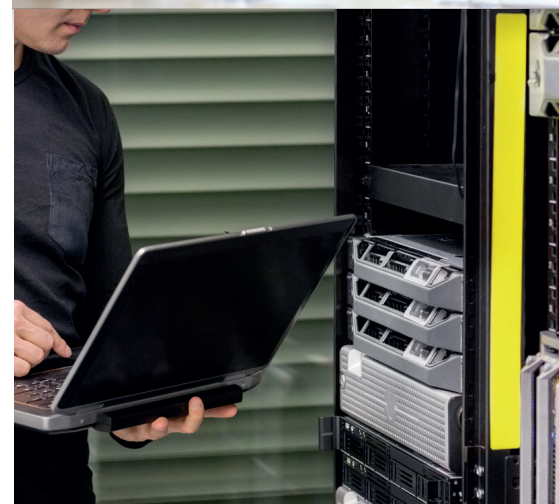
In 2007, the company YAMO took over the company MICROMAN - a specialized IT systems integrator, with a wide portfolio of clients from the south of Poland.

The synergy of Yamo resources and skills of the Microman staff has been yielding results for years, in the form of successive wins, large tenders and contracts for the integration of IT systems.

We have delivered systems and software, among others, to:

- Supreme Administrative Court
- Polish Post Office
- School of Economics in Warsaw
- University of Warsaw

and many other institutions and offices.



### WHY MICROMAN?

Several years of experience, systematically increased knowledge, keeping pace with advances in the IT industry and access to the latest technologies of global manufacturers are just some of the strengths of our team.

### DELIVERY OF SOLUTIONS

We specialize in the sale of equipment and IT support for companies of the public administration sector, business sector and private entrepreneurs. We offer a range of proposals tailored to the particular segment of the market and, above all, the needs and budget of our clients and partners.

### SUPPORT

Depending on the Client's needs, our offer is not only the delivery of hardware and software but also its installation and configuration, as well as supervision and maintenance.

BUY CHEAPER THANKS TO **REACTOR** 

REACTOR is YAMO's project targeted at the retail segment. It is one of the few chain stores that effectively competes with the ubiquitous Internet trade.

Currently, it is 14 stores and an e-shop, which YAMO actively supports by:

- a monthly printed newsletter
- promotional campaigns
- special sales conditions

The e-tail system Reactor is based on the original engine of the company MCOM, developed by Yamo, and deliveries take place from YAMO's central warehouse.

Reactor is a successful combination of modern electronic commerce system with specialized showrooms, where a retail customer can get support and professional advice from well-trained traders.



## MORE THAN 10 YEARS ON THE MARKET

The chain of REACTOR stores has been operating on the market since 2004.

Stores of our chain are located in shopping centres and main streets of many Polish cities.

## FLEXIBLE COOPERATION

We have prepared two models of cooperation for our partners: Partnership Agreement or Franchise Agreement. Our Partner can be any company or individual person running their own business, regardless of the size of the city or location.

## YOU CAN DO MORE ONLINE

Access to products intended for sale exclusively in our chain, pricing protection, products available on the basis of commission, preferential terms of cooperation with instalment systems, higher discounts - these are only some of the advantages of being in our chain.



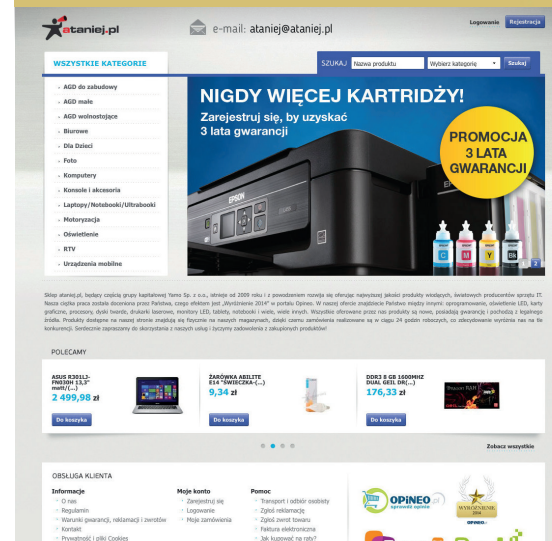
Ataniej.pl is one of the fastest growing online stores in Poland.

The offer is targeted at recipients who are price-sensitive.

The advantage of Ataniej.pl consists in:

- access to a wide range of products
- advanced technology of order support
- integration with the popular trading platform

Ataniej.pl is strengthening its position with every year and working towards a good reputation among customers. Therefore, the distinctions and growing number of positive comments of customers are particularly pleasing.



## YOUNG WOLVES

The store ataniej.pl exists since 2009 and is successfully growing by offering superior quality products of the world's leading manufacturers of IT equipment. Our hard work has been recognized by the State, resulting in a „Distinction 2014” in the category of Young Wolves in the portal Opineo.

## WIDE OFFER

In our offer you will find, among others: software, LED lighting, graphic cards, processors, hard drives, laser printers, LED monitors, tablets, notebooks, and many, many others.

## FAST AND SAFE DELIVERY

The products available on our website are physically at our warehouses, thanks to which orders are delivered within 24 business hours, which distinguishes us from the competition.



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