



**COMMUNICATION / INFRASTRUCTURE / NETWORKING & SECURITY /  
ICT INFRASTRUCTURE / INTELLIGENT BUILDING MANAGEMENT SYSTEMS & AUTOMATION /  
LOW VOLTAGE SYSTEMS & SOLUTIONS**

# ABOUT US

KABTEL dooel - Skopje started its commercial operations in September 2001. For over 20+ years the company has been doing business and successfully accomplishing even the most specific requests and requirements from its customers.

With its high quality product and service portfolio as well as the direct communication with its clients and partners, in an incredibly short period, KABTEL has emerged as the leader of the new wave of ICT services and expertise setting out new higher standards. KABTEL's trademarks are enrichment of the final product, uncompromised security and quality, reliability, modularity and scalability of the solutions deployed with effective training and after-sales support delivered to the client.

KABTEL together with its reputable partners such as Nexans, Kaspersky, Alcatel - Lucent, Dura - Line, Sophos, EnGenius, Sauter, Robotina, ESSER by Honeywell, TREND by Honeywell, ABB, Lande, Trellix, Olympia Electronic, etc ... guarantees the highest quality of integrated information & communication systems enabling the transfer of knowledge, experience and technology, all for the benefit and ultimate satisfaction of our customers.

In 2013 KABTEL was awarded the status of "Key Partner" to Thales, a multinational company that designs and builds systems and provides services for several markets - aerospace, defense, transportation, and security. In 2021, Kabtel completed the certifications and became "Thales Key Industry Partner".

KABTEL was granted a license for trading in military goods in 2024, which is crucial for ensuring that our company fully comprehend and adhere to all legal requirements and ethical considerations in accordance with national and international laws, regulations, and ethical standards.

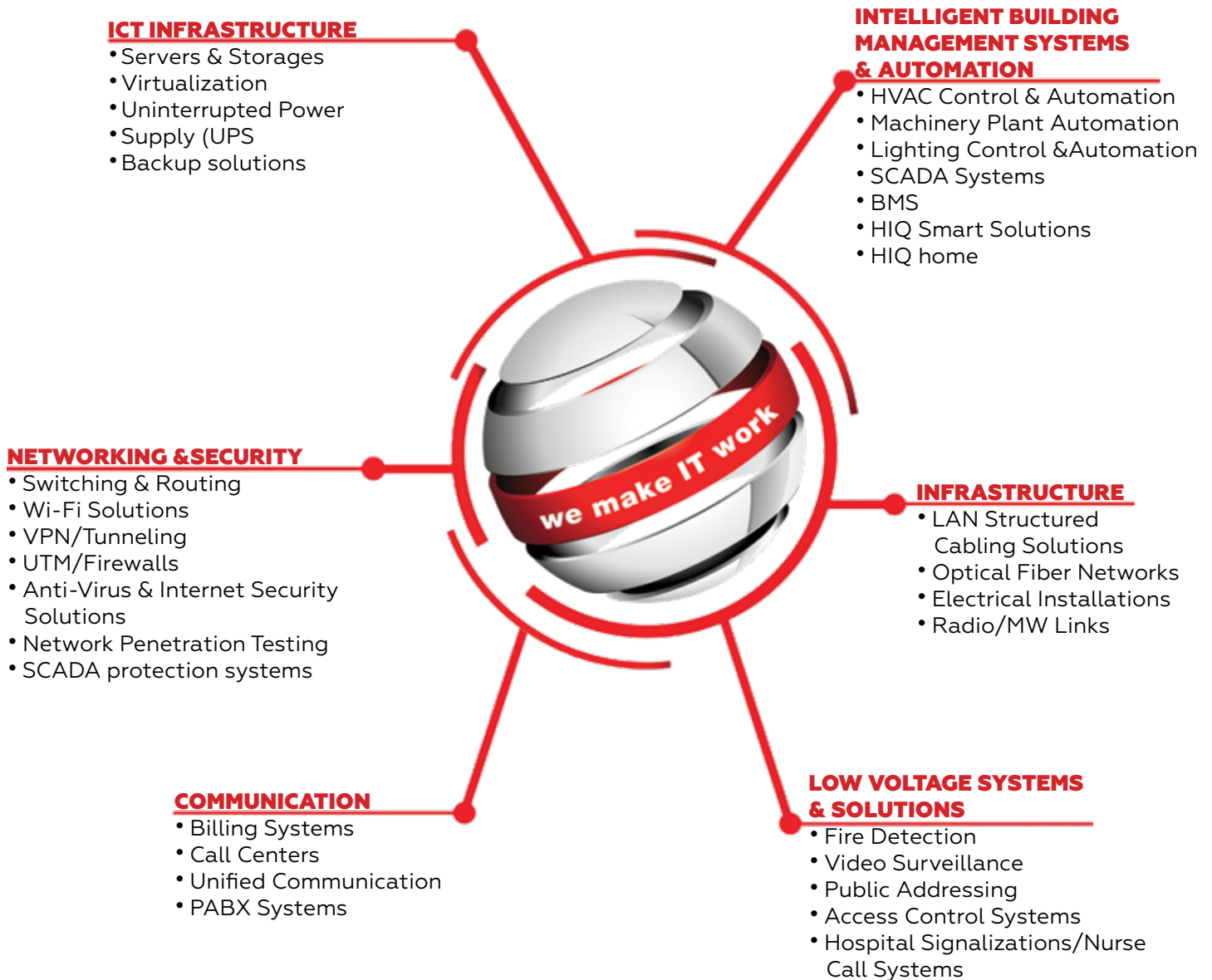
## MISSION

Design, implementation and maintenance of comprehensive information and communications systems based on the latest ICT technologies to support the growth and success of our customers and partners from all sectors and industries.



## FOCUS

Our focus is to change the way you think about the new wave of ICT services and expertise. Following the needs of our customers, we will create fully integrated information and communication solutions. In the future, the uncompromising safety, reliability, modularity and scalability of our solutions will be our goal.



# FACTS & FIGURES



## MORE THAN...

- **19.500.000 m Network UTP/FTP cable** deployed
- **400.000 m Optical/fiber cable** conducted and deployed
- **750.000** certified **Connectors Cat5e/Cat6/Cat6a/Cat7**
- **75.000 Internet Security** protected workstations
- **73.000 Data Ports** mounted
- **72.000 FTTH Plugs** installed
- **30.000 Optical Adapters** implemented
- **17.500 FTTH users** configured
- **7.500 Switches** managed
- **5.500 IP / VoIP voice ports** installed and configured
- **5.900 Firewall active** users
- **3.500 Executable and Monitoring elements** mounted and configured
- **2.800 Wi-Fi Users** covered
- **650 Access Points** set
- **450 Base Stations** installed and configured
- **250 PABX systems** mounted and configured
- **280 Radio Links** installed and configured
- **180** integrated **Security solutions**

# PARTNERING WITH ...





# AWARDS & ACHIEVEMENTS

2010

## **"Best Employer in Macedonia 2010" - Triple S, Skopje, Macedonia**

Goran MITRESKI, the CEO of KABTEL, is among the best three employers in the category of up to 100 employees. The selection is actually a ranking of the companies which apply the best practices in human assets management in the Republic of Macedonia;

2011

## **"Most Promising Partner Of The Year Emerging Markets" - Kaspersky Lab, in Cape Town, South Africa**

This prestigious prize was awarded at the largest conference of KASPERSKY Lab, which is organized for all partners in the region of EMEA and South America. The award was handed to KABTEL personally by Mr. Eugene Kaspersky, the Chairman & CEO of Kaspersky Lab. KABTEL won this award as a result of the increased sales and the results achieved in terms of expansion of the sales network in the Republic of Macedonia and the region;

2012

## **"Best Government and Public Sector Implementation in 2012" - Kaspersky Lab, Portoroz, Slovenia; "One of 200th most successful companies in Macedonia 2012"**

2013

## **"The Best Business Initiatives for Emerging Markets" - Kaspersky Lab, Kiev, Ukraine**

The continuous success and sustained growth of our partners make KABTEL one of the most successful ICT companies in the Balkan region, maintaining the product and service portfolio by offerings containing the latest technological advances;

2014

## **"Best xSP Implementation" - Kaspersky Lab, Dubrovnik, Croatia**

KABTEL introduced a unique subscription model through which all customers of Macedonian Telecom and T-Mobile Macedonia were given a unique opportunity to use the products and services of Kaspersky Lab with both technical and sales 24x7 support;

2015

## **"The Best SMB Partner in 2014" - Kaspersky Lab, Budva, Montenegro**

KABTEL won this award as a result of the increased sales in the Small and Medium Business market segment;

## **"Platinum Partner" - Cyberoam Technologies / Sophos**

KABTEL earned this exceptional status as the leading global supplier of network security devices in Macedonia;

2016

## **"Best Growing YOY Partner" Kaspersky Lab**

Kabtel won this award as a result of the remarkable continued growth in Macedonia;

2017  
2018

## **"Platinum Partner" Kaspersky Lab**

The expansion of the Kaspersky Lab product portfolio on the Macedonian market in 2017 was one of the reasons for achieving this status;

2019

## **Special Growth Support Award" of EnGenius Networks Europe B.V., EnGenius Cloud Launch&Partner Summit, Milan, Italy;**

**"Platinum Partner" Kaspersky 2019** Implementation of Kaspersky's innovative security solutions has a tendency of steady growth, which is why Kabtel's status is indisputable...

2020

## **"Platinum Partner" Kaspersky 2020**

The 20th anniversary year, KABTEL enriched it with the highest partner statuses, such as **"Key Industry Partner"** of the established **Thales Euram**, as a crown of commitment to integrated cyber security services for customers,

2021

**"Platinum Partner" Kaspersky 2020** and **"Best MSP Kaspersky Partner" 2020**

2022

## **"Platinum Partner" Kaspersky 2021 and "Best MSP Kaspersky Partner" 2021,**

**"Platinum Partner" Sophos 2021** for continuously growing long-term partnership and expansion of leading security solutions on the Macedonian market,  
**"Real Security Best partner award 2021"**

2023

## **"Platinum Partner" Kaspersky 2022 and Best MSP Kaspersky Partner 2022**

**"Cybersecurity Hero 2022", Real Security, Laško, Slovenia**, for excellence in growth and implementation of **Trellix** cybersecurity solutions in Macedonia.

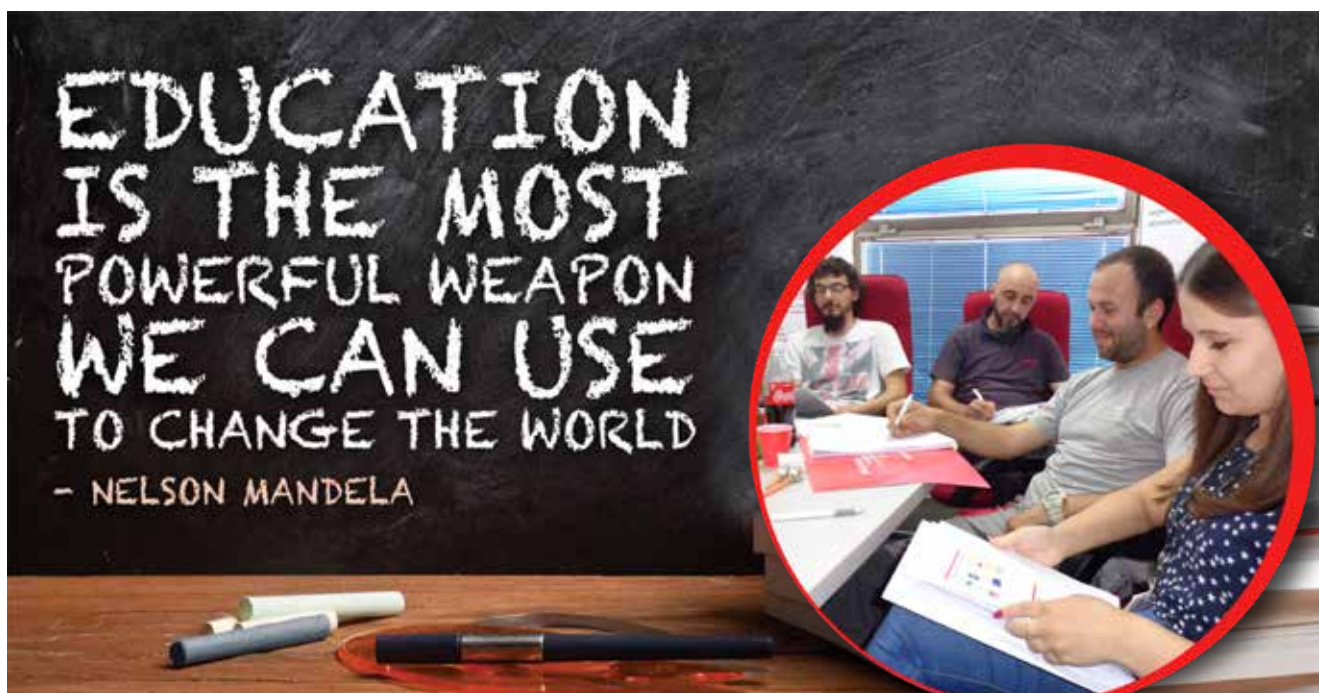
**"Platinum Partner" Sophos 2023** for delivering high-value cybersecurity solutions, achieved the highest levels of customer satisfaction, certifications, sales success, and client references.

2024

**"Best MSP Kaspersky Partner 2024"** award reflects a commitment to providing superior cyber security solutions and services to clients.

**"Best Real Security Award 2023"** - KABTEL, as the best partner of Real Security and Trellix for another year in a row, is proof of continuous excellence, commitment and building a reputation of trust and reliability in the industry.

## EDUCATION



### NEXANS REGIONAL TRAINING CENTER NEXANS CABLING SOLUTIONS EXPERT LEVEL CERTIFICATION

**Kabtel is a Certified Nexans Regional Training Center in Macedonia for providing specialist training to designers and installers of computer, telephony and fiber-optic networks.**

This specialist training includes detailed theoretical and practical lectures and exercises in order for the participants to be fully acquainted with all the important segments of today's local networks created over copper and fiber cables, as well as designing cabling systems (structured cabling) according to the ISO/IEC 11801 standard.

The training will cover the components of Nexans designed for creating copper and fiber networks.

Any interested persons may participate in the specialist training regardless of their qualifications (university degree, high school degree, skilled trades). Each participant, after successfully passing the final test, will receive an international certificate issued by NEXANS.

Trainings are held at the premises of KABTEL. The training itself is in Macedonian, conducted by an international trainer in accordance with ISO/IEC 11801 standards for structured cabling.



# OUR TEAM

**Our team is our most valuable resource and the main reason for our success.**



## People make the difference!

The success of our company relies not only on our technologies, methodologies and infrastructure, but also on the commitment and passion of our employees. **People make the difference!** Our team is a very unique mix of business leaders, strategists, engineers, ICT experts, sales specialists and support staff.

Kabtel's team currently consists of 51 employees, 10 electrical engineers, 4 graduates are mechanical engineers, 1 graduate surveying engineer, operational team with 20 technicians, sales and marketing team, HR, finance department, plus additional administrative and support staff, organized in 7 departments. Our team are with the highest qualifications and certifications for their work positions. We are constantly investing in our employees, aiming to improve their skills, in order to improve quality performances and help clients in the most professional way in facilitating, improving and raising their business activities.

We pay attention to the details and strive for perfection. We organize our people around industry and service specialties which enables us to provide our clients with significant depth in offering solutions that span a variety of service needs.

Our ICT specialists have a deep sense of development, drawing fresh and new approaches. They tailor our services to meet our clients' most specific needs. All together, we encourage friendships, new experiences and a sense of unity. Our people are the best and our future is in their hands.

We value our employees for their talents, commitments and contributions. **Our vision is clear: To be "the customer's first choice for value and reliability".**



# CERTIFICATES

- ISO 9001 : 2015
- ISO/IEC 20000-1 : 2018
- ISO 14001 : 2015
- ISO 45001 : 2018
- ISO 27000 : 2013
- License A for designing structures of 1<sup>st</sup> category
- License A for construction contractor of 1<sup>st</sup> category
- License for Trade in Military Equipment



# SOCIAL RESPONSIBILITY

Social responsibility is an integral part of KABTEL's operations. All products and services created and offered by KABTEL are primarily designed to meet the needs and desires of the customers in the surrounding environment - therefore we take special care to preserve and improve that environment.

We have time and time again reaffirmed our strong sense of respect and support for culture, sports, sciences, music, health, and education through numerous donation and charity events:

- » Humanitarian campaigns to mark the World Hunger Week, October 16-22;
- » Donation events for Red Cross' PHV workshop
- » "Humanity at work" blood donation campaign;
- » Donation of computer equipment to the Institute of Respiratory Diseases in Children, Kozle;
- » Donations of food and necessary commodities for socially disadvantaged families, as well as for vulnerable categories in case of natural disasters;



- » The company is a long-time member of SOS Children's Village Friends Club, with many years of donations, sponsorships of humanitarian concerts, sports activities, educational presentations and workshops on protecting children from the dangers of the internet, continuous support for the Teletubbies house...;
- » Sponsoring MZT's Youth School, and Pelister Basketball Club;
- » Sponsoring the Cherry Cup tennis tournament;
- » Sponsoring the 6th HST World Amateur Radio Championships;
- » Participating in the Skopje Marathon humanitarian races every year;



- » Sponsoring the CONTACT Employment and Internship Fair organized by FEEIT's Student Parliament;
- » Sponsoring the event titled "50 years of studies at the Faculty of Electrical Engineering and Information Technologies" in Skopje;
- » Sponsoring "Feel the Energy 2" organized by the Electrical Engineering Students' Association EESTEC;
- » Sponsoring the MASIT Chamber of Information and Communication Technologies;
- » Sponsoring "Startup Weekend" in Skopje and Global Entrepreneurship Week, organized by the Youth Entrepreneurial Service Foundation;
- » Sponsoring the second "Strategy on the Ground" event organized by the MBA Macedonia community;
- » Sponsoring the book titled Aqueduct (a dozen short stories) by Toni Mandzukovski;
- » Free training for students and unemployed people at the Nexans Regional Training Center in Kabtel
- » Partnership with InnoTech and support of Inno Fab Lab, the first production and prototyping laboratory for young people in Macedonia...





# THEY GAVE US THEIR TRUST...





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