

Your professional and reliable partner



m San
GRUPA

m

Welcome

The Leading Regional Distributor

M SAN Grupa d.d., founded in 1995, is a privately held Croatian company. The company's core business is a wholesale distribution of modern technologies. M SAN Grupa has branches across the entire Adriatic region with over 400 employees. More than 4500 partners makes M SAN Grupa the leading regional distributor. The selling program of M SAN Grupa contains over 10 000 products. The principals of M SAN Grupa are the most respected worldwide manufacturers of IT products, consumer electronics, toys and baby equipment.



230 mil € revenue



over 400 employees



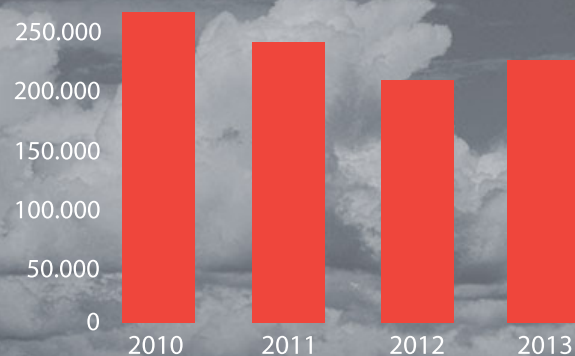
over 4500 partners



over 10.000 products

Revenue

mill. €



Business Partners

Breaking new ground with a determination

By passion and the vision to seamlessly integrate our business to best-in-class capabilities, we deliver our partners key competitive advantages by developing e-commerce solutions in B2B and B2C area. With the focus on e-business solutions, M SAN Grupa provides its partners with opportunities to increase revenue, enhance productivity and maximize their competitive advantage. A wide variety of e-commerce tools is being conducted this way, spurring and drawing on innovations in electronic transactions, supply chain management system, internet marketing, online transactions, electronic data interchange (EDI), management inventory and automated data collection system.

#1

in Adriatic region

2000

Contacts per day

200.000

Articles per month

over
4500
partners



Group Members

M SAN Grupa has branches across the Adriatic region

M SAN Grupa strives to continuously develop and improve its business model for wholesale distribution of modern technologies across the geographic region. M SAN Grupa's mission is providing maximum support to its partners and vendors in the arena of wholesale distribution of IT and CE products so that they can focus on their respective business and therefore be more successful and competitive.

Group members	# partners	*MSP	Revenue 2013 mil. €
M SAN Grupa	1750	1	184.448.994
Kim Tec Serbia	1140	2	40.526.943
Kim Tec Bosnia & Herzegovina	830	1	35.273.056
Pakom Kompani, Macedonia	530	1	7.293.460
KimTec Montenegro	280	1	5.992.922

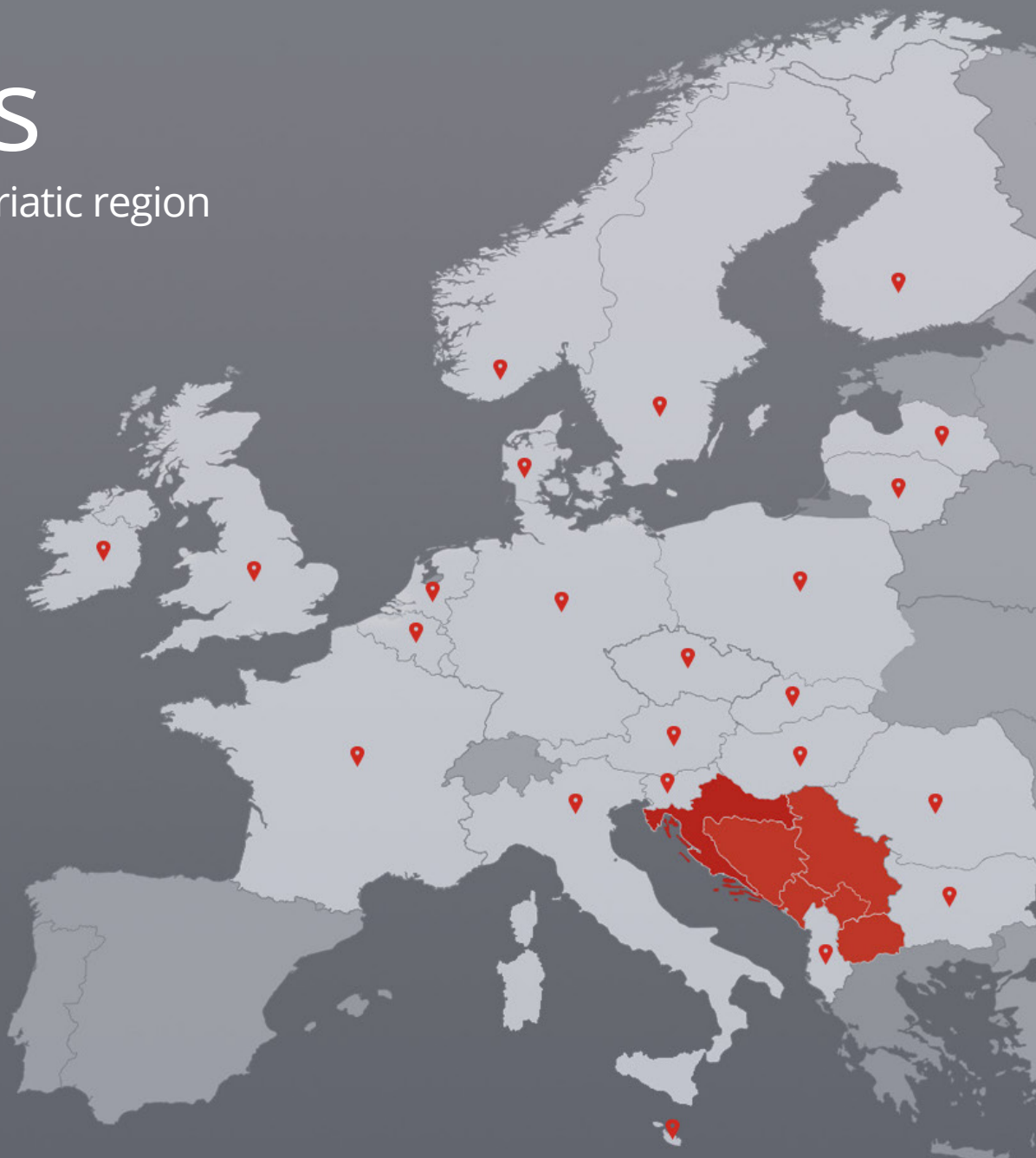
#1
in the region

2000
Contacts per day

200.000
Articles per month

Region

Export countries



Logistics

M SAN Logistics: Fast, Flexible, Shophisticated and Efficient!

Logistics is a science and a skill which encompasses management, services and activities which provide support to the plans and operations. Contemporary way of life and business, regardless of the technology and continuous development, makes no guarantee of perfection, flawlessness or market advantage. Change, which is getting harder to predict and follow is the only certainty. The essence of partnership is the success of its smart logistics - M SAN Grupa logistics.



1500 PKW
loads



33.000
pallets place



over 10.000
products

Storage area
56.347 m²



Vendors

acer



Antec.
The Power of You

APC
by Schneider Electric

ASRock

ASUS

BenQ
Enjoyment Matters



Canon



CyberPower
Reliability. Quality. Value.



D-Link
Building Networks For People



FUJITSU

Hauppauge!



DECUBE



ICIDU
ICIDU SUPPORT FOR YOU



KASPERSKY
lab

Kingston
TECHNOLOGY
COMMITTED TO MEMORY

lenovo

LEXMARK



LINKSYS by Cisco



Metrologic

Microsoft

Mio
explore more



OLYMPUS



Panasonic



ProCurve
Networking by HP



TOSHIBA
Leading Innovation >>>

Transcend

TRITON

TRAXDATA



tyco Electronics

VIVAX

VTX



Famosa



IMC
Toys



KIDDIELAND



prime bébé



VIVID

Distribution

Servicing entire region through a single distributor.

M SAN Grupa represents world renowned brands of IT equipment, software and consumer electronics. Specialized sales teams conclude business in a way to ensure the same level of quality and coverage to each brand. M SAN Grupa's vendors are world's most renowned IT and CE manufacturers and almost 8000 products are part of company's portfolio. M SAN Grupa continuously spreads its network of vendors, which is best confirmed by the fact that since 2008, companies such as Acer Computers, Fujitsu, Linksys, ICIDU, LG and Cisco have joined company's distribution list plus the already existent partners. In 2009 Toshiba and Kaspersky joined the team. The year 2009 also marked company's status as authorized representative of HP for Serbia and Montenegro, which completely rounded up its regional distributor status.

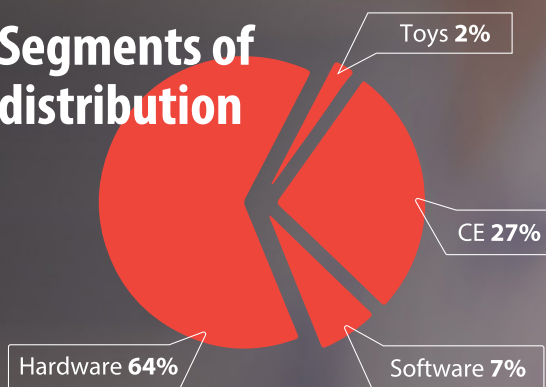
60

worldwide respected brands



over 10.000 products

Segments of distribution



Production

M SAN Grupa continuously invests in the development of its own brands - MS Industrial, which includes a range of IT components, Vivax consumer electronics and Prime Bebe (Baby equipment). M SAN Grupa's production facilities in China produce MS Industrial in highly controlled quality conditions.



Combines production and sales of LED TVs, smartphones, tablets, small household appliances and air conditioners. The assembling line of Vivax LED TV sets in Rugvica near Zagreb with capacity of over 84.000 pcs annually gives Vivax a significant competitive advantage.



Computers have been produced by M SAN Grupa since the mid-nineties and are being built according to the wishes and requirements of our customers. We can produce up to 2,500 computers per day in two production facilities. MSG computers have become the Microsoft Partner of the Year for Central Eastern Europe.



It combines the production of peripherals, accessories for computers, cables, cases and power supplies. Successfully operating 16 years in the Croatian and regional markets. With continuous development of new products and product groups, the MS-brand is always one step ahead of the competition.

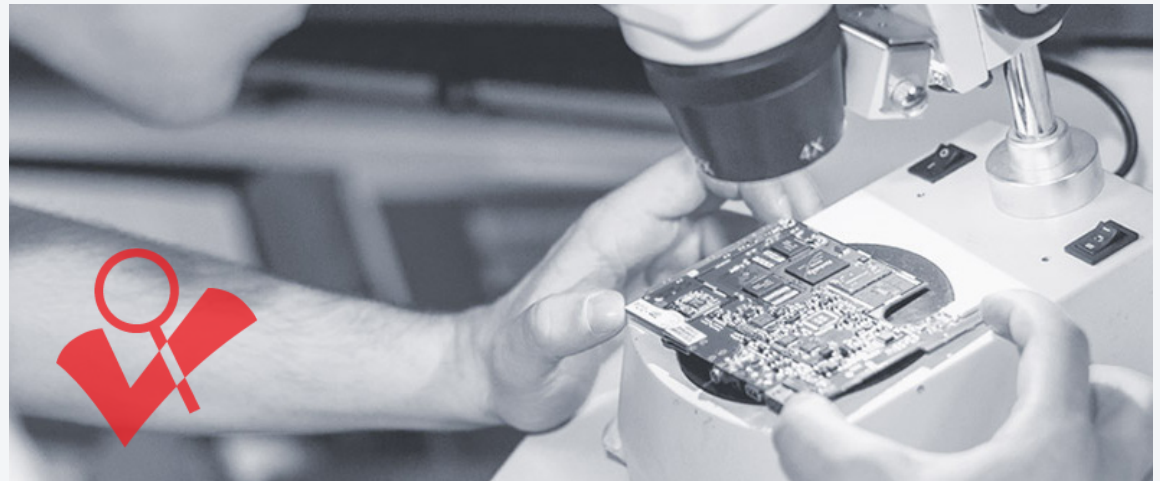
Quality Control

MSG computers are designed and assembled inside the company, which has numerous benefits. One of those is the high level of automatization has the advantage of quality testing which ensures that all MSG PCs leave the assembly line with virtually no possibility of errors. Strict control of computers is the company's absolute priority and that is why every MSG has a compatibility and stability check in all production steps- before serial production, during production and after the production. Apart from the internal testing, all MSG computers are certified according to EU norms and have CE certificates.

Production in China is located in the two factories MS Industrial established in 2001: Dongguan Meineng Electronics in QiaoTou, Shenzhen and Nanjing Weiwushi Electronics established in 2007 in Shiqiao, Nanjing. Special importance is given to quality control, which is carried out through strict procedures and processes, and includes control over the product at the stage of design, with the product through the production and development of a test product. Control is carried out throughout the production process. The Quality Control Department is independent, composed of top Chinese and Croatian engineers and quality control experts.



Nothing but the best for babies. High chairs, strollers, car seats ... Offering the best price-quality ratio. It offers basic products that parents need and meet their essential needs.



Business Partners

Breaking new ground with a determination

From its very beginnings in 1995, M SAN Grupa has acknowledged the need for a quality “in-house” service, because that type of service added value to their basic, commercial activity. Apart from focusing on their IT sector, in 2005 M SAN started to develop service of consumer electronics for its own brand Vivax and later for 2 renowned manufacturers - Panasonic and LG. Towards the end of 2008 M SAN Grupa turns its service department into a new company named M SAN servis d.o.o. which incorporates M SAN Grupa’s service and the acquired company EM SERVIS CENTAR d.o.o., which specializes in service and repairing of mobile phones. In order to satisfy the necessary level of quality demanded by internal quality control and the market, service sector has been developing in a way to fulfil the required efficiency of all its departments through ongoing organizational optimization changes as well as the inevitable increase in number of employees, space and technical equipment...

ISO 9001

ISO 14001

CE Certificate



Social & Environmental responsibility

Social responsibility is a vital part of M SAN Grupa's business strategy.



M SAN Grupa d.d., as the largest importer and distributor on its markets, is very much aware of its responsibilities concerning our environment and the

need for its preservation. In light of that fact, the company is determined to add a new positive dimension to its identity which originates from responsibility towards the entire community. M SAN Grupa's care for the environment is channelled through its daughter company M SAN EKO which deals with EE waste management. M SAN Grupa invests significant attention and resources to strengthen the two services based on knowledge distribution – education and consulting. All the way from investing in education of employees to infrastructure investments, the company sets out to achieve flawless and unsurpassed level of business.

Values

Responsibility

Proactivity

Respect

Innovation

Customer Driven Organization

Abundance in Diversity

Teamwork Development

Learning Organization

Positive Work Environment



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www.msangrupa.com