



# **PT BMOlsson Indonesia**

*Company profile*

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## Executive Summary

Tonerindo was initiated in 1989 having a business focus of toner cartridge recharge and printer services. Atlantis was incorporated in 1992 having its main office in Jakarta, Indonesia with software consulting as its principal occupation. Both companies were merged into PT. Atlantis Tonerindo Prima in 1995 and since the day of its inception, the company has built up a very impressive client base and has managed to earn their trust. In 2001 the development part of CiptaSoft was merged in to the company to add competence in software development. With new legislation the whole BMOlsson group was consolidated in to a single PMA entity in 2001 with the name PT BMOlsson Indonesia. The trademarks ATLANTIS and CIPTASOFT are still used in the daily business, since these names has been on the market for a long time and are associated with quality and trust.

Today the company has over 50 employees and over 70 freelancing associates, with the principal occupation being the sale of knowledge. This is done in three different ways. The first and foremost is in service, support and consulting with monthly agreements. Second is carefully creating or/and selecting software packages, which can be tailored and implemented to the clients specific needs and the last is in providing a range of computer peripherals and networking equipment from selected suppliers.

Since 1995, the company has enabled clients to experience the satisfaction of being served by true professionals. We are convinced that competence and professionalism are the essential foundations upon which the client's confidence and loyalty is built. With the vast knowledge gathering capability of its staff and with access to the latest communication technology, the company maintains the quality of service and support that it provides. In its capacity as a distributor, consultant, and technical support of various IT-products the company is fully committed to a thorough understanding and appreciation of the requirements of our clients.



## Associations and representation

In order to secure further knowledge development the company has several contracts and commitments. Several of them include:

- Microsoft OEM partner.
- SCALA - ERP (Enterprise Resource Planning) Dealer Representative for Indonesia.
- Aladdin, HASP Software Protection, - eToken, e-Business Authorization, distributor.
- Signature CD Publishing equipment
- Novell Value Added Reseller.
- Lotus Notes messaging technology
- IBM Partner
- Callisoft Security Products distributor
- BMO KB Sweden Representative.

All this commitment requires a continuing educational program for the company staff in order to maintain the high level of knowledge that the company possesses. The company staff includes technicians, programmers and consultants each with different specialties and capabilities.

With a Network of distributors and partners in and outside of Indonesia, most of the products known to the users are available for immediate delivery and support.

## Mission statement

To provide the most satisfying service and support to clients in addition to insuring flexibility as the clients needs evolve by providing industry leading products, ongoing communication, service, support and training, resulting in cost effective, comprehensive and leading edge solutions for our clients.

## Management

Michael Olsson – President Director  
Cecep Dharmadi – Director  
Emmanuel Kaleka – Commissioner



## The Business

The company operates under well known trademarks and delivers a range of products that can be divided in to the following categories:



### *Atlantis*

Under the Atlantis brand the company delivers knowledge in the form of system solutions, outsourcing agreements, consulting, design and problem solving within the areas of communication, IT security and integrated ERP systems.

The company is de facto the IT department for several companies, local as well as multinationals. Systems implemented and integrated are a mix of international and localized software products to meet the challenge the Indonesian market actually are.

All consultants carry international certifications in their field and CV for them can be provided upon request.

Main products and related services are:

- Microsoft Server Products
- Scala ERP system
- iScala eBusiness Solutions
- Callisoft Firewall and Security products
- IBM Server Products
- Cisco Communication Products
- Lotus Domino Server Products
- Seagate Crystal Products



### *CiptaSoft Programs*

All development, both commercial software as well as tailor made software are handled under the CiptaSoft brand name. All development is based on the Microsoft platform and covers everything from WEB to database handling under SQL. Several products developed by CiptaSoft are also available in the market as shrink wrapped products. Currently it is estimated that these products have over 500,000 local users.

Main services offered are:

- Web hosting and development
- Visual C++ development
- Microsoft SQL 2000 development
- Visual Basic. Net development
- Publishing services



### *CiptaSoft Online*

The products developed by CiptaSoft and also several other items within security, software publishing, peripherals etc are distributed via CiptaSoft Online. These products are available on the CiptaSoft Online web site, opened early 2003, and can also be found in over 300 outlets around the Indonesian archipelago.



### *Atlantis Distribution*

Several products are distributed to the Indonesian market. The products are mainly towards software development and distribution. The products offered are:

- Aladdin Software Security Products (HASP, eToken)
- Primera CD Publishing products



## Contact information

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