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#### Quick facts:

- Sulava is an expert and training company that specialises in Microsoft solutions and cloud service implementations.
- Sulava was founded in 2010 by Aki Antman.
- The company currently employs ~130 people.
- Turnover in 2022 was over MEUR 14+.
- Sulava has 700+ customers who operate in more than 100 countries. Sulava's customers include KONE, Metso Outotec, Kemira, Huhtamaki, Stora Enso and Lindström.
- Offices in Finland (Helsinki and Kuopio), Switzerland, Germany and United Arab Emirates (Dubai)
- We are part of The Digital Neighborhood Group

#### Sulava — pioneers of a better working life

Sulava is a pioneer in the revolution of working life. We are Finland's most competent expert and training company, and we specialise in Microsoft solutions and cloud service implementations. We are extremely passionate about modern working culture. Our company is at the forefront of digital service business. The company was founded in 2010 when we already knew that the cloud would change knowledge work completely. Back then, we wanted to be at the forefront and help companies start using the new possibilities offered by cloud services. We selected Microsoft as our partner.

We improve competitiveness by helping our customers focus on their own industry or special competence and by enabling smooth working whenever and wherever. We are also smooth (*Sulava* in Finnish) at heart: top competence is born out of passion and continuous renewal.

#### Microsoft's most important partner

Sulava Oy has been an official Microsoft partner since the day it was founded. As the company has grown, the competence of an ever larger and more experienced group of specialists makes it possible to offer an even wider variety of services in various areas.

Sulava's and Microsoft's partnership is exhibited by, for example, the recognitions Sulava has gained, the MVP recognitions Sulava's specialists have received and Sulava's awards. Microsoft's partners demonstrate their skills with recognitions.

Many Sulava specialists have Microsoft's MVP (Most Valuable Professional) recognition. In addition, we collaborate with other MVPs. Recognitions are granted to people who share useful information related to Microsoft's technologies voluntarily, actively and often without compensation. A person who has been granted an MVP will naturally have high-level technical skills, but this is only half of the truth. Above all, an MVP showcases that our specialists have the possibility to grow beyond the limitations of the company with competence, recognition and experience, that Finland has genuine competence and experience of international standards and that this work is done with a passion.



Three times, Microsoft has selected Sulava as one of the top four companies globally for our work as developers of knowledge from among thousands of applicants in Microsoft's Partner of the Year competition. In 2019, the selection was granted in the Teamwork category based on successes in a collaboration project between Sulava and Huhtamaki related to a change in working culture. In 2018, the selection came in the category of Modern Workplace Transformation. The selection was based on Sulava and Lindström's permanent strategic collaboration on the wide utilisation of Microsoft's cloud environment that had continued for years. We also won the same award in 2015 in the Cloud Productivity Partner of the Year category. Additionally, Sulava has been recognized as a finalist in Microsoft Security 20/20 -awards.

### **Part of The Digital Neighborhood Group**

In 2022, we took the next step in our journey and became part of The Digital Neighborhood Group. We're proud to be part of this growing community of independent tech companies. All leaders in our own fields, we specialize in Microsoft, the cloud and data.

Sulava and the mutual fund EMK Capital behind The Digital Neighborhood Group share the same set of values. We focus on the well-being of our employees, the continuous development of our expertise, the best customer experience and want to be the leader expert in the Microsoft cloud technologies. Sulava customers also have access to the expertise of our sister companies in addition to our vast experience and expertise. Broad Horizon currently employs over 1200 people.

### **Ever-increasing growth**

Sulava's turnover in 2022 was over MEUR 14+. The company's growth has been possible specifically due to the strong competence and commitment of our employees. Even though development has been annual and in the double digits, the company is aiming particularly for stable and long-term growth.

### **Our working culture highlights transparency and helping others**

It's important for us that our employees are happy to come to work each morning. The working culture is strongly based on our values that highlight community, friendliness, transparency, and the willingness to help others. We want to be transparent, which is why we always discuss everything openly. Sulava also offers employees the possibility to develop into an expert of an entirely new area or rise to the executive team. Sulava is at the top of the world specifically because of its competent employees.

### **Is Sulava ready?**

By no means! We still need development in many areas. The world is constantly changing — especially in our industry. We want to be constantly ready to learn new skills.

We want to be the most recognised and best Microsoft specialist, with the fiercest specialists and best customer cases. We have succeeded in the service design of our own work and, through that, we believe that both we and our customers have a clear picture of Sulava's core competencies.

Artificial intelligence, office robotics, secure knowledge work, continuous services and training in all formats are at the centre of our competence.



Business productivity, such as leading with knowledge, business solutions and -process development, are an essential part of our service package. Devices and, more specifically, their management is also a permanent part of our offering. Our digital consults improve the world and working life with completely new kinds of innovations, such as artificial intelligence-based bots that automate the routines of knowledge work.

We will continue to be Microsoft's most important partner and, in the future, we want to collaborate with Redmond — Microsoft's head office — more than ever. We are already involved in dozens of Redmond's product group programs; in most of them, we are the only company from Finland or the Nordic countries. Redmond genuinely values Sulava's competence. Sulava has a unique position as we truly have the possibility to impact the direction in which Microsoft's products will be developed. Thanks to our personal Redmond connections, Sulava often ends up being the first company in Finland or the world to solve various technical problems.

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