

**30**  
AÑOS

**Areyan**  
VALUE ADDED SOLUTIONS

**CORPORATE  
PRESENTATION  
2024**

**Since**  
1994



**Employees**  
60



## Revenues

2023: 38M €  
F(24): 45M €



## Vendors

Limited Number  
Objective: Be your No. 1



**30**  
AÑOS

**Aryan**  
VALUE ADDED SOLUTIONS



## Shareholders

100% Working for the Company



## Solutions

Oriented End-to-End Solutions



## Professional Services

- Training and Certification
- Pre-sales
- Post-sales
- Professional Services

## IBERIA

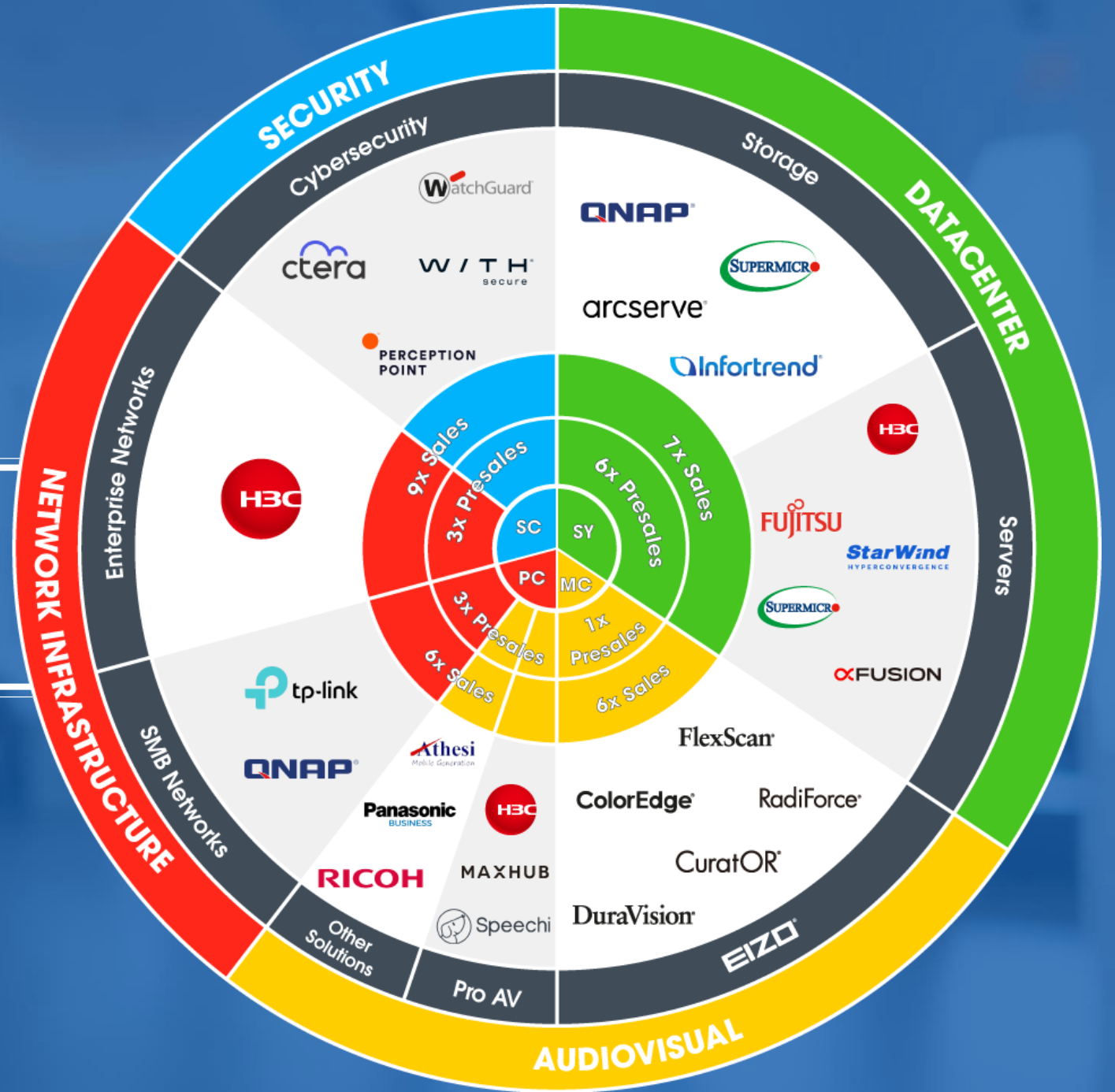


## LATAM





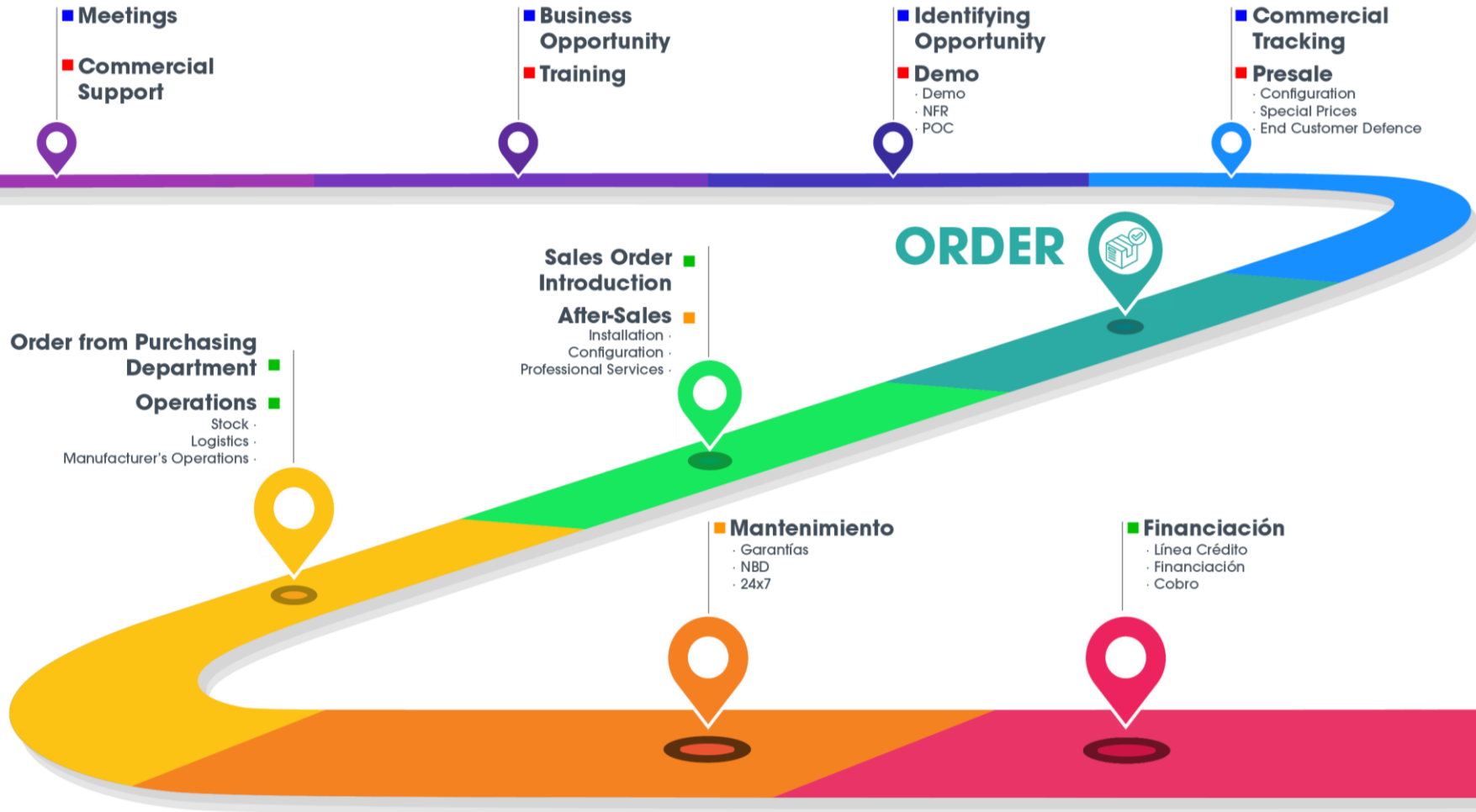
# Aryan Echosystem



# Business Development Model



# Commercial Organization and Business Development



**Sales Team**

- Sales Director Division
- Account Manager
- Internal Sales

**Presales Team**

- Presales Director
- Presales Level 2
- Presales Level 1

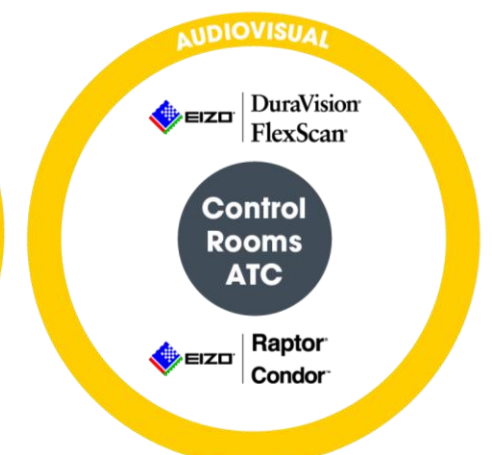
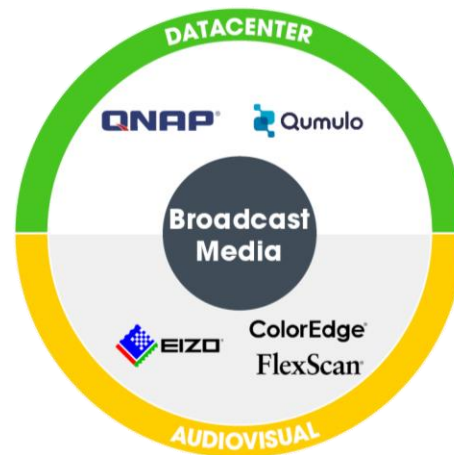
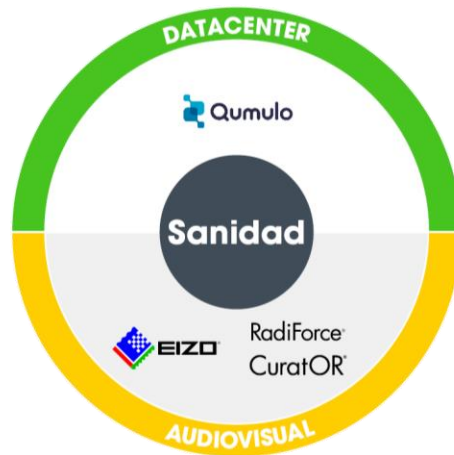
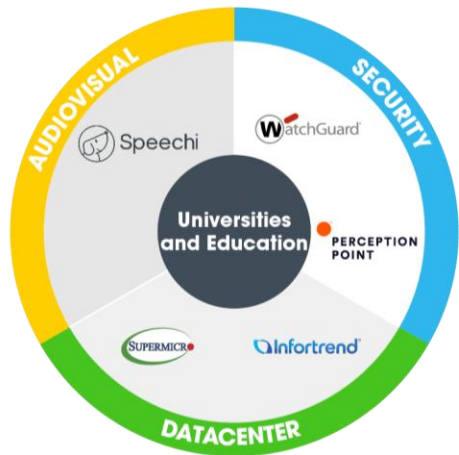
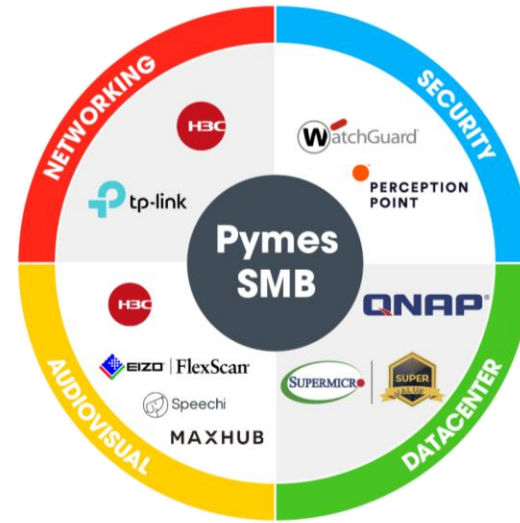
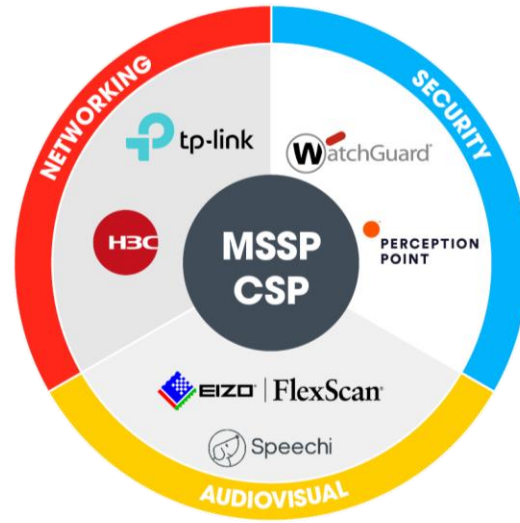
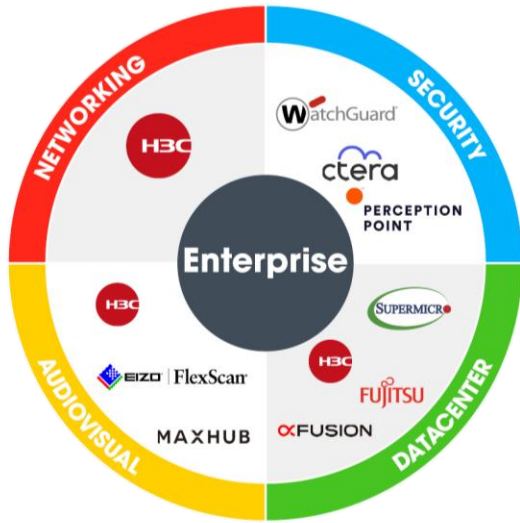
**After-Sales Team**

- After Sales Level 2
- After Sales Level 1

**Back Office Team**

- Commercial Assistant
- Financial Dept.
- Logistics Dept.
- Renewals
- Operations Dept.
- Purchasing Dept.
- Marketing Dept.

# Vertical Markets





## Technical Support – Hourly Exchange

Technical service focused on all those activities that require qualification and technical assistance.



## Consulting

Professional advisory service that helps organizations to achieve their objectives and meet their requirements.



## Personalized Training

Tailor-made training service adapted to the needs of our customers.



## Getting Involved

Service with which we are involved from the initial stages of the project.



## Service package - Workbox

Packaged services that can be deployed remotely or on-site.





# ARYAN COMUNICACIONES, S.A.

MADRID – BARCELONA – VALENCIA – LISBOA – LATAM