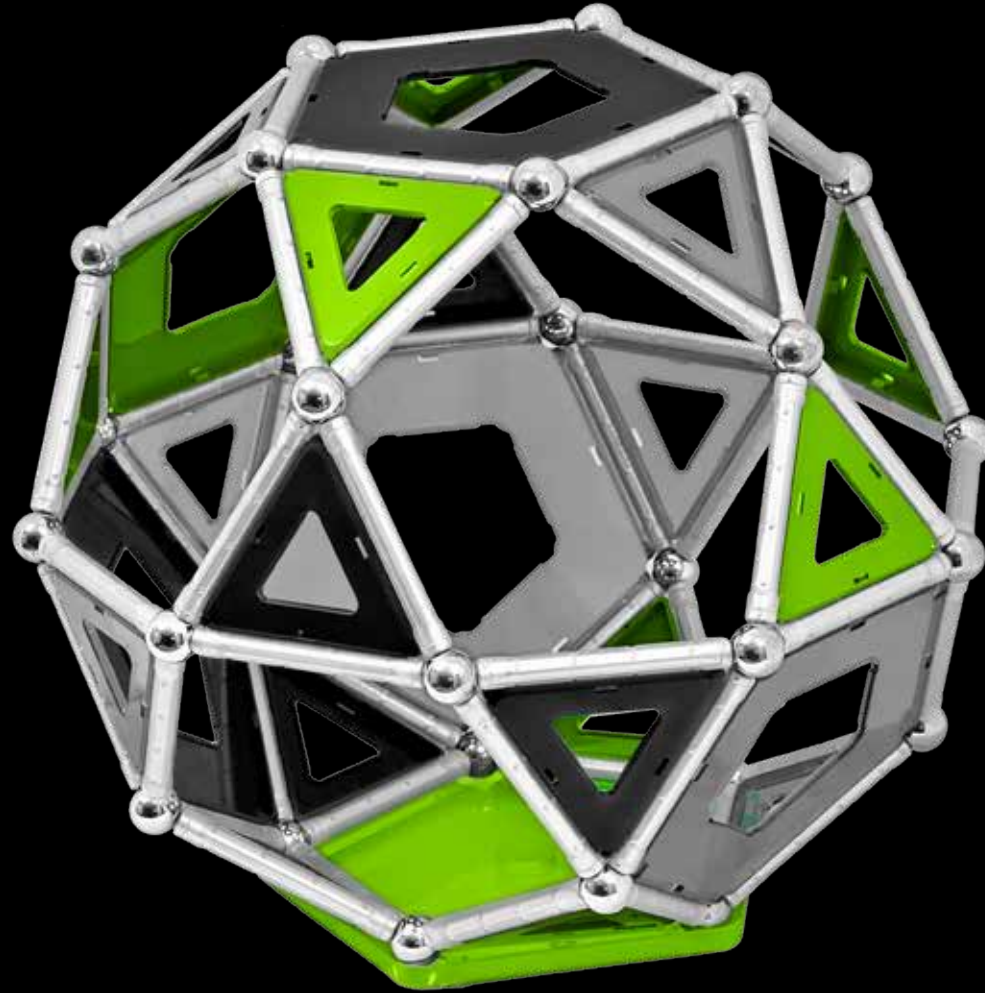


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50[™] | Technology **Fast 50**
2016 TURKEY



**Technology Fast 50 Turkey
Winners and CEO Survey 2016**

A world of possibilities

November 2016

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Foreword

It's my great pleasure to announce the results of the 11th Deloitte Technology Fast 50 Turkey Program.

Over the last ten years, we have been placing the fastest growing Turkish technology companies in the spotlight. Every year, we discover new entrants and witness the inspirational growth of the previous winners, feeling proud of Turkey's technology companies as they get local and global recognition.

When we look at the past ten years, we see that 213 Turkish companies were ranked in the Program. Majority (56%) of the winning companies were in the software sector, while 19% were in communications, 9% in media, and 8% in hardware. Within the same period, these companies made it to the EMEA Fast 500 list over 260 times... winning the EMEA #1 honor twice in 2009 and 2011. Being part of the Fast 50 "Club", the winners continue to draw attention to their growth, capabilities, and potential.

This year's overall winner is **Bilgikent Bilişim** with a four-year total growth of 16,015%. **SNI Teknoloji** ranked second with a growth rate of 6,355%, while the third winner is **Hype**, a performance marketing agency, with a 4,894% growth. As always, the top 50 winners represent a wide variety of business sectors including, but not limited to, fintech, digital marketing, e-commerce, cyber-security, enterprise resource planning, learning technologies, defense technologies, entertainment, and mobile platforms. In this report, you will find more information about their profiles and perspectives of their executives, as gathered through our annual CEO survey.

Deloitte Technology Fast 50 Program aims nothing but to encourage our technology ecosystem to innovate, excel, and inspire further. We believe that these recognized winners will lead the growth and development in the industry.

We would like to thank our long-standing partners MOBILSIAD, TBD, TBV, TESID, TTGV, TUBISAD, and YASAD for their collaboration and support in making this program a success. Deloitte is proud to be part of this distinguished community and help our technology companies earn the global recognition they deserve.

Congratulations to all winners! I hope you enjoy this year's report.



Tolga Yaveroğlu
Partner,
Deloitte Turkey
Technology, Media and
Telecommunications
(TMT) Industry Leader

Overview

Welcome to 2016 Deloitte Technology Fast 50 Turkey¹, the local appreciation of high growth technology companies and part of the global celebration of fast growing technology companies.

Information and communication technology (ICT) companies have a key role in today's digital revolution. Technology and innovation have the capability to dramatically impact social structures and entire economies, and this capability will increase drastically by rapidly growing technology providers and users. By 2020, it is anticipated that there will be over 26 billion Internet-connected devices and over 4 billion global Internet users².

This will lead to an increasing demand for digital products and services, and to an important growth in the ICT sector. The current global consumer demand has largely been met by a relatively small number of companies both globally and locally. Businesses and start-ups, globally and locally need to and are acting now not to miss out on a rapidly growing digital population and to become a part of the ongoing digital revolution. Turkey, with its vivid ICT sector, has a great potential to reap the benefits of emerging technologies and capitalize on the opportunities presented by the digital transformation and beyond. Turkey continues its upward trajectory in the ICT sector especially building on the background of improving digital skills in the population and intensifying mobile consumer usage patterns. Turkey is ranked 48th according to the Global Information Technology Report 2016's Networked Readiness Index (NRI) and remains in the top third of the rankings in terms of its business and innovation environment, a good basis from which to push further ahead.

Turkish ICT sector has grown by 18% (based on TL) and reached to a size of 83,1 billion TL in 2015, with Information Technologies market size being 27,4 billion TL and Communications Technologies market size being 55,7 billion TL³. Although there is a role of the depreciation of the Turkish Lira in this growth rate, the growth of the sector is still impressive and exciting.

Turkish ICT sector has also expanded in terms of workforce and reached to 113 thousand employees. Another important success story in the ICT sector in 2015 has to do with its improving export power. The exports of the sector has doubled since the previous year and reached to the level of 2,2 billion TL. The expectation is to see an increasing presence in international markets going forward. The results of our CEO survey conducted within the scope of our Technology Fast 50 program, asking CEOs about their growth strategies, future expectations and challenges ahead, reveal facts that are parallel to this expectation. According to our survey, over the next 5 years, the percentage of companies primarily focusing on international markets is expected to increase from 9% to almost 30%. Currently, Middle East and Africa region is the main geographic focus of the technology companies, followed by Western Europe with 45% and 30% respectively. The CEOs declare that in the next five years the best opportunity geographies will continue to be Middle East and Africa, Europe and CIS. The top 3 markets that they would like to invest are USA by 27%, Iran and UK share both the same by 21% and Germany by 18% of the respondents.

¹ This year, Fast 50 list consists of 51 companies as two of the firms have the same growth rate and share the same ranking.

² The Global Information Technology Report 2016: Innovating in the Digital Economy, World Economic Forum

³ Information and Communication Technologies Sector: 2015 Market Data, TÜBİSAD and Deloitte

This positive snapshot of the ICT sector is expected to remain and even improve in 2016 according to Deloitte analysis. It is expected that the sector's growth rate will be between 15% and 20% in TL based calculations and between 5% and 9% based on USD based forecasts. This growth expectation is also shared by the CEOs of the ICT sector in Turkey.

Although the expectations of the CEOs with regards to general economy continue to be uncertain this year, the percentage of the CEOs who believe that the economy will grow in the next 12 months have increased to 42% from last year's figure of 37%. In parallel to this increasing positivism, the percentage of the CEOs who believe that the economy will stay stable or shrink has decreased to 57% from last year's figure of 63%. The confidence levels of the CEOs in terms of sustaining their companies' growth levels are also more optimistic compared to the previous year. This year the overall share of "extremely confident" and "very confident" increased from 74% to 85%. The percentage of CEOs foreseeing organic growth as the main source of growth in the next 12 month outlook has decreased to 70% from 74% in 2015, yet it still remains the main source of growth over the next 12 months.

Technology CEOs are still hesitant about VC and private equity investments as well as merger with a strategic partner options similar to last year. Having exceptional and unique products and high quality employees are seen as the top two factors to success among the Fast 50 companies in the technology sector this year. Although there was a 14% decrease compared to last year, developing leaders and delegating responsibility is again indicated as a more significant topic on the list of personal challenges for the CEOs.

These important challenges with regards to human capital facing the sector in the eyes of CEOs will likely to be met by the growing interest of generation Y to the sector; generation Y both globally (46%) and locally (63%) lists the Technology, Media and Telecommunication (TMT) sector as their first choice to work in⁴. And in parallel, "TMT" sector remains as the main sector that the CEOs think that it has potential for the current and future business plans. Therefore, the human capital need that the current and future business plans in the TMT sector create is likely to increase and is also likely to be met by a young, innovative and dynamic Y generation.

The technology companies have a key role in creating this interest in the sector and the upward trajectory of the sector with its vivid and innovative nature. Deloitte Technology Fast 50 Turkey 2016 celebrates the success of the sector and recognizes the 50 most dynamic and fastest growing technology companies contributing to it. The evaluation is based on the revenue performances of the companies over the last four years. The overall winner this year is Bilgikent Bilişim with a growth of 16.015%. SNI Teknoloji places the second rank with the growth rate of 6.355% in 2016 program, while the third winner is Hype with a 4.894% growth rate.

Of the 50 winning technology companies, 72% of them are in software business, 12% in hardware and 10% in communications sub-sector; given high importance to research and development activities, achieved an average growth of 846% this year. According to 52% of the CEOs of the Fast 50 companies, "Investment in R&D and Innovation" is indicated as the key stimulator of growth in the technology sector.

R&D and innovation will continue to be the main drivers of growth in the future of the sector. Additionally, 67% of the CEOs indicate that "digitization and mobility" will be the most important driver of technology investments in the next three years.

We are very happy with the success of our Fast 50 program and again very excited by the performances of all the winning companies. 79% of the Fast 50 CEOs indicated that they had "improved marketing and media recognition" as a result of being a past Deloitte Technology Fast 50/500 winner. Furthermore, approximately every 1 CEO amongst 2 indicate "enhanced employee morale" as the second most important benefit received out of the program.

The number of Big Star companies i.e. the fastest growing companies that have achieved € 50.000.000 or more in revenues during fiscal year 2015 have increased from 1 to 5 this year. These "Big Stars" reflect the growth in the sector while also demonstrating that even large companies can remain nimble, posting impressive year-over-year growth.

The impressive success of Turkish companies excites us and we are honored to have them in our Deloitte Technology Fast 50 program. Congratulations to our 2016 winners, and we wish to see their achievements continue in the future through creating powerful connections.

⁴ Deloitte, Mind the Gaps: The 2015 Deloitte Millennial Survey

Technology Fast 50 Turkey Program

The program celebrates Turkey's fastest-growing high-technology companies. The awards identify the trends that are shaping the technology, media and telecommunications sectors today. Based on revenue growth percentage over a four year period, the program includes companies from all related industry sub-sectors:

- Hardware
- Software
- Communications
- Media
- Life Sciences
- Clean Technology

To be eligible for Deloitte Technology Fast 50 Program, companies must meet the following criteria:

- to be a technology company which:
 - develops proprietary technology that contributes to a significant portion of the company's operating revenues
 - manufactures a technology-related product
 - devotes a significant effort to research and development about technology

- to be in business for a minimum of four years
- whose parent company must be Turkish owned and headquartered in Turkey
- whose operating revenues must be at least 50,000 Euros for 2012 and 800,000 Euros in 2015.

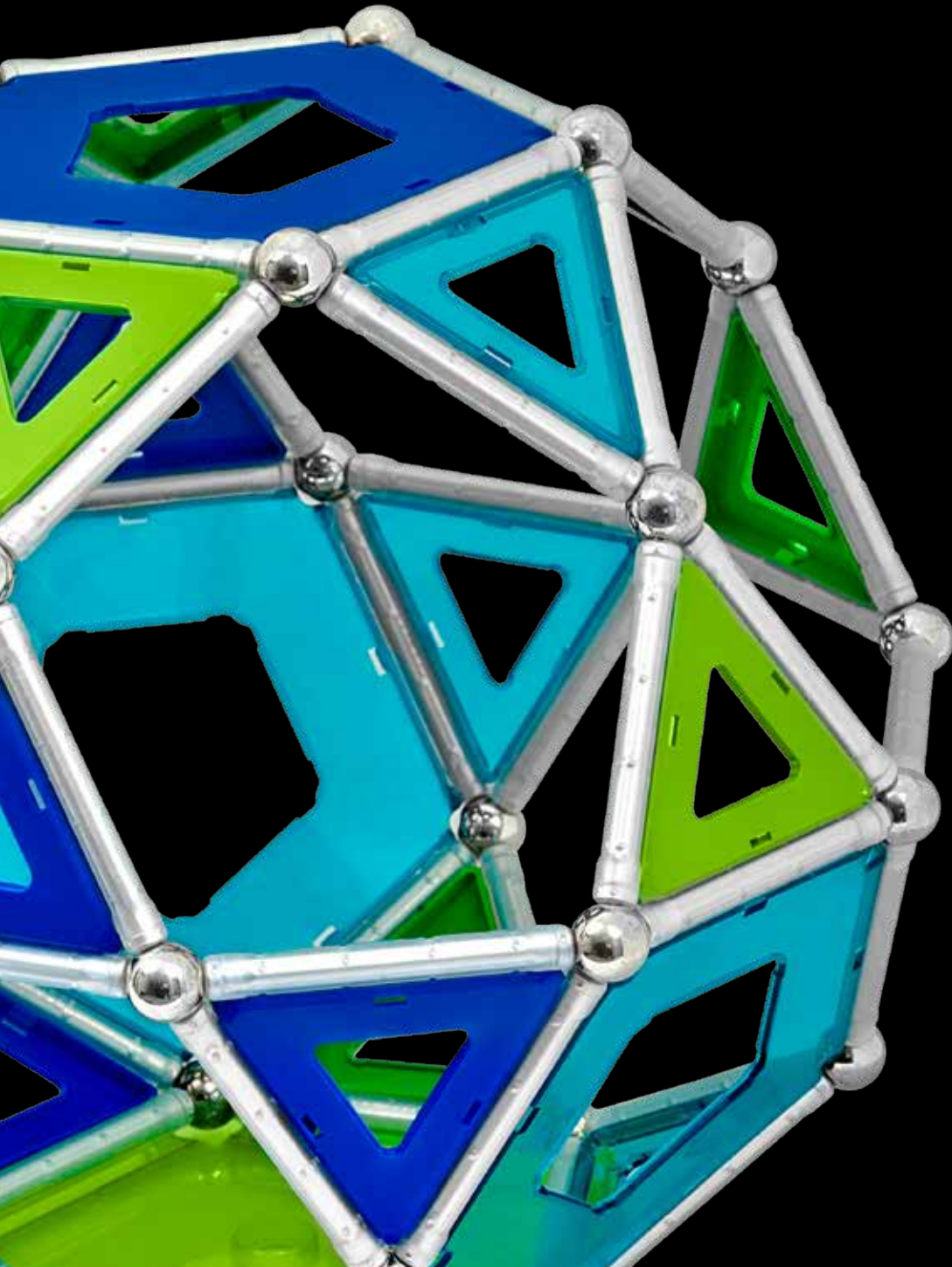
Deloitte Technology Fast 50 Program is part of Deloitte's global Fast 500 program which runs simultaneously in countries such as USA, Canada, United Kingdom, France, Norway, Sweden, The Netherlands, Germany, Central Europe, Israel, South Africa, China, Australia, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Singapore, Taiwan, Thailand, South Korea and Finland.

The benefits of participating at Technology Fast 50 program

Technology Fast 50 winners receive exposure and recognition upon release of the rankings from both the media and business communities. The benefits are significant:

- Networking opportunity with other fast-growth Turkish technology companies and business organizations at our awards ceremony
- Networking opportunity with other fast-growth technology companies and business organizations from around the world through Deloitte Technology Fast 500 EMEA Program.
- Access to leading edge industry research and commentary
- Recognition from the business and financial communities
- Benchmarking opportunity with similar companies
- Increased attention from the business and investment communities
- Media coverage

Deloitte Technology Fast 50 is a program that recognizes fast growing technology companies



Technology Fast 50
Turkey 2016 Partners



Mobilsiad

Established in 2009 with 24 members and comprising the representatives of the value-added mobile services sector, MOBİLSİAD (Mobile Service Provider Businessmen's Association) was founded to develop solidarity and cooperation between mobile service providers who offer value-added products, services and technologies over a "mobile technology platform" in communication, IT and media sectors. MOBİLSİAD aims to increase the service quality and efficiency of the sector, setting sector-specific codes of conduct and making them functional among members, thus enabling the sector to operate under conditions of competition, looking for solutions to eliminate the problems experienced at national and international levels in line with the common interests of the sector companies. The Association facilitates globalization and competition of the sector players in foreign markets by strengthening the perception of the industry in national and international markets, and developing relations with regulatory public bodies and operators to ensure sectoral growth. To this end, MOBİLSİAD carries out several projects to notify and guide people, and acts as a non-governmental organization with the goals of raising the awareness of leading sector players and end users.



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www.mobilsiad.org.tr

Türkiye Bilişim Derneği

Informatics Associations of Turkey (IAT) has been established in 1971 and currently have reached to more than ten thousand members. IAT which is the oldest ICT association, is also the only institution in Turkey, which intends to embrace all information systems professionals as well as those other professionals who benefit from and associate themselves with information systems in any manner when performing their respective professions. The principal goal of IAT is to help the advancement of theory and practice of computer science and related sciences and technologies in Turkey and to promote widespread utilization of information systems in the country in order to reach to the ideals of information society.

TBD is a member of Council of European Professional Informatics Societies-CEPIS and sole representative in Turkey.



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Türkiye Bilişim Vakfı

Aiming at "a Turkey that is transformed to information society", TBV, continuously works for accelerating the process of transforming Turkey into an information society. TBV also continues informing and making all the sections of the public conscious for disseminating the ICT culture to everyone, for increasing the computer literacy, and for providing the necessary infrastructure for information to be freely moved and shared. It is also aimed that the share of ICT investments in the general economy will reach the average EU member countries' and needed information and communication technologies support will be provided for restructuring the government. Working for promoting usage of international quality standards and software development methodologies and tools along software producing companies, TBV also supports the establishment of techno parks in order to encourage R&D activities in the ICT sector besides creating models for academy-industry cooperation.



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TESİD

TESİD (Turkish Electronic Industrialists Association) has completed its establishment in 1989 by 24 founder members upon the incitement of the authorities of the Ministry of Industry and Trade by the Representatives of Electronic Industry companies, Universities. Presently, TESİD has 160 members belonging to 70 different industrial companies and its membership is open to all companies working in the field of electronic industry, information technologies and related service sector who produce good and/or implement R&D in Turkey. The Electronic Industries in Turkey are organized in an independent association in order to deal with the common interests of the individual companies. It is our wish to develop TESİD into an organization which is perceived as; reliable, innovative, independent, continuous, liberal and participative by its members and the community.



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TTGV

TTGV was founded in 1991 as a result of public-private cooperation in order to introduce technology to the real world by providing support for the private sector's technology and innovation projects in Turkey. We are an unique organization as the "the non-profit/implementing agency" model in Turkey, which is acknowledged and well-recognized in the European Union as well as in the advanced economic systems in the world. Among seven foundations established in Turkey by law, TTGV is the only one which is providing services in the field of technology and innovation. Since we aim at diversifying and extending the scale of our activities by using revenues that we derive from our services and by generating new resources, we have a profile that is close to "non-profit business" model. For a detailed information about us please visit our website. www.ttgv.org.tr



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TUBİSAD

Turkish Informatics Industry Association (TUBİSAD), established in 1979 dedicated to the growth of ICT Industry in Turkey, has a group of members comprising of nearly more than 200 very prestigious ICT companies of which are Software Developers, Hardware Manufacturers, Hardware and Software Distributors, Telecommunication Companies, System Integrators, Local Subsidiaries of IT and Communication multinational companies and/ or Consultants. The primary objective of TUBİSAD is to act for the growth of ICT industry in Turkey, to be the voice of ICT industry in Turkey and to develop and foster relations with counter parties globally. TUBİSAD aims to encourage, inform and direct its members and the sector to keep up with current developments in the World and in Turkey, and thus promote investment and create business alternatives. As of 08.21.2015, TUBİSAD (Informatics Industry Association), has been authorized by the Ministry of Environment and Urbanisation as "Authorized Organisation" to perform the collection and recovery of WEEE (Waste Electrical and Electronic Equipment).



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www.tubisad.org.tr



YASAD

YASAD (Yazılım Sanayicileri Derneği or Software Industrialists Association) is a non-governmental organization representing the software sector in Turkey. It comprises most of the local software producers, including the leading ones. The association endeavors to help the Turkish software sector attain a world-class development level. Its mission is to place Turkey in the list of major global players who export software and related high value-added technological products, and continuously improve its position, converting the sector into one of the driving forces of the Turkish economy. YASAD undertakes activities to create public awareness regarding the strategic importance of the software sector for Turkey, stressing its potential in exports with high value added, role in national security, economic growth, welfare and reduction of unemployment rates, and explaining the capabilities of the national software sector.



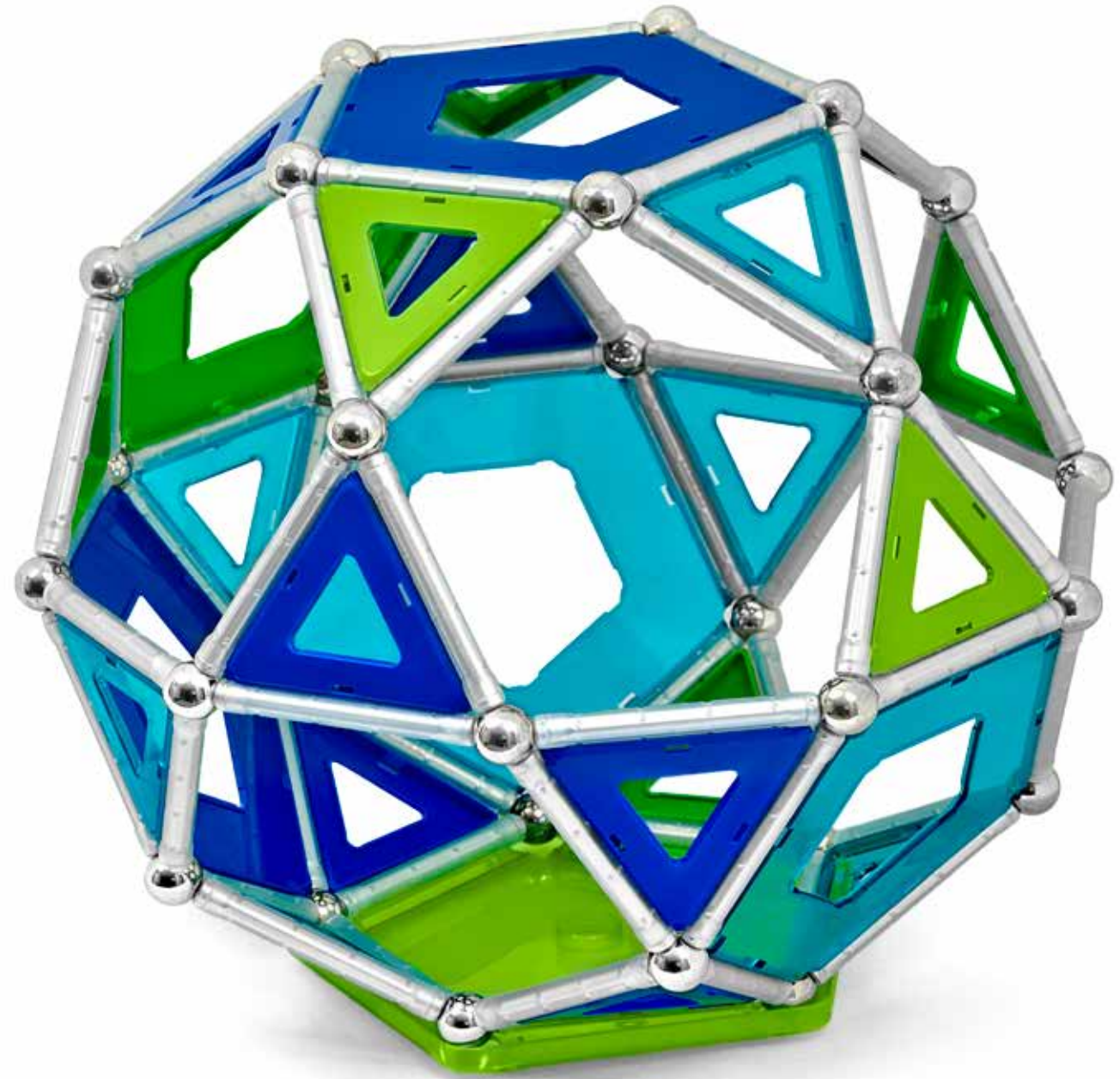
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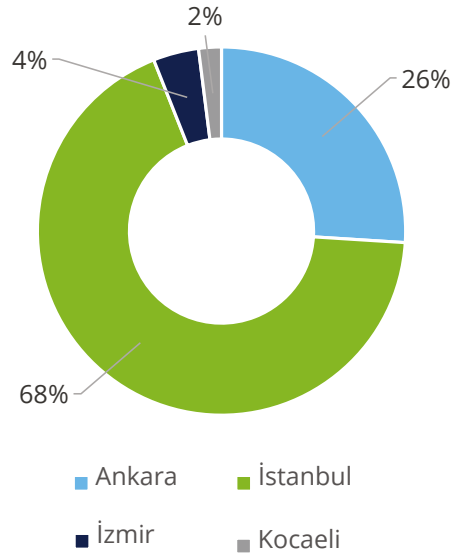
www.yasad.org.tr



Fast Facts

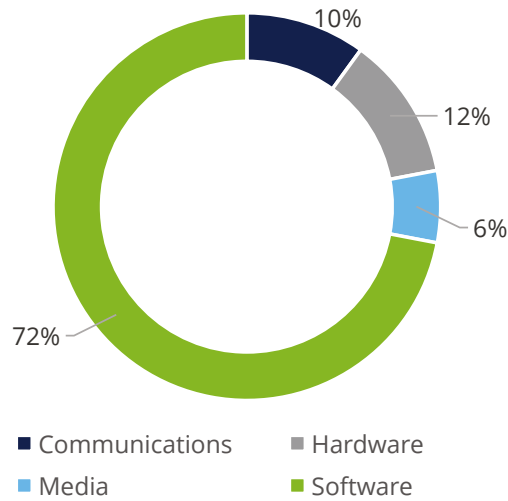


Fast50 Winners Geographic Distribution



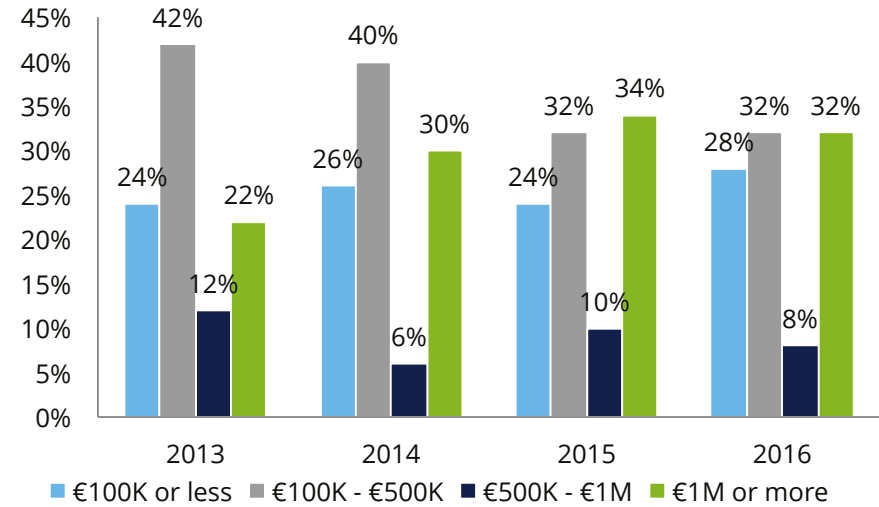
This year as in previous years technology companies that are based in Istanbul continue to dominate the list, whereas 13 of the winners are from Ankara, 2 from Izmir and another winner is from Kocaeli.

Fast50 Industry Segmentation



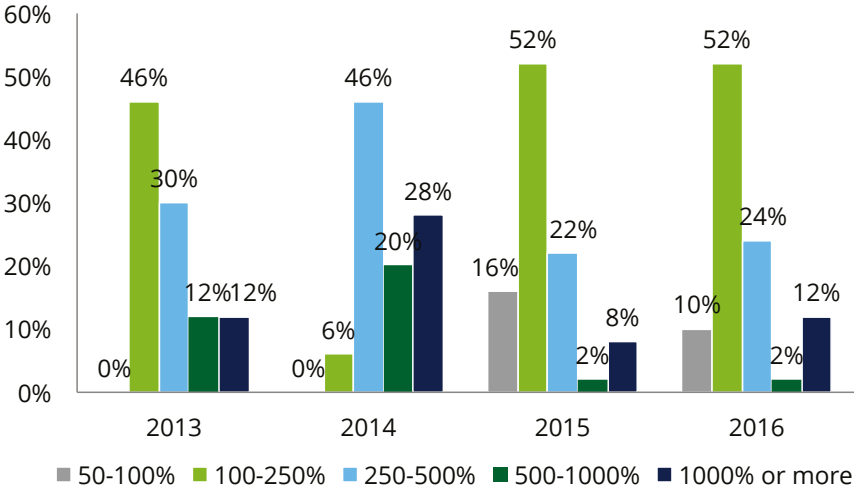
The software companies take the lead among the Fast 50 winner companies as in previous years with 72 percent share. Hardware companies' represent 12 percent while the share of communications and media remains at a 10 and 6 percent respectively.

Research and Development

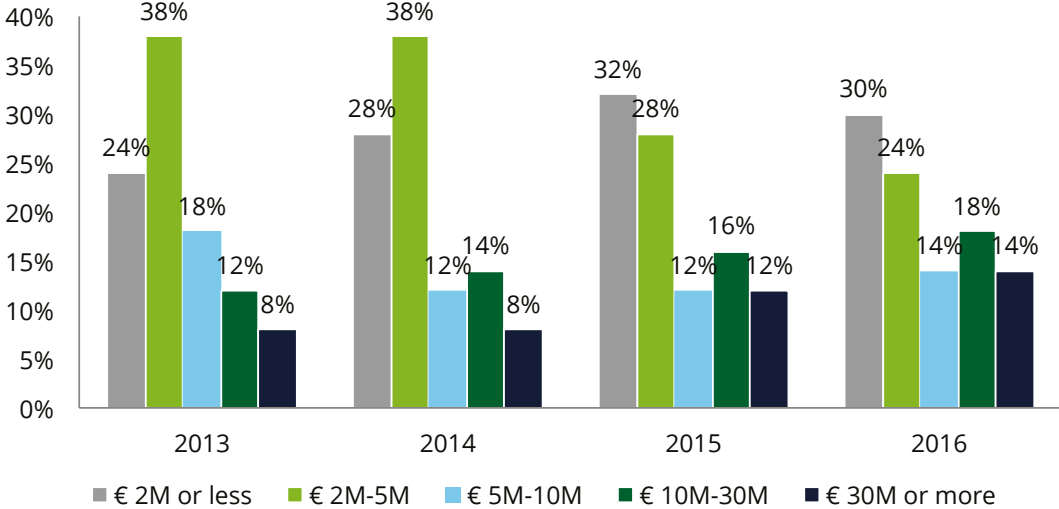


With a 2% decrease compared to last year the majority of the companies (16) spend €1M or more on research and development.

Growth Rate

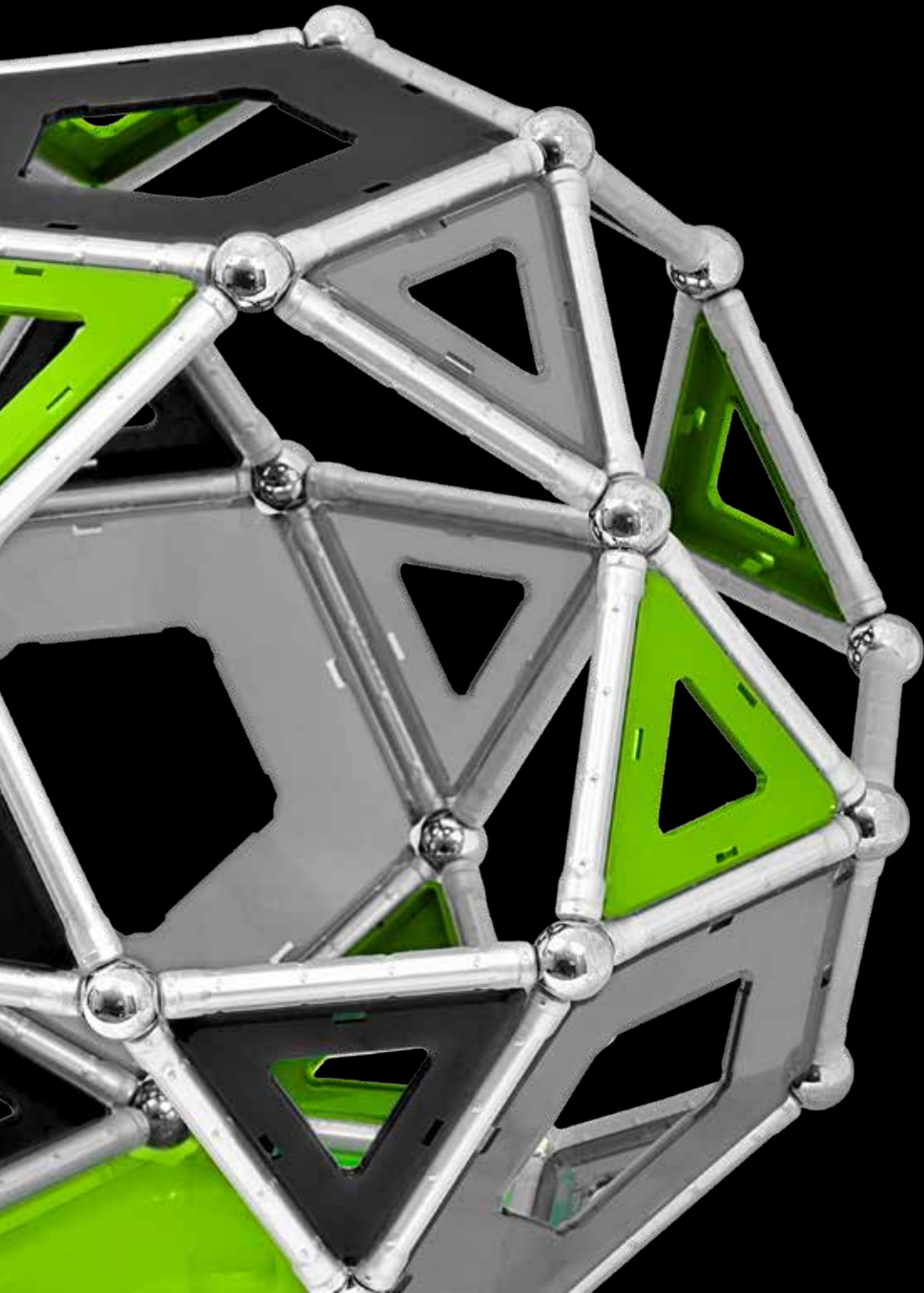


Revenues



As a reflection of the low economic growth period in Turkey in 2014 and 2015, there was no significant increase in the growth rates of companies and the growth rates have stayed similar compared to last year. The share of companies with 1000%+ increased only 4% and 500-1000% growth rate has stayed the same. In 2015, for the first time 50-100% growth rate category had a significant share of 16% and this year this category has decrease to 10%.

This year, the revenue breakdown of the companies that applied for the program has changed- the share of companies with €2M or less and €2M-5M revenues has decreased 2% and 4% respectively. 54% of the winning companies had annual revenues of €5M or less and 32% of the companies have more than €10M in revenues.



Technology Special Award

Technology Special Award is presented to the fastest growing company among Fast 50 Turkey companies that managed to make the shortlist 3 times consecutively.



Ayşe Nil Sarıgöllü
CEO, Cardtek Hardware Solutions

Cardtek Hardware Solutions

Cardtek Hardware Solutions was established in 2009 to provide innovative hardware solutions to the market. Specialized in POS Networking to offer high performance in transaction management and data transmission, Cardtek Hardware Solutions became one of the leading solution providers in the payment system industry.

The recently announced ManageATM solution is well accepted for remote management of ATM, Kiosk terminals and data centers. Collecting physical environment statistics in order to use in taking corrective and preventive actions, the system aims to decrease field support service and timing cost and increase availability and efficiency.



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534%

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Technology Special Award



Big Stars

This category recognizes the fastest growing companies that have achieved € 50.000.000 or more in revenues during fiscal year 2015. These “Big Stars” demonstrate that even large companies can remain nimble, posting impressive year-over-year growth.



Dr. Faik Eken
CEO, ASELSAN

ASELSAN

ASELSAN, the leading defense company of Turkey, is a high technology, multi-product company that designs, develops and produces genuine products reflecting cutting edge technologies to meet the requirements of Armed Forces and Public Security Entities.

ASELSAN provides its customers with high-tech system solutions for land, airborne, naval and aerospace applications in the fields of Modernization Solutions for All Platforms, Military Communications, Radar, Electronic Warfare, Electro-Optic, Navigation & Avionics, Weapon, C4ISR, Naval, Homeland Security and Traffic & Toll Collection Systems.

ASELSAN, with the firm belief that "a country's technological wealth is composed of the various technologies in its possession", allocates about 6% of its yearly turnover to R&D projects, which it finances through its own resources.

For the last 9 years, ASELSAN sustained its position in the world as being in the list of top 100 defense companies. Our objective is to become one of the top 50 companies in the world through the development of original and national opportunities and talents of the highest level.

Being the main solution provider for the Turkish Armed Forces, ASELSAN also sustains its competitiveness in the international arena, with its export to 49 countries and active participation in NATO and other international joint research/development and production programs. ASELSAN has become one of the significant members of global defense industry in terms of revenue and technological advancements.



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Deloitte Technology Fast 50
Turkey 2016 Big Star Award



Aydın Ersöz
CEO, Innova

Innova

Innova is a leading Turkish IT solutions company, software developer and integrator in Turkey with a team of more than 1,000 professionals which provides innovative software solutions and services, covering the entire project lifecycle from consulting, design, application development and integration, to support. Established in September 1999, Innova serves its bluechip client base from main offices in İstanbul and Ankara, a manufacturing facility for kiosks in İstanbul, as well as support offices in 12 cities in Turkey.

With more than 1000 people serving its clients, Innova has delivered solutions and services to customers in 36 countries to date. Major customers of the company are fixed line and GSM operators in Turkey and abroad, banks, as well as other prominent organizations in the manufacturing, public and service industries.



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TurkNet

Celebrating its 20th anniversary, TurkNet is Turkey's largest independent fixed-line telecoms service provider offering broadband Internet access, long distance telephony, corporate telecom, wholesale and hosting services.

TurkNet is an infrastructure-based operator, deploying Bitstream access and Local Loop Unbundling, as well as building its own fiber optic network. TurkNet operates its own IP-MPLS nationwide backbone and has POPs in all of Turkey's major cities. With its 24x7 helpdesk, advanced CRM, provisioning and trouble ticketing systems, as well as its highly qualified certified engineers; TurkNet is the leader in customer satisfaction. TurkNet is an innovative challenger offering services to residential users, businesses and carriers. TurkNet has a clear differentiation strategy: simple, transparent pricing with an emphasis on all-inclusive bundles; superior, friendlier and more flexible customer experience; and a focus on online sales and customer interactions. Since YE 2013, TurkNet has more than doubled its subscriber base and market share in the residential broadband segment, having become the top alternative operator in Turkey's telecom industry.

TurkNet also provides Voice and IP solutions to over a thousand businesses in Turkey. The clients include many of Turkey's top 500 companies, a large number of multinationals, as well as leading companies in the finance, IT, pharmaceuticals, logistics, insurance and retail sectors



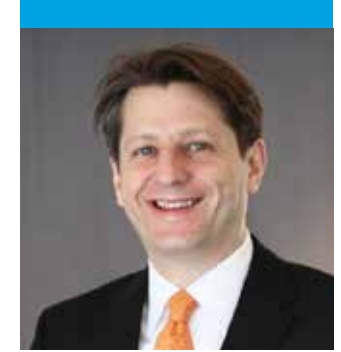
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Cem Çelebiler
CEO, Turknet





Umut İsmail Yeşilirmak
CEO, Bilgikent

BİLGİKENT

BİLGİKENT undertakes the system integration projects in the field of information and communication technologies of the technology group including Natek and Bor software companies. Since BİLGİKENT was founded in Ankara Hacettepe Teknokent in 2009, it provides its customers World-class information technology (IT) and turnkey solutions. Our company adopts customer and employee satisfaction policy with a first-class quality approach and also progresses rapidly towards becoming a reputable and reliable integrator not only in the national IT market but also in global market.



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BİMSA

BİMSA was founded in 1975 as an affiliate of Sabancı Holding and has become one of the leading information technology companies in Turkey with its 40 years of experience. The company aims to meet medium and large-scale companies' IT needs including application and business consulting, tailored enterprise solutions, operation, technical services, hardware and software.

BİMSA develops and adapts applications in various hardware and software platforms thanks to its experienced and expert staff. The company's main expertise areas include production, finance, human resources, supply chain management, industrial automation software, customer relationship management, product lifecycle management, business intelligence, portal management and decision support systems. The company uses state-of-the-art information technologies to develop its products and services to offer a competitive edge to its customers in e-business solutions, application development, SAP consulting, mobile applications, document management, service-oriented architecture technology, server operation and hosting. The services include cloud-based technologies such as Edoksis which enables the integration of e-invoice, e-archive and e-book; Pratis electronic purchasing platform and HR-Web software which is the human resources and payroll management platform each produced by in-house Turkish engineers.

The company is committed to its mission of "being a reliable business partner in business solutions" and focuses on meeting the needs of its customers in today's and tomorrow's business technologies.



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Tunç Taşman
CEO, BİMSA



The Winners:

Top ten companies



1. BİLGİKENT

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BİLGİKENT

16.015%

Umut İsmail Yeşilırmak

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Growth rate



CEO



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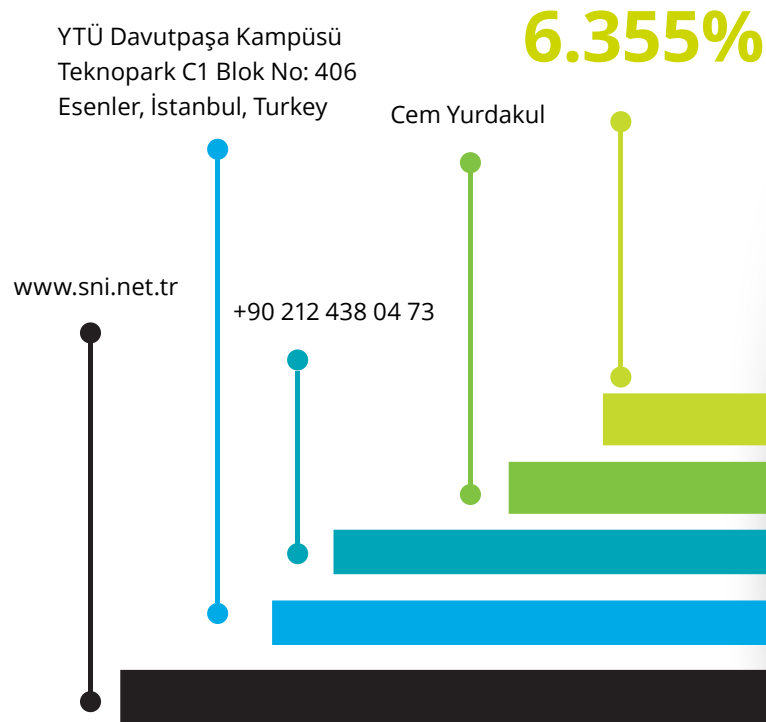
2. SNI

SNI is a computer technology corporation headquartered in Istanbul-Turkey, focused on e-invoice, e-ledger, e-archive and other interfaces & technologies.

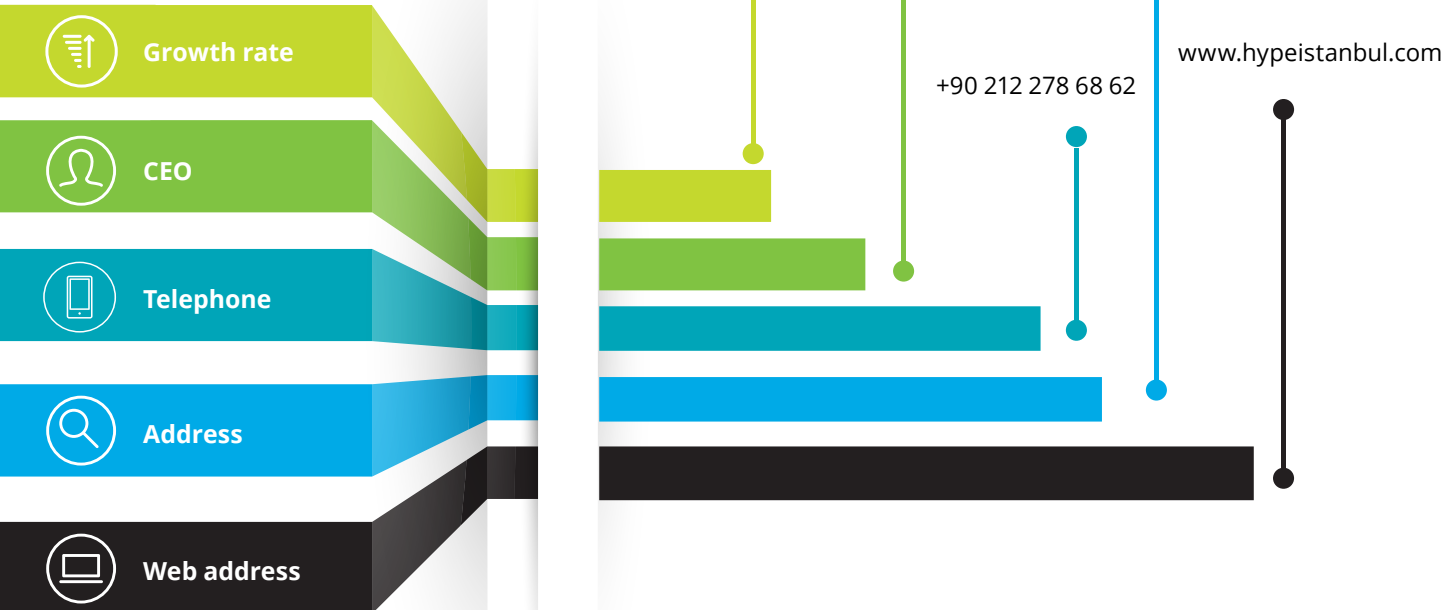
We provide solutions and services that reduce the risk and cost of maintaining compliance for the world's largest companies including Adidas, Nike, Puma, Deloitte, Geberit, Alcatel-Lucent, Ferrero, Osram, Hilti, MTU, Schneider, Merck, Tefal and 300+ clients.

Established in 2004 in İstanbul and registered as SAP Global Application Development Partner, Turkey's 2nd-fastest growing IT company (BT Haber, M2S) SNI operates globally in many countries with 50 employees.

Alongside software and e-government operations, SNI has executed challenging projects and achieved effective growth accordingly under the presence of SNI office in Poland. SNI has provided SAP outsourcing/recruitment services in line with the needs of World's most prestigious firms and carried out successful projects with the teams formed worldwide in over 50 countries.



hype



3. HYPE

Hype is a performance marketing agency that uses the latest available products and its own technology to meet the clients' sales and marketing goals at an optimum cost. Hype provides services in the fields of search engine marketing, search engine optimization, digital intelligence and creative solutions.

Our technologies consist of Incogito, Predi, and Ali the Reporter Slack Bot.

Hype has always been a company where the trends are followed closely.

More than just following them, we want to be a part of the trends, take them one step further. That's how Ali the Reporter was born: with the rise of chat bots. Ali the Reporter is a chat bot that helps people access their Google Analytics data right within the Slack app. You can send queries to Ali the Reporter in a chatting-like manner and he will answer with a graph, table, and text, giving the data he is asked for. It gives you easier access to your website's analytics and saves you time by not requiring a log in each time. Incognito is a business intelligence tool we built to assess a particular brand's search engine performance - both organic and paid.

It calculates a search engine visibility score based on the number of keywords a domain ranks for, search volumes and rankings of those keywords. This makes it possible to compare different domains or see how they performed in the past. There are also pre-defined industries where you can evaluate how a domain performed in that particular industry.

Predi is a forecasting tool for Google Analytics and AdWords. Predi analyzes main trends such as mobile device distribution, organic traffic volume or category seasonality and uncover the direction of the client's business with the power of data on Predi with just a couple clicks.

4. ARD GRUP

ARD Group Informatics is a trending company operating in the Hacettepe University Technocity Zone with project and operations in informatics, judicial software, medical technologies specifically sterilization processes, logistic warehouse systems, telecommunication and communication sectors. ARD Group has participated in many domestic and international projects as a software developer and integrator. Specific fields of expertise are information management, distance learning systems (DLS, LMS), smart class solutions, smart video conference, smart operating rooms and laboratory systems, traffic management systems, cyber security, disaster control & management, smart cities, cloud computing and social media monitoring & analysis.

The company also has important accomplishments in public law and security sector in Turkey with the biggest private sector judicial network project integrated with the national judiciary informatics system of Ministry of Justice, offering informatics services in a wide judicial spectrum from Bar Associations to police departments, from public prosecution offices to courts.

ARD GRUP is the proud developer of the logistical warehouses automation, communication and information infrastructure project for the Republic of Turkey Prime Ministry Disaster & Emergency Management Authority (AFAD) enabling management and tracking of the inventory in 27 logistical warehouses throughout Turkey with RFID technology.

Furthermore, ARD GRUP is the first Turkish Software Company to collaborate with 3M Infection Control Solutions and developed a software, branded and sold by 3M Global with full instrument tracking system integration, offering complete management of sterilization process for hospitals of all sizes.

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ARDGRUP

Growth rate



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Growth rate



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Address



Web address

5. anttech

anttech is a software developing, IT consulting and outsourcing company specialized in telecommunications, retail and call center sectors. The company has been established in 2005 and has been classified as a member of Turkey's First 500 Technology Companies (Bilişim500) for the last two years. The company's developer and consultant headcount is around 50 people. anttech delivers gamification based field sales applications, performance management systems, time management systems and business intelligence tools (qlikview). anttech's major customers are Turkcell, Teleperformance, Callus, Digiturk, Sephora. anttech has realized more than 150 project by 20.000 user in the last 5 years. The company helps its customers by focusing on easy to use, ready to implement solutions. anttech's vision is assisting the customers for the best solutions in reducing costs and process levels and increasing revenue and customer satisfaction through disruptive technologies.

6. Robotistan

Robotistan was founded in 2011 by 5 university students in Istanbul. The company has focused on supplying robotics and electronics materials, and providing research & development and engineering activities. Robotistan.com, which is the market leader in Turkey, supplies more than 4000 SKUs to developers and makers from stock in a short time.

Robotistan works on hardware solutions with leading expert engineer crew. The company, especially, deals with the area about IoT and robotics. In addition to this, development tools (boards) are produced for makers. The first and foremost, the company aims to carry its local success in e-commerce and hardware designing to global market. For this reason, the company has started to export self-developed products in 2016 and e-commerce services will also cover all over the world within this year.

robotistan.com



1.177%

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Growth rate



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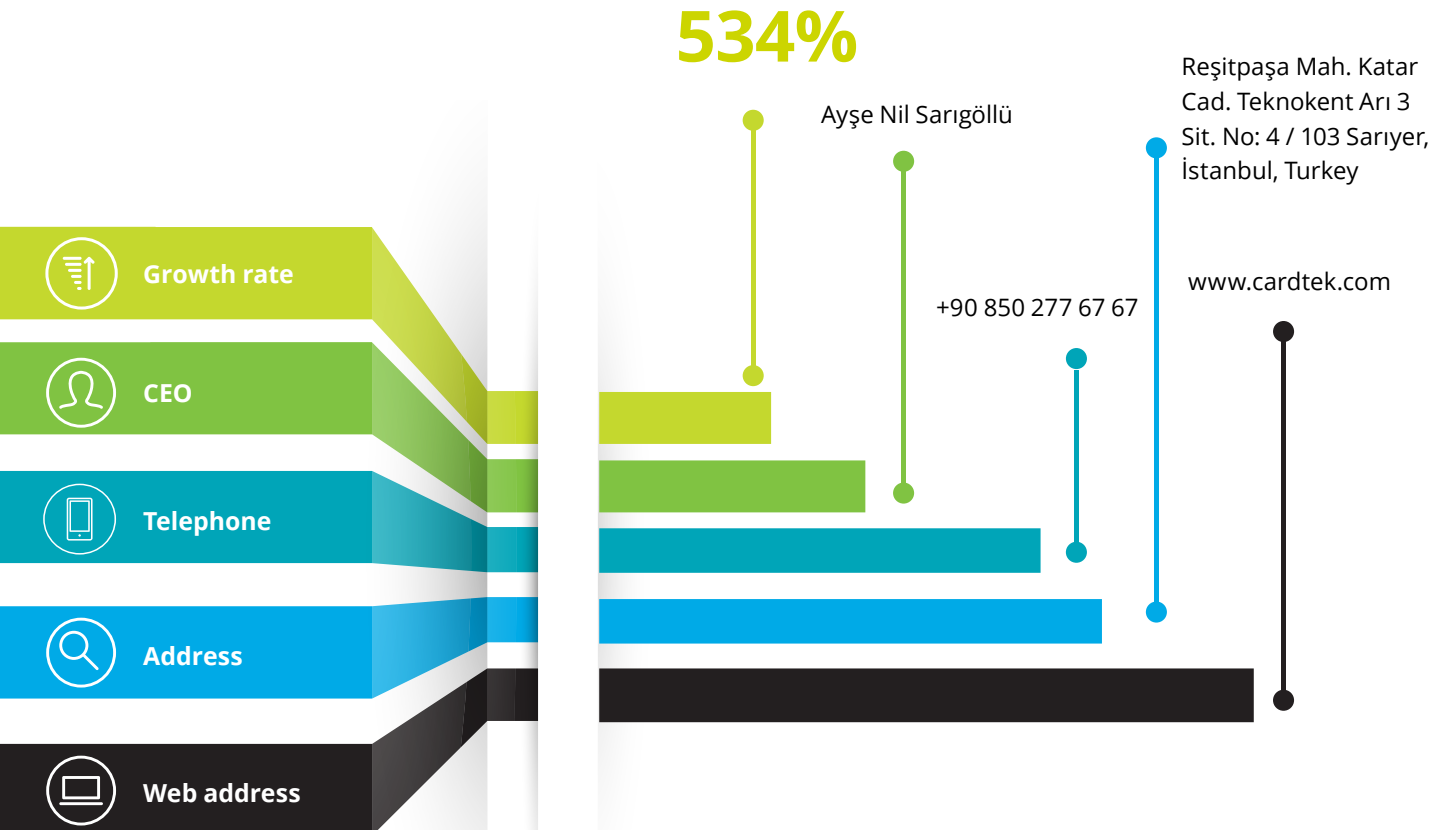




7. Cardtek Hardware Solutions

Cardtek Hardware Solutions was established in 2009 to provide innovative hardware solutions to the market. Specialized in POS Networking to offer high performance in transaction management and data transmission, Cardtek Hardware Solutions became one of the leading solution providers in the payment system industry.

The recently announced ManageATM solution is well accepted for remote management of ATM, Kiosk terminals and data centers. Collecting physical environment statistics in order to use in taking corrective and preventive actions, the system aims to decrease field support service and timing cost and increase availability and efficiency.



8. P.I. Works

P.I. Works, as our name implies, "Performance Improvement Works" is a leading provider of next-generation Radio Access Network (RAN) management solutions. P.I. Works' expertise which span over a decade combined with its commercially available product portfolio and services enable global Mobile Network Operators (MNOs) to improve their network quality, subscriber experience, and increase profitability.

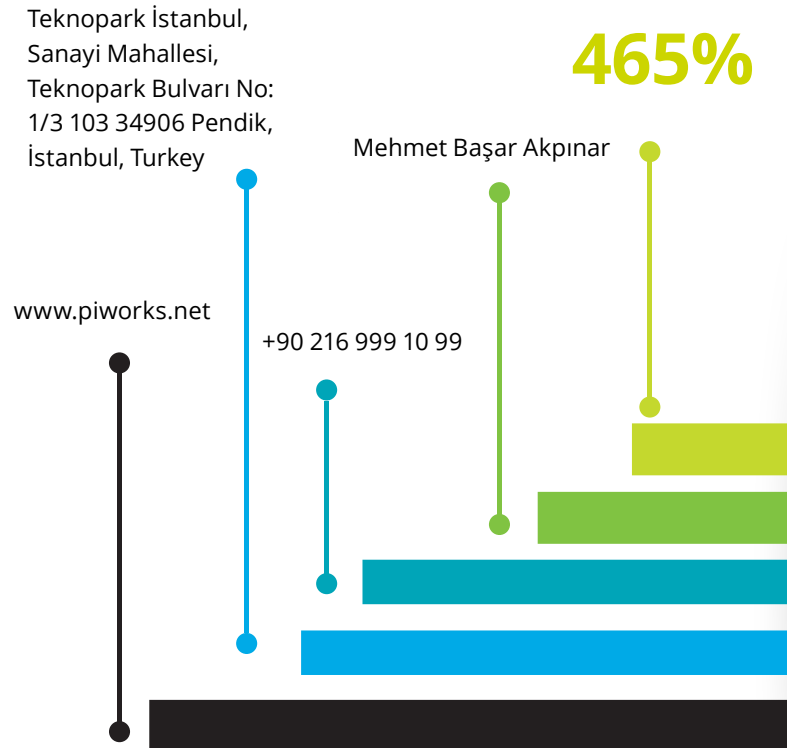
P.I. Works' state-of-the art product portfolio, unified Self Organizing Networks (uSONTM), automates optimization and operational tasks of complex mobile networks 24/7 to increase quality, capacity and coverage. The results are improved subscriber experience, along with substantive OpEx and CapEx savings for mobile operators.

uSONTM supports heterogeneous networks and all radio network technologies including LTE, HSPA, UMTS, CDMA, GSM, WiFi, and WiMax. It is also vendor independent, and it provides an objective analysis of the MNOs' network for all major equipment vendors like Ericsson, Huawei, Nokia, ZTE, Samsung, ALU, etc.

uSONTM also significantly reduces energy consumption by turning down cell sites which are not efficiently used, and reducing CO2 emissions by dramatically cutting down drive testing, both of which help to save the environment. P.I. Works has deployed its solutions for 38 MNOs in 27 countries. P.I. Works was founded in 2005, and it currently has 6 offices around the world: Headquarters in Istanbul, and offices in Silicon Valley, Reston, Singapore, London and Bucharest. P.I. Works is an active member of the European Telecommunications Standards Institute (ETSI) and plays an important role in the 3rd Generation Partnership Project (3GPP) standardization forum that is focused in the area of SON (Self Organizing Networks). For more information, please visit P.I. Works website at www.piworks.net

P.I. WORKS

PERFORMANCE IMPROVEMENT



- Growth rate
- CEO
- Telephone
- Address
- Web address



432%

Bülent Morten

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Growth rate



CEO



Telephone



Address



Web address

9. BNTPRO

BNTPRO was established in year 2007 is running its activities in Turkey in the form of authorized education and support centers of companies such as Juniper Networks, F5 Networks, BlueCoat and PulseSecure. Besides the Istanbul and Ankara Offices, the company has contracted business partners in 8 different locations all over the country and together with them providing Project based services to Turkey and different countries like Azerbaijan, Bulgaria, Bosnia and Herzegovina, Dubai, Romania, Kosovo, Turkmenistan, Palestine, Iraq, Egypt, and Lebanon.

BNTPRO staff, consisting of trainers approved and authorized by the respective vendor companies and of specialized technicians holding upper level field certificates, is providing installation, training, technical support and consultancy services to companies and institutions concerning data networks and all related subjects. The BNTPRO data center laboratories are equipped with a rich device inventory, which facilitated BNTPRO's testing and simulation of the infrastructure designs and service-device performance requirements of its customers, as well as the pre-sales services provided to the vendors who are its business partners. The company which until now has allocated a budget of about 5 million dollars for hardware and software intended only for training and laboratory use and is already planning more investment in this area.

BNTPRO's software team is developing software solutions intended to satisfy the data network infrastructure needs of the institutions and companies. The "One Time Password-OTP" product which can be integrated with all vendor independent remote access, network Access control systems and which can be individualized according to any of the client's needs, has been preferred by a lot of institutions and enterprises in our country.

BNTPRO which has received many awards in its service field until now, was lately assigned in year 2016 by Juniper Networks for the award of South Region Partner of the Year.

10. Logsign

As a next-gen, all-in-one SIEM solution, Logsign is primarily focused on Security Intelligence, Log Management and easier Compliance Reporting. Logsign unifies the view and monitoring of cloud and local data, increases awareness via smartly designed, security-oriented dashboards and provides clear understanding of machine data and enables reliable, actionable insights in real time.

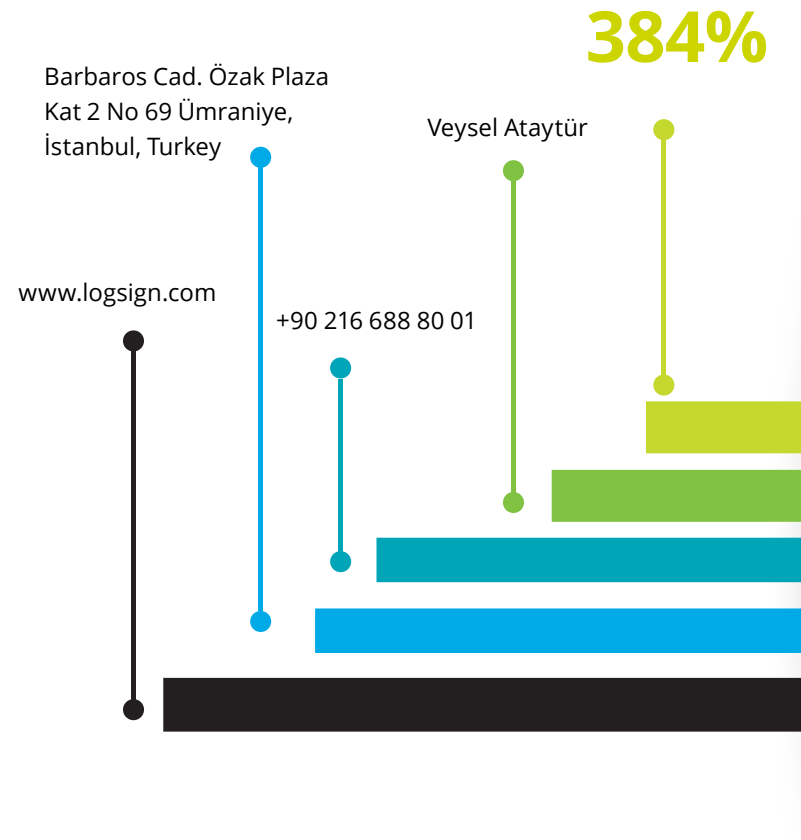
Logsign core features are Log and Event Data Centralization, Event Mapping, Real-Time Correlation and Historical and Real-Time Analysis. Logsign collects all logs and event data comprehensively from various sources such as firewalls, routers, IDS/IPS, network devices, Windows, Linux/Unix, databases, VMware ESX, mail servers, web servers and many more.

It is easy to deploy within a week via more than 200 ready integrations and free plugin services and always ready to scale. Logsign enables faster indexing, search, clustering, unlimited storage and distributed backup by its NoSQL, HDFS embedded architecture. Logsign has an extensive correlation library with hundreds of predefined rules to detect anomalies and threats, also mining historical data in real time. Concerning out-of-the box correlation, Logsign triggers real-time alerts by sms or emails and already responds automatically for improving security. Logsign enables you to stay compliant and ready with forensic investigations via automated compliance reports, digital hashing, digital signature and long term archiving for compliances such as PCI DSS, HIPAA, ISO 27001, FISMA, SOX and others.

The user-friendly platform backed up by a diligent technical support team provides customers a reliable solution for an affordable price in today's SIEM market. More than 400 local and global enterprises and SMBs have deployed Logsign since 2012. Our community of satisfied customers is growing day by day as we continue with our focus on delivering added value for our customers.



Logsign



Growth rate



CEO



Telephone



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Web address



Technology Fast 50 Turkey 2016 Winners Profiles*

*Winner companies excluding top 10, listed alphabetically.



7/24tikla.com

Software



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www.724tikla.com



The website www.724tikla.com, which operates in the e-trade sector since June 2010 with high level of dynamism, continues to grow during 6 years by strengthening its brand name. With the motto of "smiling face of online shopping" 724tikla.com offers services in about 21 categories with more than 200.000 different products from various brands. Its user friendly interface, simple directions which doesn't bother its customers sustains an easy and enjoyable shopping environment.

Its young and dynamic team, with their solution oriented approach, takes fast decisions in order to support the effectiveness of company's operations.

By continuously targeting customer satisfaction, improved security and high quality in every aspect, the firm has become the main driving force of the firm. This has been also registered by the official quality award of ISO 9001:2008.

Relatively low shipment and delivery times, increased security precautions, customer oriented in-house developed technology, informed and educated customer services are some of the factors which differentiates the firm from others.

Agito

Software



Bahadır Emre Omacan



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Agito was founded in 1997 by insurance industry professionals with the aim of providing information technology products and services to insurance industry. Agito invests in multiple areas ranging from state-of-the-art software development technologies (JEE, OOD) to software development life cycle (SDLC) methodologies; from international project management practices (PMI) to IT service management frameworks (ITIL), leveraging its ability to deliver high quality and high productivity business platforms and all the necessary post-project services for system sustainability with the lowest total cost of ownership in the market. Believing in the open systems approach, Agito has strengthened its competencies on open enterprise initiatives, by partnering with leading enterprise solution vendors and by investing continuously in Oracle and Java technologies. Agito has 140+ employees, with more than 110 highly skilled and trained software engineers, business analysts and project managers.

Built on its flagship product Agito Insurance Management System, Agito has a suite of solutions for all lines of insurance business, General Insurance (Agito GI), Life and Pension (Life4You) and Health (Agito Health). Besides being a market leader in core insurance solutions with coverage of up to 33% of the Turkish Insurance Market, Agito complements its products along with Intelligent Health Insurance Provision System (Agito Medclaim), Underwriting module for Health Insurance (Smart Underwriting), Islamic Insurance concept which is grounded in Islamic Banking, observing the rules and regulations of Islamic law including Wakala Model, Mudaraba Model and Hybrid Model (Agito Takaful), Public Institutions Integration (Agito Integrator) and Legacy System Modernization solutions delivered to insurance companies. Agito has also custom GL (Agito General Ledger) solution that can be tailor made to the insurance companies.

Ankaref

Software



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www.ankaref.com



Having been established in 2007 to produce solutions in the field of the Internet of Things (IoT), Ankaref has taken important steps toward being an 'IoT Service Provider' with its successful projects completed in a short period of time, and has become one of the most prominent actors in the sector.

In addition to its headquarters in Ankara, Ankaref renders services in its İstanbul branch as well. With its powerful team, it pioneers innovation-based developments in Technology Development Zone of Middle East Technical University

Ankaref produces solutions to minimize human errors, ensure proper management of processes and reduce operating costs in various fields, particularly in the production and service sectors. By developing R&D-based technological products and presenting a wide range of approaches to problems, it always manages to be one step ahead of its rivals. While Ankaref's identification and auto ID projects that started in the fields of librarianship and museology have caught attention predominantly in the public sector, it also engages in successful projects in the spheres of retail business, textile, health and industry.

Heading toward being a world brand with its projects and solution partnerships in the international arena, Ankaref is proud of being one of the local companies with global competitive power that it has gained in a short period of time thanks to its sustainable productivity.

Having started out with the objective of "constructing the future as of today", Ankaref aims to be a leading exporter organization with high value-added solutions.

Arvento

Software



Özer Hincal



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www.arvento.com



Arvento Mobile Systems is a technology company specialized in designing, developing, and manufacturing mobile tracking technologies and telematics products.

Arvento, the market leader in vehicle tracking systems and fleet management industry in Turkey, carried its success to foreign markets, as well. Today, Arvento has more than 47.000 clients and its technology and products are being utilized in more than 600.000 vehicles in 23 different countries.

Arvento is one of the fastest growing and most innovative companies in the vehicle tracking and fleet management industry, worldwide. Turkcell, the leading GSM operator of Turkey, has chosen Arvento as its "Golden Partner" and awarded Arvento as the "Most Successful Corporate Data Application" each year from 2006 through 2014.

ASELSAN

Hardware



Dr. Faik Eken



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aselsan

ASELSAN, the leading defense company of Turkey, is a high technology, multi-product company that designs, develops and produces genuine products reflecting cutting edge technologies to meet the requirements of Armed Forces and Public Security Entities.

ASELSAN provides its customers with high-tech system solutions for land, airborne, naval and aerospace applications in the fields of Modernization Solutions for All Platforms, Military Communications, Radar, Electronic Warfare, Electro-Optic, Navigation & Avionics, Weapon, C4ISR, Naval, Homeland Security and Traffic & Toll Collection Systems.

ASELSAN, with the firm belief that "a country's technological wealth is composed of the various technologies in its possession", allocates about 6% of its yearly turnover to R&D projects, which it finances through its own resources.

For the last 9 years, ASELSAN sustained its position in the world as being in the list of top 100 defense companies. Our objective is to become one of the top 50 companies in the world through the development of original and national opportunities and talents of the highest level.

Being the main solution provider for the Turkish Armed Forces, ASELSAN also sustains its competitiveness in the international arena, with its export to 49 countries and active participation in NATO and other international joint research/development and production programs. ASELSAN has become one of the significant members of global defense industry in terms of revenue and technological advancements.

Baylan

Software



Emray Baylan



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Mega Plaza B Blok İzmir, Turkey



www.baylanbilisim.com



Baylan Mobil Otomasyon was founded in 2008 by Emray & Anil Baylan and continues to be a family owned and operated mobile vehicle tracking technologies, telematics products, and custom M2M project solutions company. As a privately held company, Baylan freely strives to implement its core philosophy of achieving success by being of service to its clients, an asset to its employees and a partner to its service providers.

A heritage of hard work, integrity, and gratitude that came from their fathers' vision, have clearly demonstrated that these character traits are Baylan's path to long term success. We believe that the best way to ensure profitability is by putting people and principals first and foremost. We look forward to serving our current and potential clients with warmth and service that is quite hard to achieve in the technology industry.

We hold more than 8.000 private and public accounts currently serving approximately their 100,000 vehicles.

BITES

Software



Uğur Coşkun



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BITES

BITES is a Turkish multi-award winning company unique in Turkey and EMEA, producing the building blocks for 3D virtual maintenance trainer, computer based training, advanced software solutions and simulation technologies since 2001. We are committed behind the vision of 'innovative, specialist and technology-developer' and our innovative applications for defense sector can be ported to any platforms (PC, laptops and mobile devices). We currently provide solutions for defense sector and corporations.

With the blend of our technical and actual experience from past competitions, the professionals that make up BITES team, take pride in utilizing their advanced industry-specific expertise and professional services network with their wide point of view. BITES is committed to bringing added-value and excellence to each project through in-site services including value-engineering, planning, processing, start-up, technical and after sales logistic support. BITES's experience and Research and Development lead to develop solutions at the highest level of technology.

Some of our main activity areas are as follows: Computer Based Training Systems, Mission Debriefing Systems, Virtual Database, 3D Modeling and Simulation Technologies, Virtual Maintenance Training System, Management Information System Software, Logistic System Software, Interactive Electronic Technical Manuals (IETM), Fleet Management Systems, Geographical Information Systems

Bilgera

Software



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 **bilgera**

Bilgera offers end-to-end sales force automation and business intelligence platforms to fulfill the automation and data collection needs of enterprises since 2007. As of 2015, Bilgera announced "Repzone", a cloud based mobile sales force automation tool, offering predictive analytics, enhanced collaboration and business discovery capabilities to increase efficiency in field operations. With Repzone, field teams can perform order taking, payment collection, price check, stock control, shelf share check, inventory follow-up and in-store data collection operations with photo, video, and signature interactions via their mobile devices in the cloud.

Key distinctive features and benefits:

- Order Estimation: Repzone leverages the power of artificial intelligence and big data discovery capabilities to suggest a draft order that should be issued at each visited store.
- Business Insights: Offering real time business insights to management team lets the companies act and respond quickly to dynamic market conditions. With Repzone, all activities that are performed in the field are automatically reported to the management team through feeds over the map.
- Digital Content Management: Once the digital content is uploaded to Repzone, it automatically becomes available in the field with respect to representative access rights. Instead of using printed marketing materials, field representatives can present most up-to-date content to their customers and increase brand awareness accordingly.
- Mobile Forms: Each company has its own set of visit rules that should be applied during field visits. Traditional sales force automation platforms offer a predefined set of forms and companies do not have the flexibility to customize the mobile forms by themselves.

BIMSA

Software



Tunç Taşman



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www.bimsa.com



BIMSA was founded in 1975 as an affiliate of Sabancı Holding and has become one of the leading information technology companies in Turkey with its 40 years of experience. The company aims to meet medium and large-scale companies' IT needs including application and business consulting, tailored enterprise solutions, operation, technical services, hardware and software and it is committed to offer the "most suitable" solutions to be delivered with the "highest" quality.

BIMSA develops and adapts applications in various hardware and software platforms thanks to its experienced and expert staff. The company's main expertise areas include production, finance, human resources, supply chain management, industrial automation software, customer relationship management, product lifecycle management, business intelligence, portal management and decision support systems. The company uses state-of-the-art information technologies to develop its products and services to offer a competitive edge to its customers in e-business solutions, application development, SAP consulting, mobile applications, document management, service-oriented architecture technology, server operation and hosting. The services include cloud-based technologies such as Edoksis which enables the integration of e-invoice, e-archive and e-book; Pratis electronic purchasing platform and HR-Web software which is the human resources and payroll management platform each produced by in-house Turkish engineers. The ease of use and rapid integration capabilities of these software enable successful integration of technologies and business processes of companies.

Bircom

Communications



Burçin Bircanoğlu



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Bircom contributes to Turkey's progress in the field of communication technologies and offers high-quality communication solutions to companies in various sectors and of different sizes. In Turkey Bircom distributes the products of the leading suppliers in the world market and at the same time is very frequently mentioned for its efforts in the field of software development.

Among the brands represented by Bircom are technologically superior headsets of Sennheiser Communications; high-tech products of Xpeech, Vegastream, Artech, Digicom and 2N Telecommunications satisfying the needs of Telecom and alternative operators; as well as call recording and fax server solutions of Vidicode. Apart from nationwide distribution of these brands, Bircom offers localization, training, field installation, support, centralized management services and after-sales services. Also Bircom, with its "Bircomobile" brand put a lot of effort for customization of the 21st century tools of wireless communication in accordance with international requirements and engages in extensive R&D activities to develop new solutions.

Callipso Analyzer (Call Recording and Analyzing Program) is the original software developed by Bircom's team and is used by Turkey's biggest banks and corporate businesses to report and analyze their phone call activities. Moreover, engineers of Bircom developed CallShop Software that offers its customers to make long-distance and international calls with the most advantageous tariffs, as well as Callipso SMS Messenger Software that enables bulk SMS sending. Many customers in our country and abroad have chosen these software solutions over our competitors'.

Biznet

Software



Ayşe Neşe Sayarı



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Biznet Bilişim is a leading information security solutions power house that combines end to end project delivery, consulting and auditing services. Since its establishment in 2000, the company is based on the core principles of providing high customer satisfaction and top quality services. Biznet Bilişim contributes to the growing local industry by investing in R&D, develops its own innovative and unique software products such as electronic signature, electronic invoice, registered electronic mail (REM) and ISO 27001 Information Security Management Tool. Biznet Bilişim has the broadest Information Security product and service range in Turkey by successfully combining the world's leading security products with its own remarkably talented and certified team of experts. In addition to its exceptionally broad information security auditing services, Biznet Bilişim is qualified by Payment Card Industry Security Standards Council (PCI SSC) as Approved Scanning Vendor and is the only Turkish company authorized to assess and validate PCI DSS compliance.

Broadage

Media



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www.broadage.com



Broadage is the leading sports data and technology company in Turkey, headquartered in İstanbul. As modern technologies increase interactive capabilities, eliminate barriers, and provide a seemingly endless sea of dynamic entertainment options, Broadage provides its customers the highly-critical component in capturing audiences; sports content solutions. The company tracks every sports event worldwide live, and generates turn-key content-enabled multi-platform solutions for companies.

Broadage's 50+ operational staff and 600+ scout team tracks more than 100,000 sporting events a year. Company's world-wide portfolio of sports information solutions include real-time scores, historical statistics, player cards, live commentaries, match centers, head-to-head analysis for more than 20 sports. Every possession of the ball, every shots and goals are tracked in extensive detail by the company, in order to provide exclusive services and data to its customers.

The company has developed numerous successful projects for the largest companies in the market, in miscellaneous fields including broadcasters, online & print media, sports betting, TV stations, mobile operators, game developers, sports clubs, governing bodies and much more.

Broadage's customer driven, integrated and innovative sports content solutions with industry leading customer service brought the company to a leading position in the market during this fast growing period. With its extensive coverage and multi-language support, the company has started to pursue this success in the foreign markets, as well.

BT Eğitim/Morten

Communications



Bülent Morten



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With 15 years of experience, BT Egitim / Morten, is now among the “bests of the world”. From learning to support, installation to post-sales services there is a trusted IT brand in Turkey.

This year’s Cisco Learning Partner of the Year – Indirect Award winner, BT Egitim/Morten was established in 2001. The Company is well-known for its highest-quality trainings, expertise, problem-solving skills, and remarkable achievements in major Cisco training projects throughout Turkey and EMEA region. BT Egitim /Morten trained more than 60.000 people (25.000 individual, 7.000 corporate trainings) which is the 30 percent of IT employees in Turkey.

The Company is also the Authorized Learning Partner of ZOOM CallRec, Jabra, Ekahau, SUSE Linux, Microsoft and F5 Networks. In addition to certified trainings and courses, BT Egitim/Morten also provides consultancy, technical support and pre-post sales services for these vendors. The company also develops its own solutions for IP telephony systems that are commonly used by both governmental and commercial institutions. Today, BT Egitim’s signature is on the communications, data center and IT security infrastructures of both Turkish and global brands. Such as, the Company serves more than 60 percent of the government agencies, and almost 70 percent of the Top 500 commercial organizations in Turkey.

BuldumBuldum.com

Software



Güçlü Gökozan



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www.buldumbuldum.com

BULDUMBULDUM.COM

BuldumBuldum.com (Orbital Teknoloji A.Ş.) is the largest gift and customized product e-commerce website in Turkey. It is founded in 2007 and grew more than %1300 times from 2009 to 2013. Since the company is in the gifting business, delivery time is crucial. This is why BuldumBuldum.com developed its own website and warehouse automation technology in order to ship more than 10.000 products at the same day.

BuldumBuldum.com is the biggest customization brand in Turkey, It has its own design engine technology which makes users create their own product easily from the website. The warehouse automation technology creates unique barcodes for each customized product which makes the company to track each product in the production steps and delivered to each customer correctly. BuldumBuldum.com raised first round capital from Aslanoba Capital for 5 million TL for %20 stake last year. Then BuldumBuldum.com acquired its biggest competitor HediyeDenizi.com last year. BuldumBuldum.com has 75 employees now. It has also 7 stores in the biggest shopping malls in Turkey.

BuldumBuldum.com has developed its own technology in order to get the orders from its website and process it in the warehouse as fast as it can. Every shipment is handled by portable terminals and managed by own developed real time software automatically. The product pickups optimized by Shortest Path Algorithms which makes warehouse workers to pick up the products with the best and shortest ways in the warehouse in order to deliver the orders with a fastest time. BuldumBuldum.com also developed its own design engine technology which makes its customers create their own customized products with the customers’ words, pictures or designs by their selves easily from BuldumBuldum.com’s website.

Cardtek Payment Processing Services

Software



Ayşe Nil Sarıgöllü



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Arı 3 Sit. No: 4 / 101 Sarıyer, Turkey



www.cardtek.com



Cardtek Payment Processing Services, third party processing company of Cardtek, is a leading global provider of payment processing services for financial institutions, mobile payment and money transfer services for mobile network operators and issuer banks, public transportation services for municipalities, loyalty services for retail market. The critical role of acquiring ECR/POS transactions and routing the transactions to issuer banks and Ministry of Finance in real time, makes Cardtek Payment Processing Services a unique example worldwide.

Cardtek Payment Processing Services has received ISO, PCI DSS and MasterCard MSP certificates related to transaction processing information security, business sustainability, operation service management and disaster recovery.

In line with group's global growth strategy, Cardtek established its USA office in 2010 and started offering its high quality products and solutions in US and Canada. The group aims to play a major role in the migration to EMV in North America which will soon be followed by mobile and digital convergence deployments. Some of the key accounts are FIS, one of the largest processing companies in States; Everlink, one of the leading processing companies in Canada and IPS (used Cardtek's solutions for personalizing Google Wallet Cards).

Cardtek Payment Solutions

Software



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www.cardtek.com



Cardtek Payment Solutions, flagship of Cardtek, was established in 2001 to fulfill the payment system requirements based on chip technologies providing complete payment processing solutions including acquiring, switching, issuing and card management, fraud detection and prevention, loyalty, transit, instant, mass card personalization and terminal & card kernel solutions.

With a focus on payment systems, Cardtek Payment Solutions became one of the leading solution providers serving largest banks, retailers, government and manufacturers in 30+ countries through 90+ partners and resellers. Cardtek Payment Solutions solutions are fully compliant and certified by global authorities.

Being one of the five MasterCard accredited companies globally in 2010, Cardtek Payment Solutions provides EMV training and consultancy services to the payment systems industry.

ComPro Bilişim Teknolojileri

Hardware



Abdurrahman Keklik



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www.compro.com.tr



ComPro, founded in 1998, provides sales, technical consultancy, system integration and hardware/software solutions to its customers. ComPro focuses on expert services incorporating cloud services, mobility solutions, systems and storage management, high availability and clustering solutions, high speed data transfer, virtualization and consolidation. As the first premier level IBM business partner in Turkey, ComPro works in close cooperation with IBM. It has been rewarded several global IBM awards such as the IBM Beacon and Choice Awards in recognition of its reference projects and expertise levels. ComPro also provides cloud services by white-labeling IBM Softlayer Cloud offerings under the name of CloudPro.

Done Information & Communication Systems

Communications



Özgür Zan



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www.donetr.com



Done is a mobile software development company established in 1999. Core competence of Done is developing high tech and innovative mobile applications and services. R&D operations of Done are pursued in the Techno Park of Yıldız Technical University where the following platforms are being developed:

Mobile Application Platform: A platform where several libraries exist for developing reliable applications agile for smart phones (e.g. iPhone, iPad and Android). In this project we developed "A New Framework for Increasing User Engagement in Mobile Applications using Machine Learning Algorithms" where the project is being funded by The Scientific and Technological Research Council of Turkey (TÜBİTAK). Done has developed more than 50 projects for distinguished customers such as 360Dotnet, Samsung, Sompō Japan, Turkcell, TTNET and etc.

PRIME: "Push Relevantly to Increase Mobile Engagement" project is being funded by Horizon 2020 New SME Instrument in Open Disruptive Innovation Scheme in the first phase of ICT-37 program.

VASGateway: A platform where service providers can connect to mobile network operators for SMS, MMS and charging purposes. Done connects to Avea, Turkcell and Vodafone with VASGateway and manages over 1 billion SMS annually and 65 million mobile subscribers. The product was also being used by banks such as T-bank and KKB.

Done works with customers in 7 countries including England, Germany, Jamaica, Netherlands, Palestine, Switzerland and Turkey. Our customers include 360DotNet, Avea, Ericsson, Samsung, Sunrise, Turkcell, TTNET and Vodafone.

Dreams&Bytes

Software



Alp Artam



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www.dreamsandbytes.com



Dreams&Bytes is a fullservice digital production company founded in January 2000. We believe in the power of combining art and technology and focusing on the full life cycle of the work we produce. We collaborate closely with our clients on all stages of the process from strategic planning, through UI/UX design and development, to the launch and support of web and mobile experiences.

14 years in, our interdisciplinary team of designers, software engineers, and product specialists have won numerous awards in competitions, including Altın Örümcek, IMA and the iNOVA Awards. We are a Microsoft Silver Partner in Application Development and have technology at our core. We have created interactive experiences for national and multinational companies and brands, including TNet, Opet, Migros, Aygaz, Hasbro, Lukoil, Bosch, Denizbank, Sakıp Sabancı Museum, Yapı Kredi Sigorta, Anadolu Group, Çelik Motor, Filli Boya, Anadolu Efes, Paro and Akbank.

Our digital agency services include MultiPlatform UX/UI Design & Development, Enterprise Level Web Sites & Portals, Mobile Application Development (iOS, Android, Win8), Intranets (MS SharePoint), ECommerce, Content Management Systems, Social Media Applications & Marketing Campaigns, Advergame Concept & Development, Digital Agency Services (Update & Maintenance)

ETG

Software



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www.etg-it.com



ETG is an international ERP consulting company dedicated to help its customers reach their full business potential through industry specific solutions including consultancy services, industry best practices, industry templates and software within retail, construction, manufacturing and healthcare industries.

Leveraging our best practices with our expertise, we provide exceptional customer service and promote customer satisfaction.

ETG headquarter is in Istanbul, branch in Atlanta, and is serving to our customers in US and EMEA.

We are proud of being an awarded Microsoft Partner. ETG has received "Customer Excellence Award, Retail Industry Leadership at EMEA" for Microsoft Dynamics AX, recognized as "President Club Member" in a row, selected as one of the "Deloitte Technology Fast50" in a row and holding "Microsoft Gold Enterprise Resource Planning", "Microsoft Silver Customer Relationship Management", "Microsoft Silver Learning" partnership.

Ideasoft

Software 



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www.ideasoft.com.tr



Ideasoft, founded in 2005 by Seyhun R. Özkara, Fatih Çalışkan and Kerem Kaya, is a leading e-commerce software provider in Turkey. Ideasoft E-commerce Software Platform is used by individuals and businesses. More than 6500 users utilized Ideasoft E-commerce Software Platform to sell their products and services online.

Ideasoft E-commerce Software Platform is complemented by e-commerce consultancy, designs and training / support services to clients. Ideasoft delivers exceptional customer service with the help of in-house developed IdeaCRM. Ideasoft designs and develops all software architecture with its in-house R&D team.

Innova

Software 



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www.innova.com.tr



Innova is a leading Turkish IT solutions company, software developer and integrator in Turkey with a team of more than 1,000 professionals which provides innovative software solutions and services, covering the entire project lifecycle from consulting, design, application development and integration, to support.

Established in September 1999, Innova serves its bluechip client base from main offices in İstanbul and Ankara, a manufacturing facility for kiosks in İstanbul, as well as support offices in 12 cities in Turkey.

With more than 1000 people serving its clients, Innova has delivered solutions and services to customers in 36 countries to date. Major customers of the company are fixed line and GSM operators in Turkey and abroad, banks, as well as other prominent organizations in the manufacturing, public and service industries.

Kod-A

Software



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www.kod-a.com

Kod-A

Kod-A develops document management technologies and products, and provides business process outsourcing services for the global market. The classical ICT500 List (Bilism500) has announced Kod-A as the market leader in Document and Archive Management Software Sector in 2015. Kod-A has been setting the standards of quality in the document management sector for the last five years.

Kod-A operates with two co-evolving fields of activity:

Technology Development: Kod-A develops software based technologies at her R&D center at the ITU Teknokent techno-park. Kod-A technologies specialize on Digital Archiving, Document Management, Records Management, High Volume Document and Data Capture

Services: As the sole implementer of the Digital Archive City concept Kod-A provides the following services onsite or offsite -Archive digitization service bureau, Records management, Document and data processes outsourcing, Data back-up, store and disaster recovery

Kod-A provides business process outsourcing services for companies and agencies from all sectors. Kod-A services target basically document related processes. Kod-A can classify, scan, index, recognize, transfer, archive, print, and send your documents, as well as provide data entry, quality assurance and other operator based services. Kod-A reached a total capacity of billion pages processed for the year 2015.

Logo

Software



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www.logo.com.tr

LOGO

Logo, is one of the largest independent software companies in Turkey. Logo took a step in business world by developing engineering software for personal computers in 1984 and has become an IT oriented high-technology group. Logo is also the first IT company traded at IMKB-İstanbul Stock Exchange, IPO'd at year 2000. Logo has put the knowledge and experience it has acquired in virtue of its strategic investments across foreign markets, and has taken considerable steps towards taking part among the major players in markets with a high growth potential.

As the fastest growing company in the industry with more than 900 dealers and extensive network of distribution channels, Logo currently provides services for more than 1,300,000 users in more than 170,000 companies. Its products are customized in several languages, business practices and legislations of numerous countries in Europe, Middle East, Africa and Asia.

Logo adopts organizing companies within the scope of contemporary management rules and developing solutions to increase efficiency and profitability. Enterprise resource management, sector-oriented solutions, procurement and demand chain automation customized for various sizes, business analytics, human resources and customer relations management solutions, budget and e-state applications, business processes design counseling and similar products and services can be counted among these solutions.

Logo, considering investments in technology and R&D as the basis of long-term growth, adopts investing in perfection in software and presenting solutions of highest quality as a principle. Logo is among the leader firms of Turkey in R&D investments thanks to "continuous innovation" principle.

Luna

Software



Levent Öztaş



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www.lunabilisim.com.tr



Luna Information, which was established in 2009 by a team of specialized people in their fields who noticed the shortage of information technology firms producing result oriented and professional solutions in the field of Automatic Description and Data Collecting (OV/VT) Technologies and Applications. The company continues its work on the path of being a leader in Turkey in its field by presenting value-added solutions to the firms that it serves. Luna Information provides the best in the most optimum way to its customers by making a difference in successful implementation of the projects and the services provided to the Public, FMCG, Logistics, Telecommunication and Private Sector. Luna Information is the direct importer of the products of the world's largest producers domestic market. The company also adopts reliable service understanding with its aftersales services as an authorized service point for the products it sells.

MagiClick Digital Solutions

Software



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www.MagiClick.com



MagiClick is a leading provider of multi-platform UX/UI design & technology capabilities helping businesses create great digital services.

MagiClick's key offerings are:

- Multi-Platform UX/UI Design & Development
- Enterprise Level Web Sites & Portals
- Mobile Applications (iOS, Android, Win8)
- Banking/Trading Solutions (Web + Mobile)
- Intranets
- Content Management Systems
- Commerce Applications
- Behavioral Targeting
- Advergame Conception & Development
- Paid Search Optimization (SEM)
- Search Engine Optimization (SEO)

MagiClick's client roster includes leading companies & brands including Akbank, Arçelik, Bank Audi, Denizbank, Domino's, Eczacıbaşı, Finansbank, First Gulf Bank, HSBC, IKEA, Isbank, Mercedes, Microsoft, Novo Nordisk, Pegasus Airlines, Pfizer, Odeabank, Otokar, Turk Telekom, Turkish Airlines, Türkiye Finans, Uludag Beverages, Ülker Group, Vestel Group and Yapi Kredi Bank.

MechSoft

Communications



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www.mechsoft.com.tr



MechSoft is one of the well-known software solution provider companies in Turkey. MechSoft has completed hundreds of national and international projects very successfully and shown as one of the fastest growing IT companies. MechSoft is partnering with international software companies that are leaders in their fields and makes his customers work more efficiently, cost effectively and competitively in their business.

MechSoft is helping its customers in their digitalization journey. Our solutions include, document management, business process management, quality management, CRM, marketing automation, social collaboration and IT performance management. In these areas, MechSoft is serving hundreds of customers in various sectors such as finance, insurance, telecom, e-commerce, education, government, municipality, construction, etc.

MechSoft continues to grow with the trust and the energy it is getting from his customers and aims to be the "Trusted IT Advisor" for his customers during their digitalization journey.

Metric

Software



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www.metric.net

METRIC

Established in 2007, Metric is a software and consultancy firm developing solutions for the needs of organizations by combining its expertise in big data, business analytics and analytical applications with its experience of work processes and providing professional services in the fields of expertise with its certified staff of consultants.

Metric is the first business partner of SAP Turkey to have reached the Gold Partner level in the field of Business Analytics. For more than 8 years, it has been performing all its SAP Business Analytics related activities with a service understanding based on unconditional customer satisfaction. Among its SAP Turkey business partners, Metric ranks 1st in Business Level and Data Warehouse revenues and 3rd in the same category according to the survey results of Interpro Bilişim 500. Metric, the owner of the R&D Center Certificate given by the Ministry of Science, Industry and Technology of Turkey for its R&D activities, research team and innovations in the sector, leads the industry with its innovative solutions.

Metric also brings performance, security management, and productivity to its customers with its Hypermetric, Monimetric and Biometric solutions developed by Metric's R&D team. We increase performance of operational processes with data management, detailed audit reporting, automatic business intelligence platform cleaning, end to end impact analysis and most importantly we provide access control for analytics platforms through our Monimetric product. In addition, our Hypermetric solution, consists of three modules which are balanced score card, bonus, and field performance modules, provides strategy management, premium calculation, target assessment capabilities for businesses.

With its certificated staff of consultants, all experts in their own fields, Metric develops successful projects both at a national and international level by using superior technological standards required by the global economy.

NATEK

Software



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www.natektech.com/tr



NATEK is a market leader in Security Management solutions. The innovative approach to solve major challenges within the IT Security Management has been the key enabler for this success. Using a Lucene based big data platform in NATEK SIEM, providing new methods in deploying a NAC solution and creating unique designs to achieve scalability are just few examples of NATEK's approach to Security Management. Our customer portfolio is highly diversified. Government, military, defense companies, financial organizations and municipalities are some of our clients.

Our services include Security Incident & Event Management, Network Access Control, Mobile Device Management, Video conferencing, Data Leakage Prevention, Network & Systems Management, Data Encryption, Service Management, Compliance Management, Privilege Delegation Management, Energy Distribution Efficiency.

Increasing the quality and security of IT infrastructures has become a major challenge for organizations. Complexity and integration difficulties of required management products resulted in commonly experienced failures. Our leading products offer a unique solution set for our customers to overcome this challenge.

Currently NATEK Security & Management Products currently dominate 90% of the government market and more than 50% of Turkish market. Biggest Telecommunication Company of Turkey, Türk Telekom, Anadolu Insurance Group and Hacettepe University with 50.000+ students are some of our customers. Currently our products are deployed on customer networks with more than 250 servers and 50.000 end points.

NET SOLUTIONS

Software



Mehmet Çavuş



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www.ns.com.tr



Net Solutions, established in 2006 in Middle East Technical University Technocity, reached to more than 1.300 companies and 150.000 users within 10 years. Our work that we have performed within e-transformation projects, custom development projects, estate projects and information security projects in Turkey for the last four years received awards from competitions both in Turkey and abroad. Recently we received best public application award in 2012 from Turkish Informatics Association. According to statistics taken from google.com and the market, it is one of the brands that are searched 310.000 times on average per month. Net Solutions, working mostly on web based conversion systems as an area of expertise, is also an Internet service provider in Turkey. It is the only company that provides both software and internet services. Net Solutions has certification of CMMI Level 3 Ver: 1.3 in Turkey. Our company is managed at CMMI LEVEL 5 and provides documentation to its clients at international standard of CMMI Level 3.

ODC

Software



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www.odc.com.tr



Operating since 2005, ODC Business Solutions is a technology company that provides omni-channel software products and services both on-premise and on-cloud, helps enterprises to build interactive communication with their customers, generate analytics for CRM and does data enrichment.

ODC is among the fastest growing companies of IT industry in EMEA region. The company is regularly entitled to be among prominent companies listed by Deloitte such as Deloitte Technology Fast 500™ EMEA and Deloitte Technology Fast 50 Turkey. In addition, "Microsoft 2015 Partner of the Year" award is granted by Microsoft Turkey after being a trusted Gold Partner for many years. ODC is also among the top partners of Avea, Turkcell and Vodafone that are leading companies of Turkish telecommunications sector.

With 2000+ local and global clients, ODC continues to deliver high quality customer experience marketing for many different industries throughout different regions of the business world.

PayTR

Software



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www.paytr.com

PAYTR

PayTR offers online merchants secure Virtual POS solutions and payment services. PayTR has achieved success by minimizing the fraud-related financial losses of online merchants through the software and control mechanisms developed and optimized in-house. PayTR aims to widen the services it offers by utilizing international connections.

PayTR was founded hundred percent on domestic capital and did not need additional funds to grow. Despite entering the market with a limited budget and work force, the company has grown exponentially and continues to grow as a result of its success at offering innovative and needs-based solutions.

PayTR is comprised of five departments which involve customer relations and operation, risk management, internal audit, finance, and IT department. The company is governed by a management board which consists of three members. The company offers services 24/7 with the nine employees working at the aforementioned departments.

The company has recently gone through reorganization and completed all the necessary steps in compliance with the updated governmental regulations. Accordingly, the title of the company has been updated and the capital has been increased to two million TL. PayTR is one of the few companies that holds BDDK payment services license. The number of customers pleased with the secure and trouble-free transactions offered by PayTR is increasing day by day. Receiving positive feedback from the customers on the matter encourages PayTR to do even better.

PROFELİS

Software



Türker Gülüm



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www.profelis.com.tr

Profelis has been established in 2007 aiming to be an innovative company, to provide cost-effective solutions to customers. The main mission of Profelis is to provide value-added information services for a convenient IT environment.

Profelis envisions to raise market share and to be in the first 20 Linux and Open Source Software companies in Europe and Middle East in the next 5 years with providing corporate support to Open Source Software. Solutions fully developed by Profelis, integrates latest technologies on robust Unix/Linux operating systems, improves the functionality of customers' enterprise technology initiatives and targets a suitable return on business software investment. Recently, Profelis is the main architect and developer of a large scale Open Source Migration project in Turkey at an international level.

Profelis' vision is to sustain its leadership position in the Linux and Open Source Software market not only in Turkey but also in Europe.

Profelis offers performance-driven software and hardware systems and fundamental enhancement solutions for enterprise password management, IT security analysis & reporting and online reputation management. The applied system solutions are based on the principles of being fast, user-friendly and ensure secure access to the basic information over common data repository of the users.

Profelis provides information security training and consulting services for the country's major institutions and organizations. Profelis has international experience on the establishment of security systems, incident response, non-research and design issues such as disaster recovery centers.

SMG

Media



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www.smg.com.tr

As an industry leading company since 2009, SMG provides unique services in shopping malls, hotels, retail point of sales, restaurants, touristic facilities, transportation vehicles, destination points and health care centers. The company provides services such as music, music on hold, announce, jingle, integrated audio-visual, monitor management and advertising broadcasts to help companies connect customers with their corporate identities. SMG does all of these broadcasts with its own licensed software.

- Downloads the music player and the playlists to customers' computers via remote access.
- Does not broadcast with streaming method.
- The company's music broadcast doesn't use the internet, thus it doesn't interfere with the cash register.
- If there is a power failure, the broadcast resumes when the power comes back up.
- The music broadcasts are managed by SMG, not by customer's personnel.
- Can issue the same or different broadcast to every location.
- The playlists are prepared specific to every customer by Professional DJs and music directors.
- The technical services are available 24/7.
- Our music broadcasts are completely legal.
- Prepares the music list reports that need to be declared to Performance Rights Organizations.
- Provides counselling about sound systems installations and legal counselling about Performance Rights Organizations and their royalty rates.
- Provides economical royalty rate solutions according to customers' needs.

Tekna

Software



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Tekna IT Services is one of the leading systems integrator and custom software provider in Turkey.

Since 2005 Tekna is helping its customers on their journey to Digital Enterprises by providing consultancy on Enterprise Architecture Design, Enterprise Software Development, Enterprise Software Integration, Mobile Software Development, Cloud Migration, Framework Development, Database Design, Development and Management.

Tekna is a Salesforce Consulting Partner implementing CRM solutions on the world's leading cloud platform.

Tekna is a Microsoft Cloud Service Provider specialized in Azure, providing PAAS and IAAS migration and consultation.

T-Soft

Software



Ömer Arıkan



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www.tsoft.com.tr



T-Soft has ensured success in e-commerce all over Turkey since 2003 and started to expand the business overseas by 2013. T-Soft is committed to meet the futuristic e-commerce solutions by Research & Development team consisting of all Turkish engineers which is located in Technopark of Yildiz Technical University.

The company has 5 branches around the country and 65 of our employees provide our clients with unrivaled, personalized support. In 2013 2014 and 2015, T-Soft was pointed as one of the best IT companies (Interpromedy) and amongst the fastest growing IT companies (Deloitte).

Our e-commerce solution became the choice of several entrepreneurs and holding companies. The system we deliver to online stores is developed with the most intelligent approach and can be released in several minutes to be used for a lifetime. It is an all-in-one e-commerce solution for an online store which takes a few minutes to upgrade to the latest version.

Developers from any sector can interact with the software by writing scripts and designing new interface for their stores.

Tektronik

Software



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www.tektronik.com.tr

TEKTRONİK

Tektronik is the leading Hardware-Software integration company in Turkey, providing services to defense & aviation, telecommunications, industrial, automotive and medical sectors. Tektronik has 22 years of expertise in Embedded Systems design and integration.

Tektronik headquartered in Cyberpark Ankara represents and distributes world's leading cutting edge embedded electronic hardware and embedded systems design and development software in Turkey and Middle East. The company offers embedded system design, implementation and integration services as a turnkey system or as a subsystem or subcontracting to its customers.

Tektronik regularly invests minimum 5% of its turnover to R&D, and offers technology solutions in Embedded Computers, Embedded Hardware and Software Integration, Real Time Operating Systems, Hardware and Driver integration, Model based Real-Time system design, certification solutions and Distributed Real-Time Systems.

Tektronik was awarded the fastest growing technology company in Deloitte Technology Fast500 EMEA 2012 program.

TEKTROSOFT

Software



Hakan Yavuz



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TEKTROSOFT

TEKTROSOFT Software and IT Ltd. is the commercial software company within the TEKTR group. TEKTROSOFT, founded in 2010, headquartered in Ankara, specializes in software Quality Solutions and e-commerce.

Besides the software quality solutions offered, TEKTROSOFT runs and operates DECORILLO.COM, an e-commerce solution targeting the upper scale online shoppers and Tektrosoft invests a regular minimum 5% of its turnover to R&D.

The sister company Tektronik was awarded as the fastest growing Technology company in EMEA, in Deloitte Technology Fast500, 2012 program's Software winner.

Turknet

Communications



Cem Çelebiler



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Celebrating its 20th anniversary, TurkNet is Turkey's largest independent fixed-line telecoms service provider offering broadband Internet access, long distance telephony, corporate telecom, wholesale and hosting services.

TurkNet is an infrastructure-based operator, deploying Bitstream access and Local Loop Unbundling, as well as building its own fiber optic network. TurkNet operates its own IP-MPLS nationwide backbone and has POPs in all of Turkey's major cities. With its 24x7 helpdesk, advanced CRM, provisioning and trouble ticketing systems, as well as its highly qualified certified engineers; TurkNet is the leader in customer satisfaction. TurkNet is an innovative challenger offering services to residential users, businesses and carriers. TurkNet has a clear differentiation strategy: simple, transparent pricing with an emphasis on all-inclusive bundles; superior, friendlier and more flexible customer experience; and a focus on online sales and customer interactions. Since YE 2013, TurkNet has more than doubled its subscriber base and market share in the residential broadband segment, having become the top alternative operator in Turkey's telecom industry.

TurkNet also provides Voice and IP solutions to over a thousand businesses in Turkey. The clients include many of Turkey's top 500 companies, a large number of multinationals, as well as leading companies in the finance, IT, pharmaceuticals, logistics, insurance and retail sectors.

Uzman Bilişim

Software



Tuğba Bakkal



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www.experteam.com.tr

EXPERTEAM

Experteam Consulting is a consulting, training and outsourcing services company focusing on information technologies and business applications.

In 2015, Experteam Consulting celebrated its 6th year, as a member of Experteam Group which is operating since 2000, in business as

- a team of over more than 300 members with an expertise-oriented growth and become a leading company in its field,
- one of the biggest Turkish solution partners of multi-national corporations operating in Turkey,
- the leading applications consultancy in Oracle products in the Turkish market,

Experteam Consulting is the first Platinum Partner Oracle PartnerNetwork's highest certification level in Turkey both for Oracle Technology and Oracle Applications fields.

VECTOR

Software



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VECTOR is one of the leading information technologies, software, hardware and services company of Turkey (Top 100 in IT) who operates in the field of AIDC (Automatic Identification and Data Capture) at IT sector.

VECTOR was founded in 2008 in order to offer corporate business solutions to the companies to help them operate more effectively. VECTOR is a long-term partner who is providing patented software solutions as well as hardware and services to its customers in different sectors. The company aims to ensure its customers have competitive advantage in corporate mobility and traceability fields.

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VECTOR is working hard and keeps investing in areas such as quality, trade name, employee satisfaction and sustainable growth to ensure its business continuity.



Deloitte Technology
Fast 50 Turkey 2016
CEO Survey

Introduction

Deloitte Technology Fast 50 Turkey 2016 CEO Survey is based on the responses received from the CEOs of the fastest growing technology companies that are ranked in Technology Fast 50 Turkey 2016 Program.

The survey aims to understand how Turkish CEOs feel about the economy as well as their companies' future, the types of operational, financial and personal challenges they face, the drivers of growth and the biggest threats in the technology sector, and markets and industries that provide opportunities for growth.

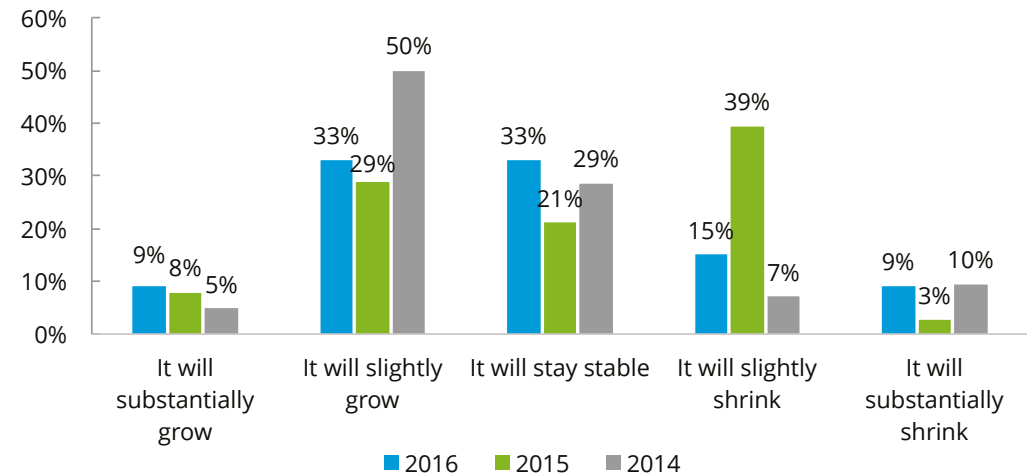
Responses to some questions are compared to previous years' survey results, in order to see how Turkish CEOs' perspectives on growth, challenges and expectations have changed over years.

We hope that the Deloitte Technology Fast 50 CEO Survey provides valuable insights into the issues that today's leading Technology CEOs cope with in driving the industry forward in 2016 and beyond.

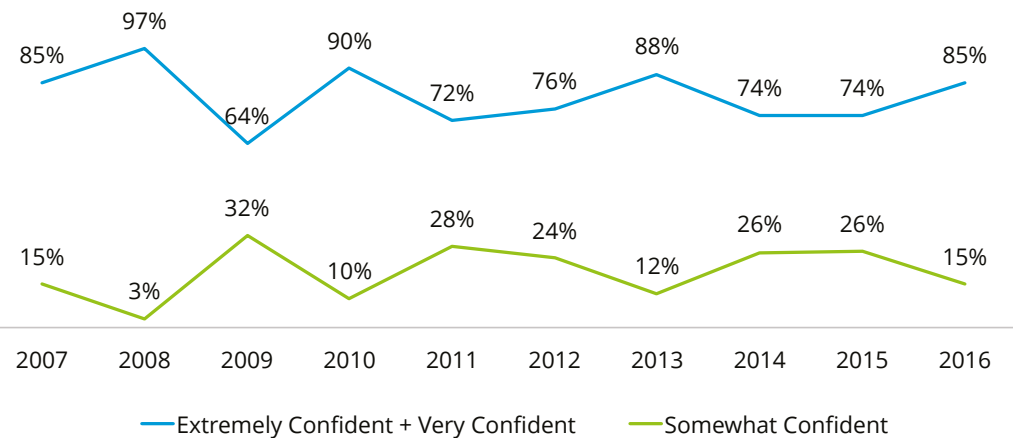
The expectations of the CEOs continue to be uncertain also this year. While 42% of the CEOs believe that the economy will grow in the next 12 months, 57% believe it will stay stable or shrink. These percentages were 37% and 63% last year respectively. Although, after two years of stability, this year the overall share of "extremely confident" and "very confident" increased from 74% to 85%.

Growth Expectations

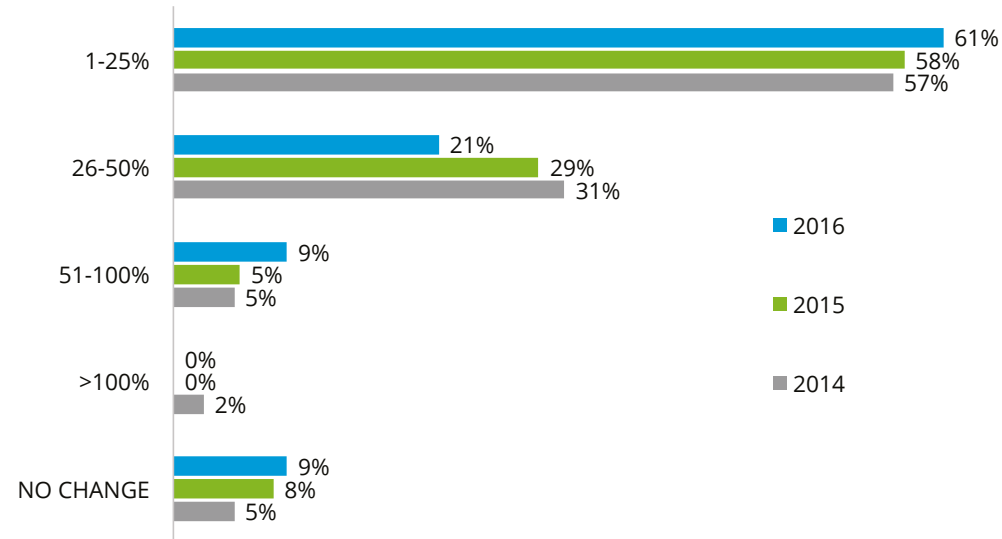
Q1 - What are your expectations with regards to the economy over the next 12 months?



Q2 - How confident are you that your company will sustain its high level of growth over the next 12 months?

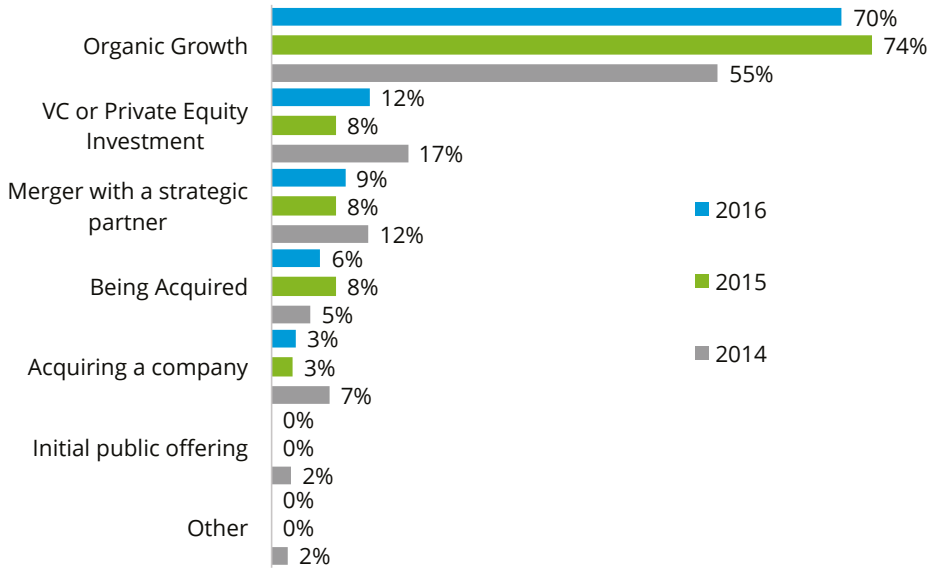


Q3 - How much will your workforce grow in the next 12 months?



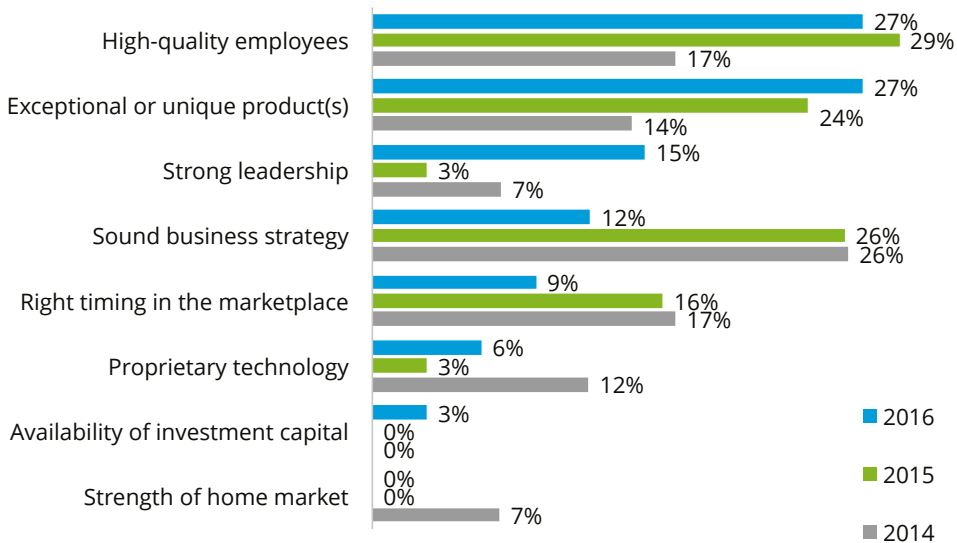
While 61% of the CEOs expect around 25% of workforce growth in the next 12 months, only 9% expect over 50% of growth.

Q4 - What do you consider the most likely scenario for your company within the next 12 months?



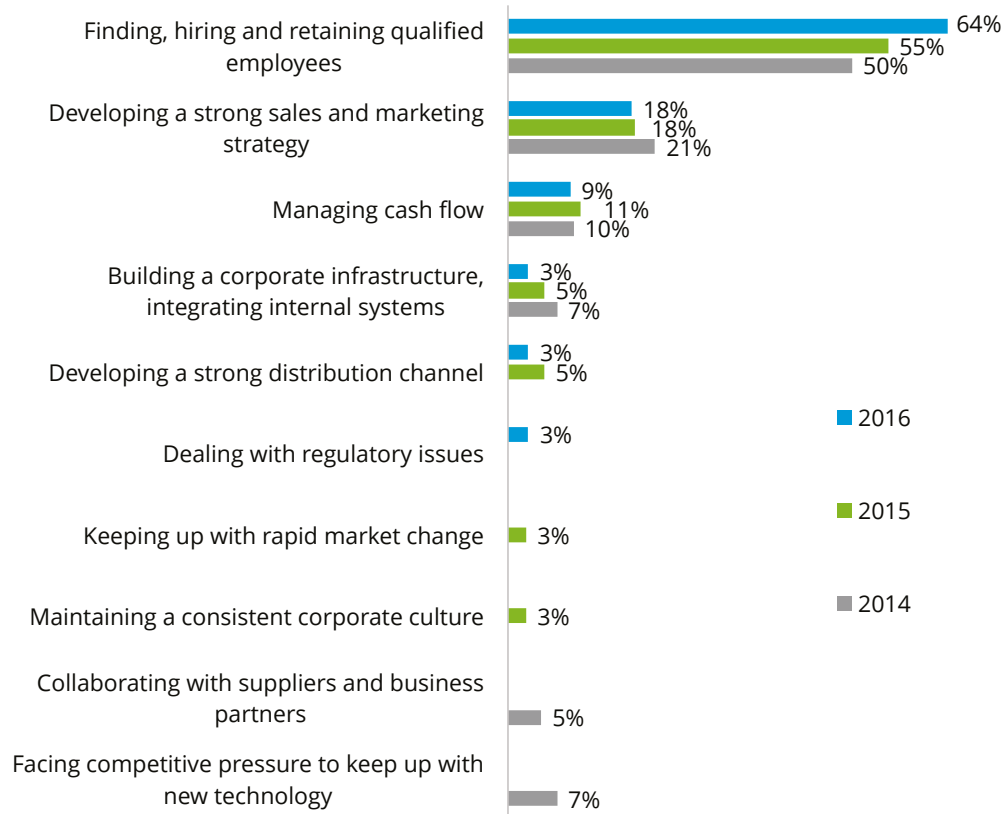
Although the share of companies that expect "organic growth" has decreased from 74% to 70%, it still remains the main source of growth over the next 12 months. "VC or private equity investment" and "merger with strategic partner" scenarios are the second and third most likely scenarios in 2016. For the second year none of the CEOs do expect an IPO for their company.

Q5 - How much will your workforce grow in the next 12 months?



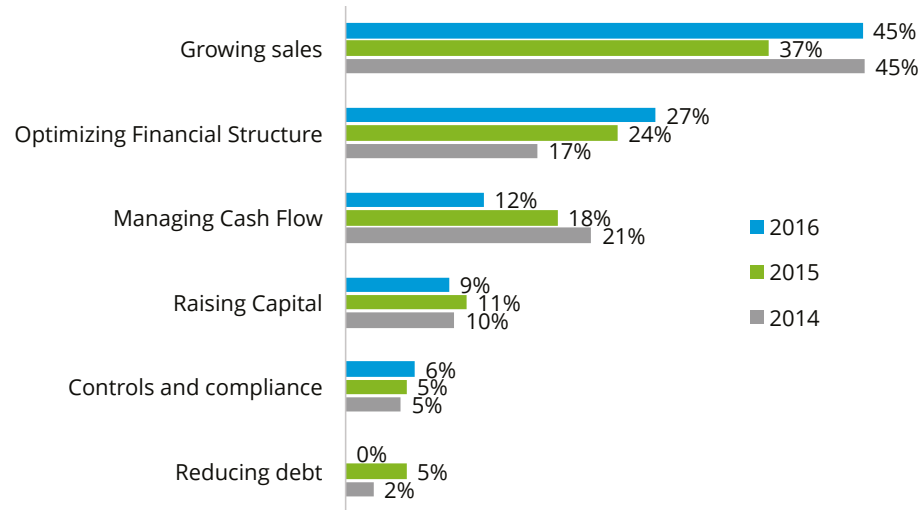
In 2016, "high quality employees" and "exceptional or unique product(s)" with 27% each, have been the most important factors that contributed most to the growth of the technology companies. "Strong leadership" jumped from 3% to 15% positioning as the third most important factor. "Sound business strategy" and "Right timing in the marketplace" lost their relevance decreasing from 26% and 16% to 12% and 9% respectively.

Q6 - What is your biggest operational challenge in managing your company's rapid growth?



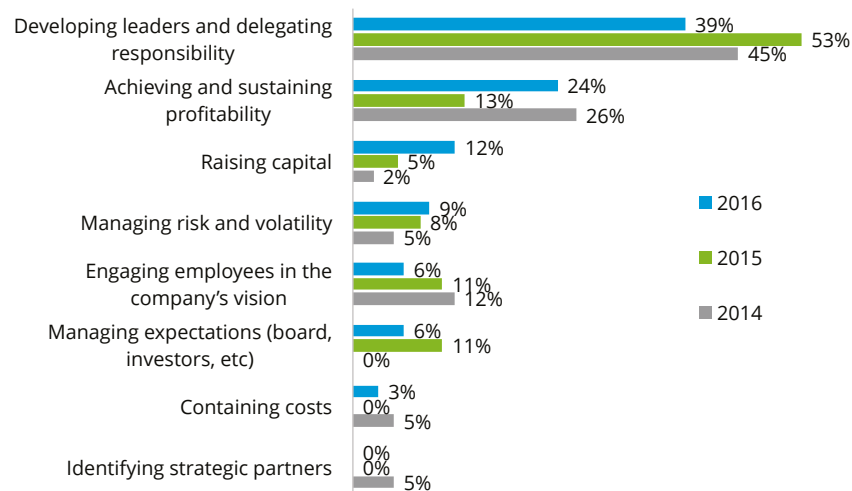
According to 64% of the CEOs, the challenge of "finding, hiring and retaining qualified employees" continued to be a significant barrier for growth. "Developing a strong sales and marketing strategy" and "managing cash flow" remained amongst the top three operational challenges of technology companies in managing their companies' rapid growth.

Q7 - What is your biggest financial challenge?



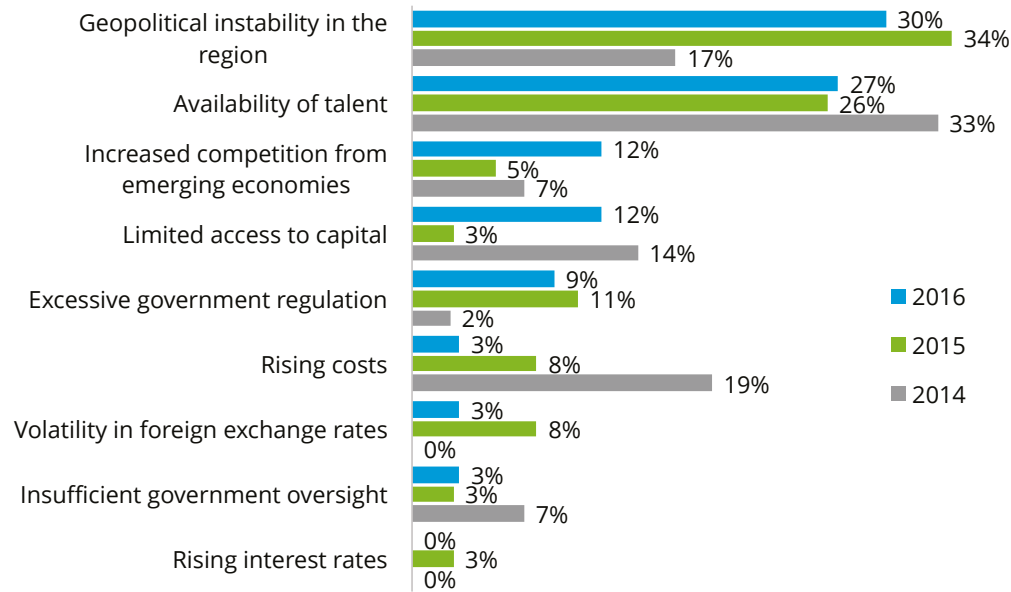
"Growing sales" again remained on top of the list as the biggest financial challenge for fast-growing technology companies. The percentage of CEOs who indicate this challenge has increased from 37% in 2015 to 45% in 2016. "Optimizing financial structure" continued to be the second most important factor increasing relevance from 24% to 27%.

Q8 - What is your most important personal challenge as a CEO?



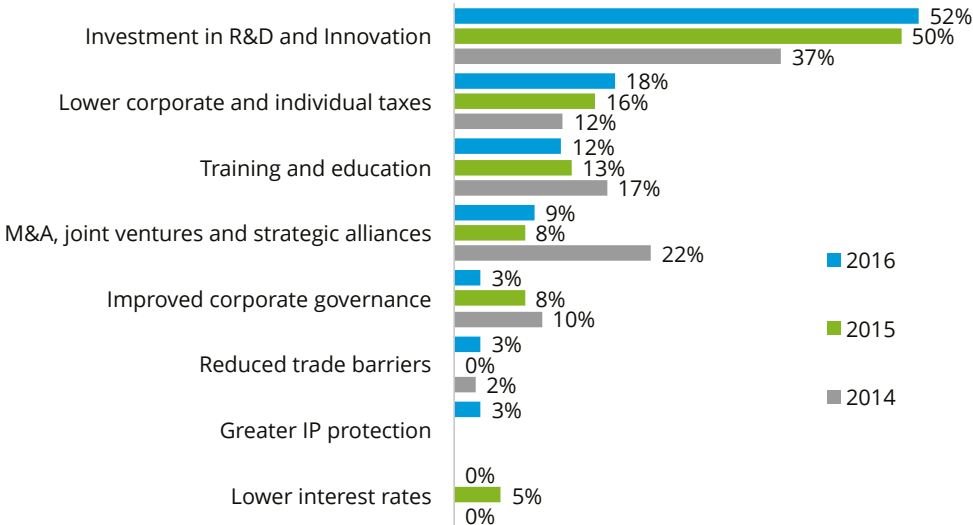
"Developing leaders and delegating responsibility" continued to be the most important factor even though the relevance decreased from 53% to 39%. "Achieving and sustaining profitability" and "raising capital" importance significantly increased from 13% to 24% and 5% to 12% respectively.

Q9 - What is the biggest threat to growth in the technology sector over the next 12 months?



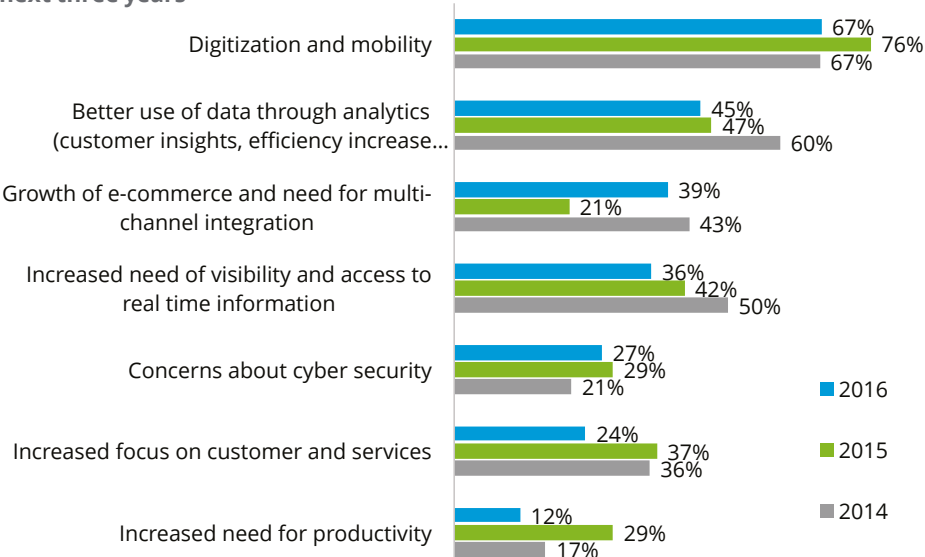
“Geopolitical instability in the region” and “availability of talent” continued to be the biggest threat for growth of the technology sector. “Increased competition from emerging economies” and “limited access to capital” jumped to the third and fourth positions. This year “rising costs” and “volatility in foreign exchange rates” decreased slightly.

Q10 - If you could prescribe only one thing, what would you prescribe to stimulate growth in the technology sector in the next 12 months?



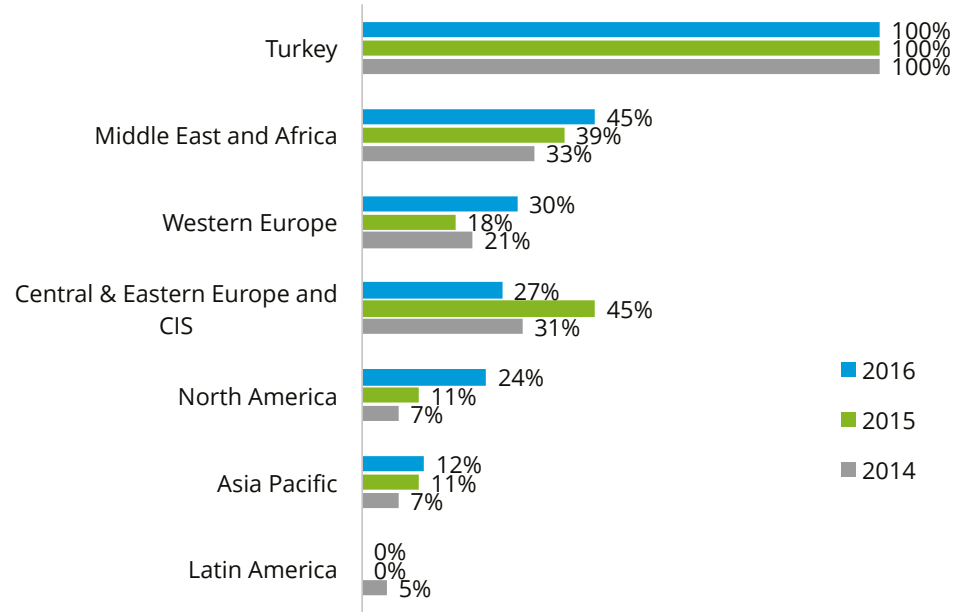
According to 52% of the CEOs, "Investment in R&D and Innovation" is indicated as the key stimulator of growth in the technology sector. In addition, "lower corporate and individual taxes" as well as "training and education" are ranked amongst the top 3 factors that are seen critical to stimulate growth.

Q11 - Please indicate the top three trends that will drive technology investments in the next three years



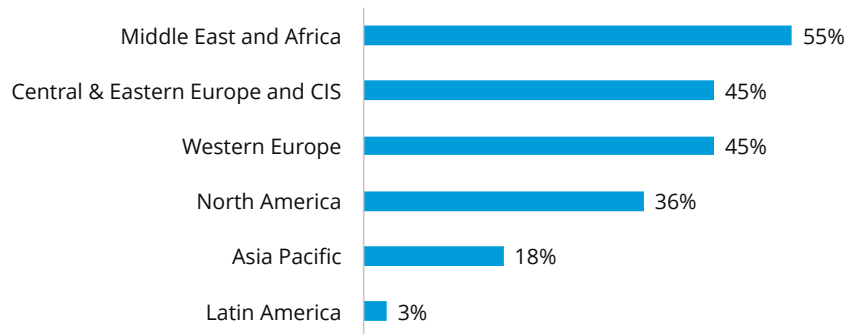
67% of the CEOs indicate that "digitization and mobility" will be the most important driver of technology investments in the next three years. While "better use of data through analytics" continued to be at the second position with 45%, "growth of e-commerce and need for multi-channel integration" by increasing from 21% to 39% became the third trend that will drive technology investments.

**Q12 - Which of the following geographic markets do you currently do business in ?
(Please select all that apply)**



Currently, apart from the domestic market, Middle East and Africa region is the main geographic focus of the technology companies, followed by Western Europe with 45% and 30% respectively. The share of respondents doing business in Central Eastern Europe and CIS has decreased from 45% to 27%. The CEOs declare that in the next five years the best opportunity geographies will continue to be Middle East and Africa, Europe and CIS.

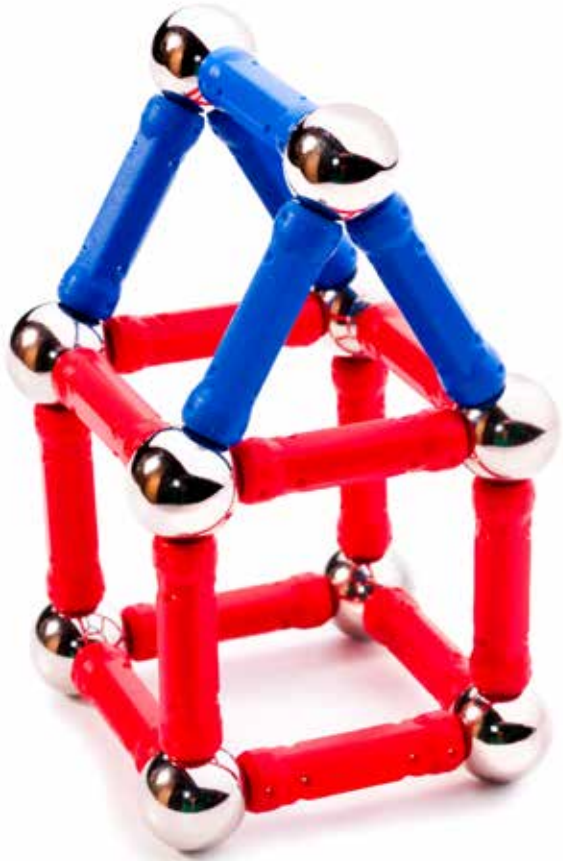
Q13- Which of the following geographic markets represent the best opportunity for significant growth for your company over the next five years?



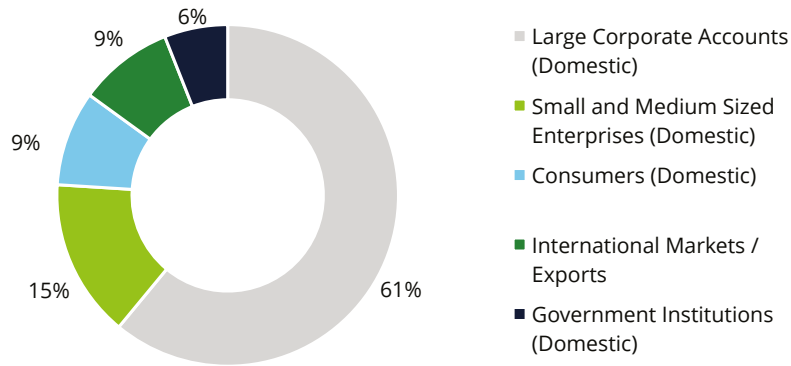
Q14 - What are the top three countries that you would like to invest in the next 12 months? Please write down your first three choices.



This year, the top 3 countries that CEOs plan to invest in the next 12 months was asked. The answer was that, except to the domestic market, the top 3 markets that they would like to invest are USA by 27%, Iran and UK share both the same by 21% and Germany by 18% of the respondents.

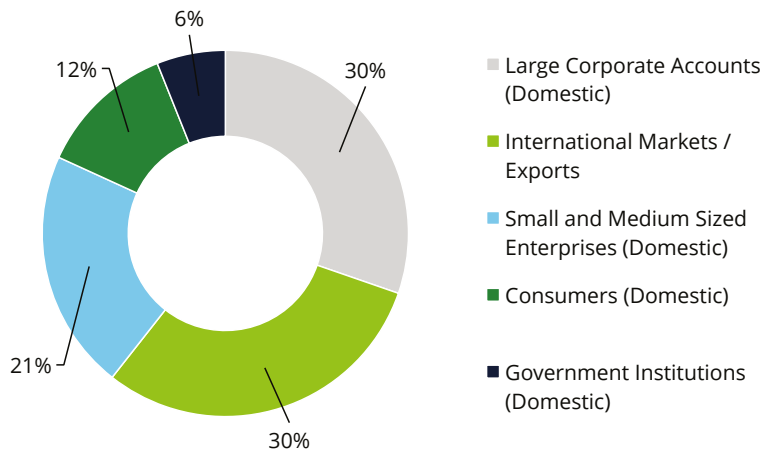


Q15 - Please select the primary customer segment that you currently target

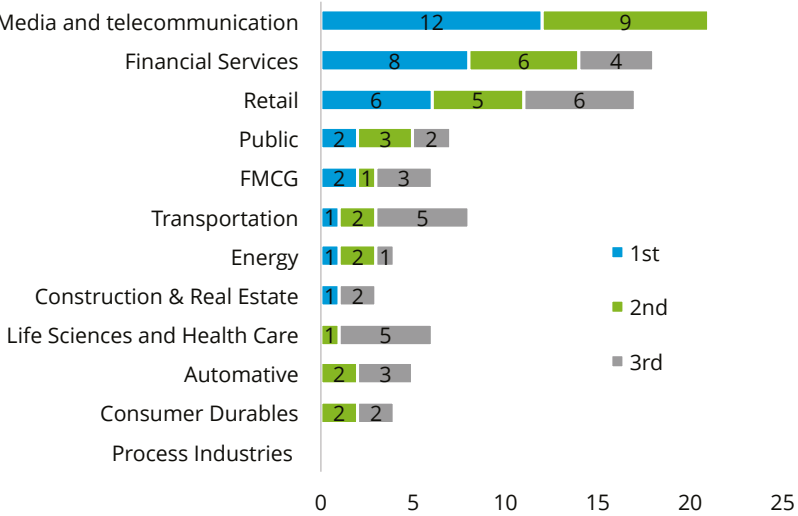


Majority of the CEOs indicated that "large corporate accounts (domestic)" are currently their primary customer segments followed by the "small and medium sized enterprises". Together they represent more than 76% of the portfolio. However, over the next 5 years, the percentage of companies primarily focusing on international markets is expected to increase from 9% to almost 30%, becoming the main target customer segment together with "large corporate accounts (domestic)".

Q16- Please select the customer segment that you plan on primarily targeting over the next 5 years

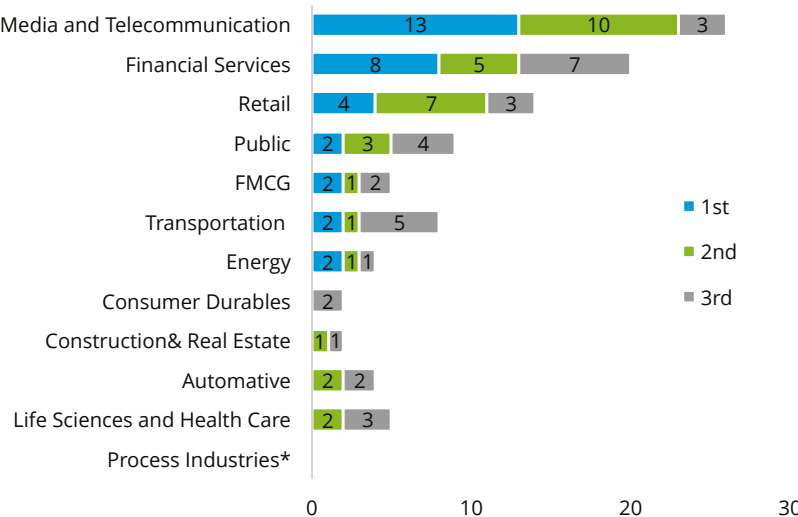


Q17 - Please rank the primary sectors in terms of current business potential for your company



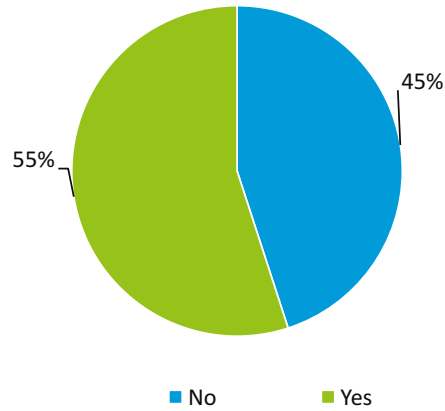
"Technology, Media and Telecommunication" sector remains as the main sector that the CEOs think that it has potential for the current and future business plans. "Financial Services" take the second place both in current and future business potential closely followed by "Retail" sector.

Q18 - Please rank the primary sectors in terms of business potential for your company in the next five years



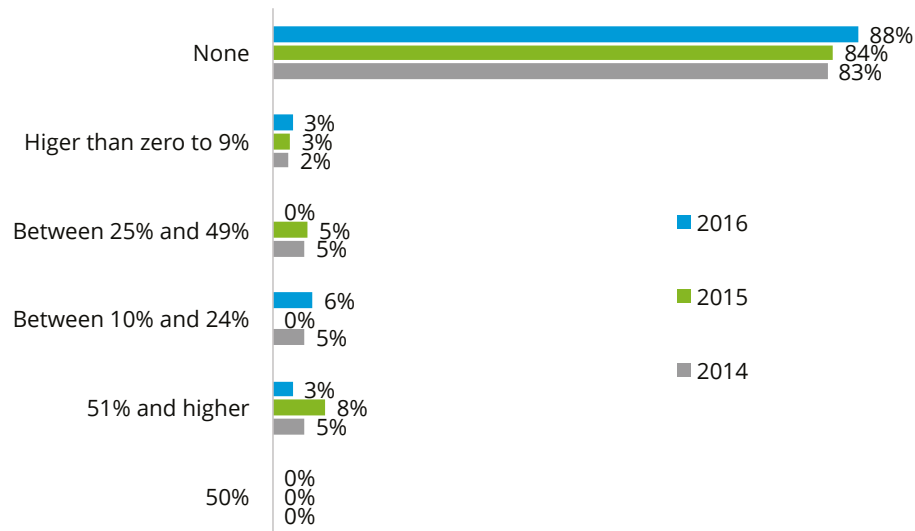
* Chemicals, Cement, Metals etc.

Q19 - Do you benefit from the incentives and supports provided by the government and public sector?



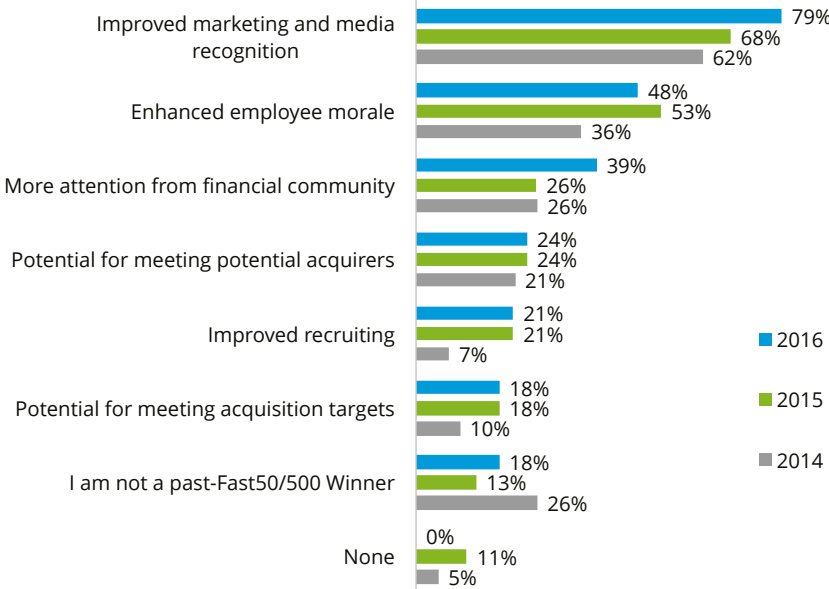
More than half of the CEOs indicated that they had benefited from the incentives and supports provided by the government and public sector.

Q20- Please specify the rate of the outside investment (e.g. Angel, VC, Private Equity, etc.) in your company's share capital.

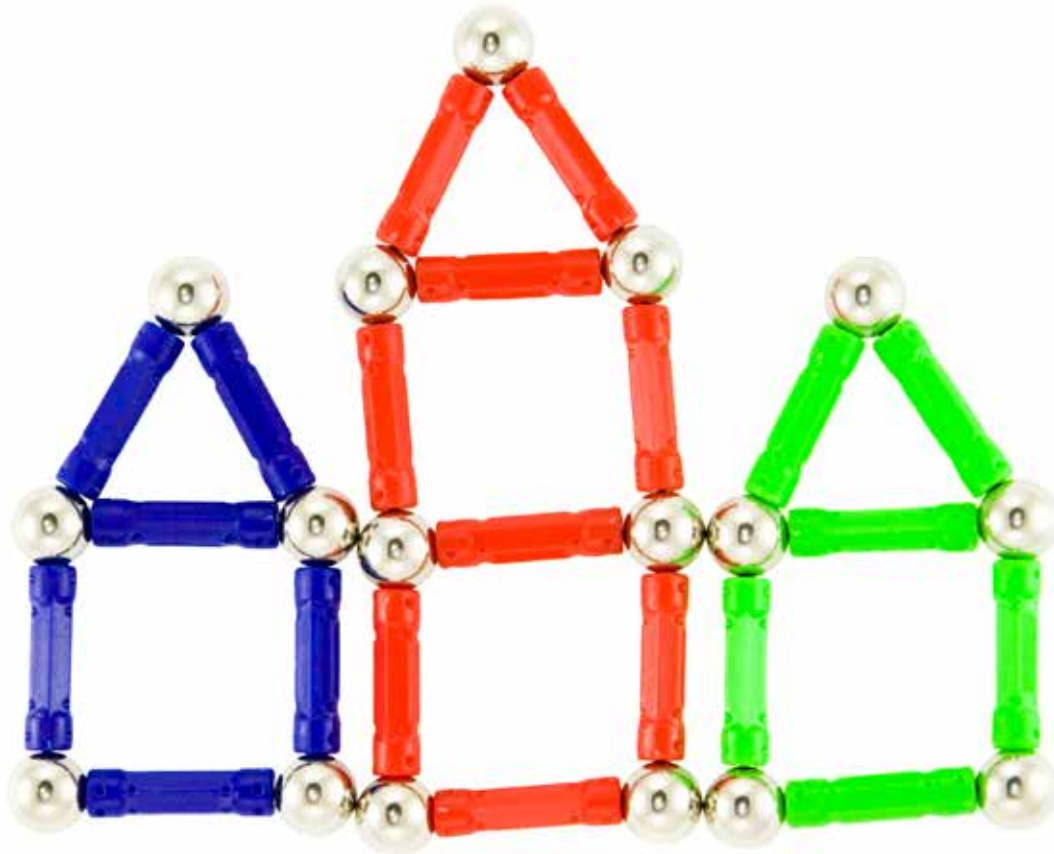


Only 1 over 10 company's received outside investment. While 9% of the companies outside investors share is between 0 to 25%, only 3% of the companies have investors with 50% and above share.

Q21 - If you are past-Fast50/500 winner, what benefits have you received from selections to the Deloitte Technology Fast50/500? (Please select all that apply)



79% of the respondents indicated that they had "improved marketing and media recognition" as a result of being a past Deloitte Technology Fast 50/500 winner. Furthermore, approximately every 1 CEO amongst 2 indicate "enhanced employee morale" as the second most important benefit received out of the program.



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