

A large, glowing globe made of a network of white nodes and lines, set against a dark blue background with horizontal light streaks and a perspective effect of lines receding into the distance.

Tom PIT Partner Network

DIGITAL
TRANSFORMATION
PLATFORM

Tom PIT

Become a part of the most exciting
and fast-growing ecosystem.

01 Digital Transformation

Digital transformation is a unique product of every business environment that, in addition to an investor's financial input, also requires the involvement of many technologies, digital content, and expert knowledge.

As a result, digital transformation providers must invest in the development of their own technologies to simplify the implementation process and improve user experience. In addition to technology, it is also necessary to invest in the development of digital content and, in order to keep in touch with competition and the rapid advancement of many technologies, also in the training of human resources.

Such investment represents a heavy burden and a high level of risk, as most such in-house projects never repay the investment or do not truly come to life at all.



Now imagine an open-source technology which enables you can carry out even the most complex digital transformation of a company. Also imagine that, in addition to the technology, you also have a full range of ready-made digital content that covers all the key processes in the company. On top of all that, you can install the digitalisation in a modern data centre, and you also have a comprehensive range of expert skills to help you with digital transformation, when required and as much as required.

Meet
Tom PIT.connected

02 Tom PIT.connected

Digital transformation rarely meets the expectations of a customer. There are a number of reasons, some of the most common being the rigidity of technologies and digital content, which cannot perfectly approach the requirements of the business environment.

Tom PIT.connected is a platform for digital transformation of a company that handles the entire life cycle of digitalisation and digital transformation, from conception, implementation, and utilisation to administration.

It is everything a company needs for digitalisation and digital transformation. It elegantly solves many software challenges, ranging from the uncompromising flexibility of digital content and the ability to influence it without any actual changes to a high degree of scalability and the provision of a consistent digital experience on all devices and for all users.

Tom PIT.connected is a technological infrastructure addressing all aspects of digitalisation, from the development environment, IoT, BigData, distributed and asynchronous processing, capture, manipulation, storage, analysis, distribution and visualisation of data to sophisticated reports, lightning-fast search indexes, connection services, UI and ORM frameworks, and we could go on and on.

Tom PIT.connected is also the most complete ERP as it offers a full range of ready-made digital content that covers all the key processes of business environments.

It is also a data centre in which companies can drive digitalisation, a source of expert knowledge that customers and partners can engage when necessary, and a provider of a wide range of SaaS services to make the resolution of challenges as simple as possible.



03 Technology

Innovative technology that drives the entire digitalisation and solves all the challenges of modern and complex information systems.

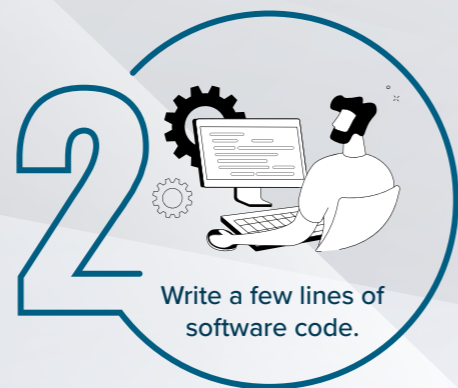
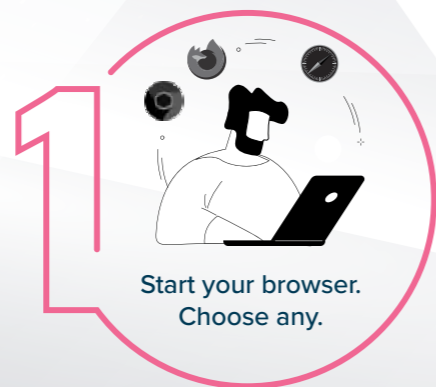
Implementation with Tom PIT.connected is fun, simple, and incredibly effective.

No need for translation, installation, restarts, waiting, or wasting of time. You do not have to worry about where you need to update the software code but can simply focus on essential tasks such as writing code or designing user interfaces.

You can work anywhere – in the company, from home, on-site, on a train, on a tram, or on the beach. You can work together with the customer, in real time, geographically independently, and without communication noise.

You then analyse and save the changes. Later you can combine them with those made by others. By you, us, or any other Tom PIT.connected partner.

The modified microservices are then installed with a single click, covering the development, testing, and production environment.



04 Ease of Technological Complexity

With Tom PIT.connected, you will solve even the most complex technological and content challenges with incredible ease without making any compromises.

Implementation

As a developer, you write the software code, and Tom PIT takes care of everything else. It distributes software changes by all instances, replaces the existing software code with the new one, and translates it dynamically. The process runs smoothly without stopping and waiting for a restart. All in real time.

Versioning

A sophisticated versioning system allows you to connect and combine software code changes without almost any involvement by the developer.

Utilisation

Digital content provides a consistent digital experience for all users and on all devices. Our UX and UI experts ensure that all digital content follows modern technological guidelines.

Standardisation

Digital content follows strict internal software writing standards, so modifying the software code is easy, and the intelligent software code editor takes care of the real-time analysis of the software code and warns of possible implementation problems.



05

Digital Content

More than
400
microservices

covering
15 areas:



Modern, fully interoperable digital content, divided into 15 areas covering all key processes in a company.

Choose from more than 400 instances of digital content that are freely compatible with each other and ensure integrated digitalisation.

As Simple as »Hello«

1

Install any combination of digital content.

2

Perform adjustments according to customers' needs.

3

Add digital content specifically tailored to the needs of each customer.

And that is it. Digital transformation in all its glory.



Perfect ERP

Digital content consists of a complete ERP system, since the ERP system handles work processes at the level of the entire company. Tom PIT.connected offers a digital version of all key processes in a company.

No Compromises

Innovative techniques such as Dependency Injection and Inversion of Control will change your digital content without actually changing it. Sounds cool, doesn't it?

Consistent Digital Experience

Respect the users and provide them with a consistent and modern user experience throughout the range of digital content and on all devices. Thanks to the built-in UI framework, you will adapt digital content in the same way and with the same ease as the best engineers in Tom PIT.

Connectivity

You will eliminate information silos and merge the digital image of businesses into a unique, fully integrated system. Your customers will be infinitely grateful to you.



06 Data Centre

Spare your customers from the stress of maintenance and endless investment in infrastructure.

Tom PIT.connected has its own data centre in which many successful companies run their digitalisation. It is safe, reliable, and included in the subscription.

Development Environment

We will establish a development environment for each of your customers, where you can, if you so choose, implement the process of digitalisation and digital transformation. Everything is included, from debugging and diagnostics to metrics.

Test and Production Environment

If requested by your customer, we will also establish a test or “staging” environment, where you will be able to test and validate changes before transferring them to the production environment.



07 SaaS

A full range of useful services with which you will solve great challenges with little effort.

At Tom PIT, we are constantly adding new services that can be engaged as needed to improve your service and user experience. By using SaaS services, you will ensure that nothing surprises you on your path to implementing a digital transformation.

Health Monitoring

Provide your customers with real-time insights into the state of machines and devices to reduce downtime losses. In case of a failure, an effective notification system shortens the time from the occurrence of a problem to the start of troubleshooting.

Notification

Use SMTP services to reliably send emails or an SMS communication channel to deliver short messages when responsiveness is critical.

Tracking Changes

Introduce tracking of changes for any entity to ensure the highest level of data control.

Search Engine

Secure, fully customisable, and high-performance search engine for regulated data structures that can effectively search data using a variety of techniques such as “Search as you type” and “Fuzzy Search”.



08

Credentials

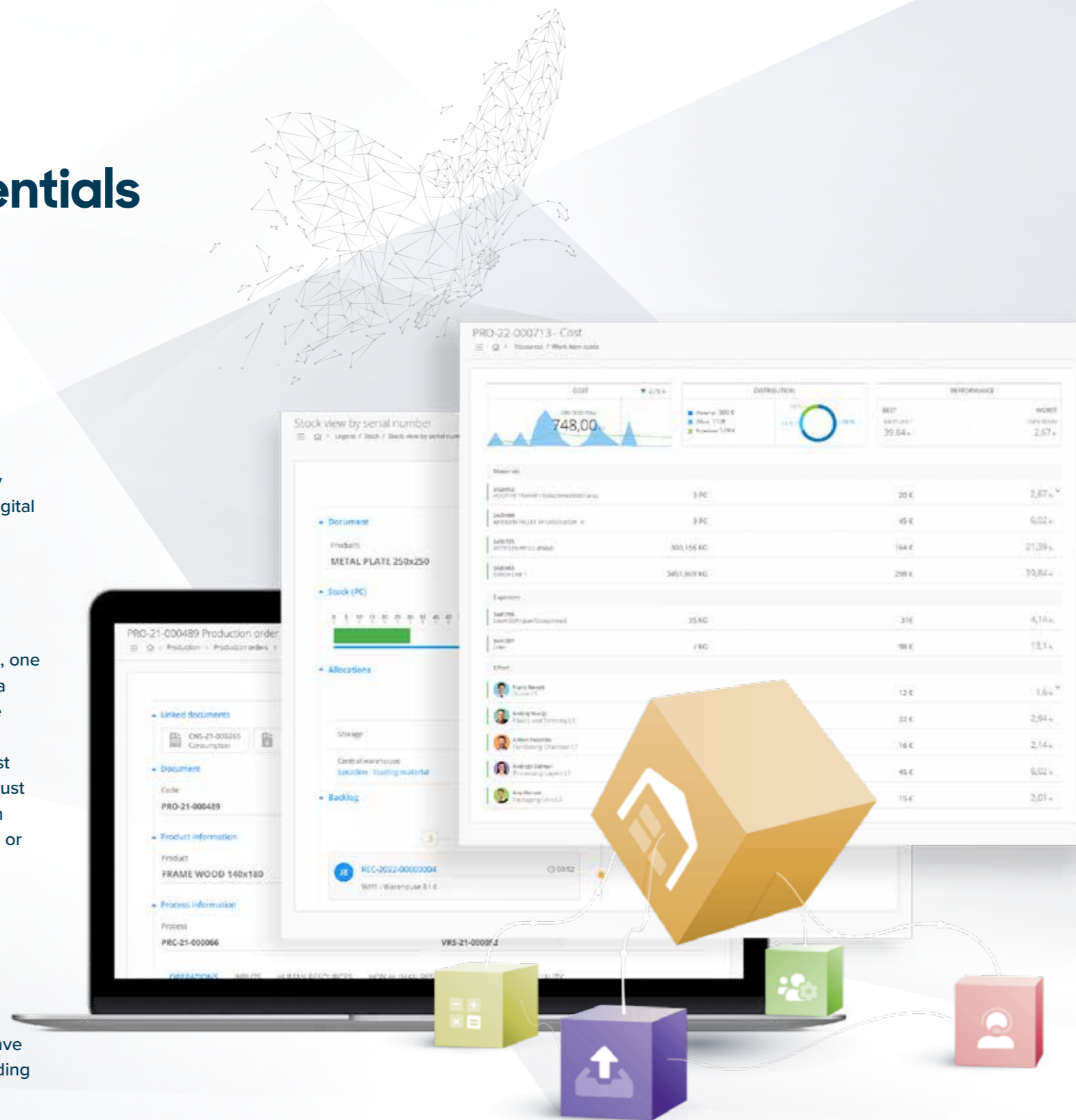
Tom PIT.connected is a proven platform that operates in many industries and companies of all sizes.

More than 100 companies in Slovenia have already selected Tom PIT.connected as their platform for digital transformation.

Krka, one of the largest generic pharmacists in the world, Energetika Ljubljana, the largest energy institutions in Slovenia, Ljubljanske mlekarne, the largest manufacturer of dairy products, Pa Lip Bled, one of the largest wood processing companies, Plastika Skaza, the largest manufacturer of plastics, Celjske Mesnine, the largest producer of meat products, and last but not least, Optika Vidim, one of the most reputable ophthalmology clinics in the region, are just some of the industry leaders that have chosen Tom PIT.connected as a platform for either digitalisation or digital transformation.

Users of Tom PIT.connected also include many successful medium-sized companies such as Varis Lendava, Primat, Plutal, and many others.

We are also proud that smaller companies such as MPT, Gorenc, Vodasil, Serving, and many others have chosen Tom PIT.connected as the platform for building their digital transformation.



Janez Jakopin

MES administrator, Ljubljanske mlekarne

Tom PIT helps us manage the entire production process, from traceability of materials throughout the production process to monitoring the efficiency of production resources and ensuring the implementation of regulatory obligations.

This has brought us closer to a minimal cost of the product.proizvoda.

Aleš Škraba

Member of the Management Board, FerroČrtalič d.o.o.

With the implementation of Tom PIT, we have taken a big step forward in the digital transformation of our business: we have ensured digital traceability of materials throughout processes in the company and provided customers with a digital entry point into their processes.

Nika Meh

Director, MPT d.o.o.

We cooperated with Tom PIT through the P4D tender for digital transformation of the company, which we successfully completed. I was also very impressed by the agility and assistance in the implementation of the tender itself. They know how to listen and carry out our wishes – they are a reliable business partner.



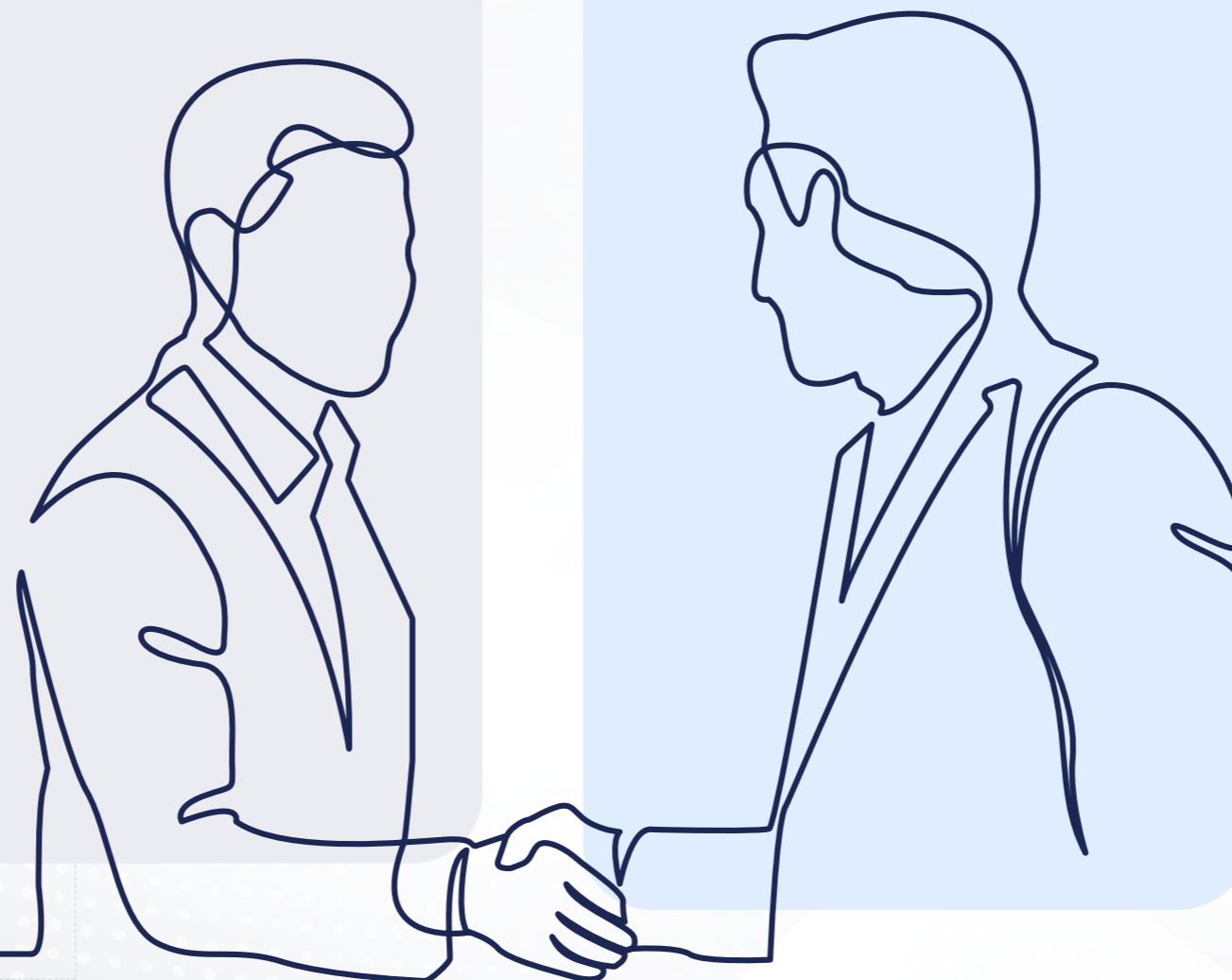
9 Tom PIT.connected Partner Network (TPPN)

Modern ecosystem that opens up unprecedented business opportunities.

TPPN is a fast-growing ecosystem of digitalisation and digital transformation providers and customers. With the help of innovative technology and a wide range of ready-made digital content, providers (partners) carry out digitalisation and digital transformation for customers. Customers can choose between different partners who all ensure a similar standard in terms of the quality of the services provided.

Tom PIT is the hub of the ecosystem. It handles the development of technology and ready-made digital content, provides a data centre, and offers expert knowledge and a wide range of digital services that partners and customers can engage.

TPPN is an excellent opportunity for partners to expand their business and reach markets that have so far been unattainable to them. Through a combination of free technology, digital content, and a modern business model, they can achieve outstanding added value, both in terms of customers and profitability.



10 How does TPPN work?

Simple. We provide the conditions, you realise the projects.

The partnership between Tom PIT and you is based on the digital transformation platform Tom PIT.connected. We provide you with the necessary technology, digital content, and potential customers, while you perform digitalisation and digital transformation.

What are your earnings?

Everything you produce in the project. The projects can either be turnkey or use the Tom PIT model, i.e. hourly – the decision is yours. In any case, the whole amount is yours. By integrating Tom PIT SaaS services, you are also entitled to commissions.

What are our earnings?

Definitely not as big as yours. 😊
Customers conclude an agreement with Tom PIT (more at <https://www.tompit.com/legal> under Terms of Service). We charge for most of the SaaS services if customers need them and for outsourcing services.

Simple, isn't it?



Why become a TPPN partner?

Why invest in technology and digital content when they are already developed, free of charge, and open-source?

Commission

You are entitled to a 15% commission on all SaaS services, including the monthly subscription, which can represent an important source of revenue.



Competitiveness

With Tom PIT.connected, you will definitely be more competitive as you will not be burdened by the cost of your own development and payments for licenses to third parties.



Agility

The technology will allow you to approach customer requirements perfectly, which means higher added value and more satisfied customers.



You will find more customers and obtain higher earnings with less effort.

With Tom PIT.connected, you will not have to invest in technology, as it provides a comprehensive technological infrastructure that addresses all aspects of digitalisation and digital transformation.

You will also not have to invest in the development of digital content, as the entire range of content is ready for immediate use.

We will provide you with potential customers, which means that you will shorten sales cycles and reach a wider market. You will not have to provide a full set of personnel that you may only need for the most demanding projects but will be able to hire them at Tom PIT as needed.

You will not pay any licences nor give commissions for the work you have done but will own practically all the proceeds of your project.

We provide 24/7 support via a variety of communication channels.



12 Training

Tom PIT will make sure you are up-to-date with new developments.

New technological guidelines, approaches to solving project problems, digital content or business process analysis innovations – we organise events that provide all the necessary information about the platform.

Most of the training is free of charge and packed into events that are as compact as possible, providing as much information as possible within the shortest possible time.

Many events can be attended using remote devices, so you will not have to waste time travelling.

You will acquire knowledge drawn from our more than 25 years of experience, which will place you in a privileged position in the market.

You will also have access to platform authors and digital content and the opportunity to influence the development of system functions.



13 Outsourcing

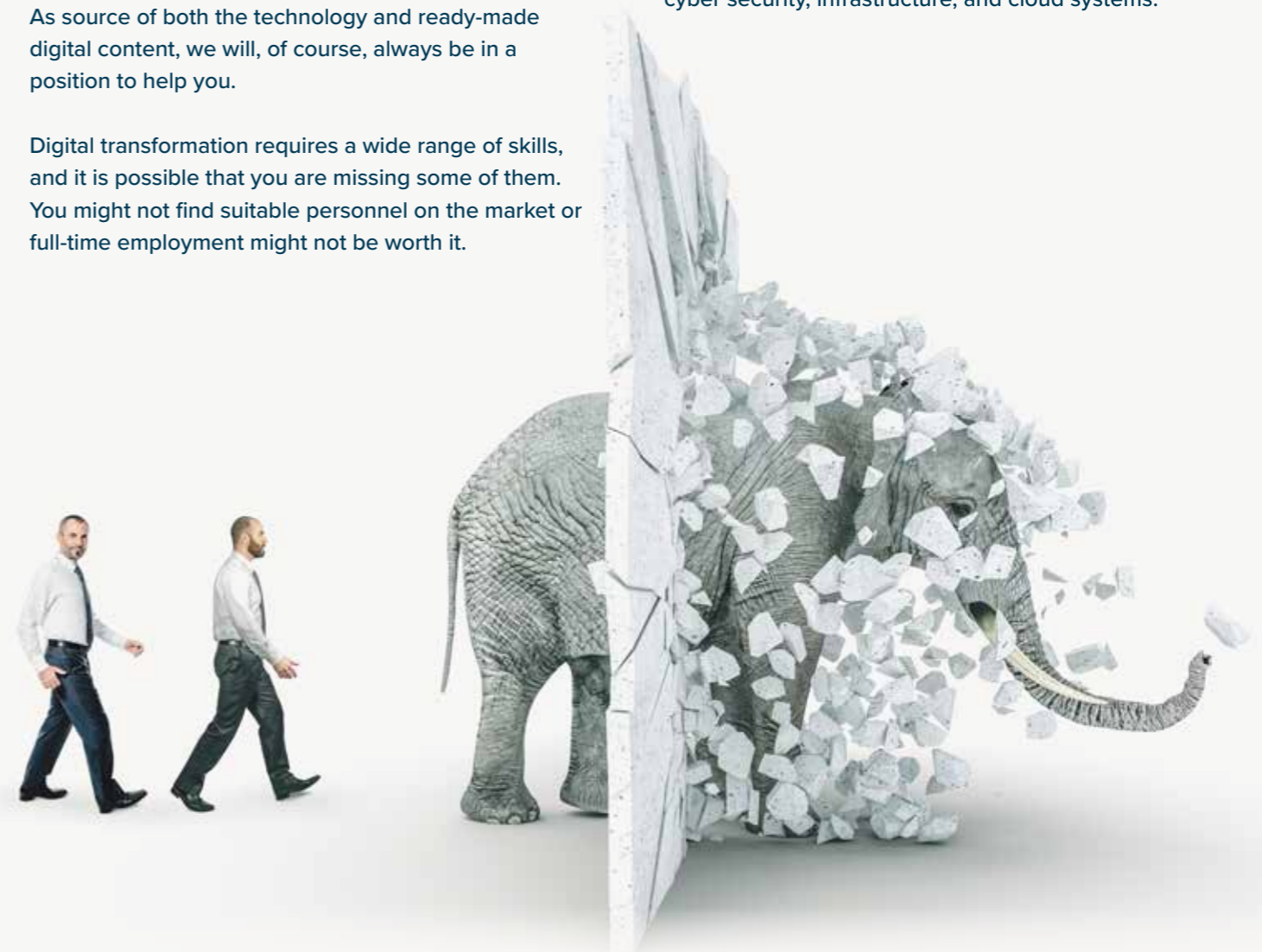
You may encounter problems for which you do not have the necessary skills. There is no need to worry; we have all the human resources that are needed for even the most demanding digital transformations.

As source of both the technology and ready-made digital content, we will, of course, always be in a position to help you.

Digital transformation requires a wide range of skills, and it is possible that you are missing some of them. You might not find suitable personnel on the market or full-time employment might not be worth it.

You can be confident that Tom PIT has all the necessary skills to implement digital transformation from start to finish.

We provide digital transformation architects, project managers, digital transformation managers, developers, testers, UX and UI designers, document writers, training experts, customer support and more. We can also help you in the sales phase and after-sales activities, and we also have experts in the field of device integration, cyber security, infrastructure, and cloud systems.



14 Marketing

With Tom PIT.connected, you will definitely expand your business. You will reach customers that you have not previously had access to, and you will be able to offer them content you do not have now.

By becoming a Tom PIT.connected partner, you will get exclusive access to potential customers interested in digital transformation. You will therefore open a completely new sales channel and will not have to invest anything.

What is a potential customer?

A potential customer or a Qualified Lead is interested in either digitalisation or digital transformation.

How do we obtain potential customers?

Tom PIT obtains potential customers through a variety of communication channels. Most of them are obtained through digital advertising, as well as through promotional events, conferences, and also directly via the website.

How many potential customers can you expect?

Let us be specific. In the last 6 months (August 2022 to January 2023), Tom PIT on average identified 48 potential customers a month in Slovenia. That is more than 500 a year, which is an impressive figure.

What do you have to do?


The agreement with Tom PIT allows you to get in touch with each potential customer and provide them with your services.



15 Where to begin



STEP 1
Submit your information at tompit.com/partners/engage

 You can also call us
+386 31 564 764.



STEP 2
We will get back to you as soon as possible.



STEP 3
We will carry out training in technology and digital content.



STEP 4
We will find your first customer.



STEP 5
You will start the project.

Do not hesitate

We live in the age of digitalisation and digital transformation. Business environments are actively investing in the IT industry with the aim of increasing added value and opening new business opportunities. With the technology and digital content that Tom PIT provides to you as a partner, you will be able to offer business environments everything that they need for a digital transformation.

Become a Tom PIT partner today, without investment and risk.

Tom PIT

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