

Zvonimir Gembec Discusses H12018 Performance and Future Plans of the Croatian Startup Sysbee

Milan, 6 September 2018. The demand for managed hosting services is currently on the rise, as it allows users to cut down on IT infrastructure, enhance security and control over their information. The increasing use of the virtualized technology emerges as a primary trend in the modern market, while it also is expected to grow further.

One of the companies determined to fulfill the needs and requirements of the managed hosting market is a Croatian startup Sysbee. The CEO of the company, Zvonimir Gembec, has discussed the key updates and plans of Sysbee with us. We also talked about some of the long-term goals of this managed hosting company.

How did the first 6 months of 2018 go for Sysbee?

Zvonimir Gembec: “First half of the year was pretty much hectic since we are still a young company and we are just at the beginning of our journey, so we do not have much of stable and organized work processes at the moment. However, in this period, we have recorded around 20% growth and onboarded some new clients as well. We welcomed a lot of clients from Slovenia.

In the last couple of months, we were moving some of our customers from DHH to Sysbee. Now, we almost finished transferring clients - the migration process went quite well.

Also, we have set out the key focus on the managed hosting as of the moment, while previously we have had a wider scope of activities within DHH. This implies that we strive to provide high-quality customized support for each client, while at the same time being more efficient.

We carefully listen to our customers, and all our internal processes are aligned with the feedback we receive from them on a daily basis. At Sysbee, we try to respond to our clients immediately and address their needs and sometimes, issues, on time.”

During our previous interview, you have mentioned that one of the key goals for Sysbee now is to attract more clients. How did the company perform in this direction?

Zvonimir Gembec: “Presently, we have around 30 clients, so yes, I believe that Sysbee has been doing pretty well in this sense. We have an internal agreement with DHH as well, which allows us to transfer some of the clients from their platform.

We are also improving concerning the team members – next month, we will have our first employee joining us at Sysbee. He will be mostly responsible for managing some administrative tasks. In the meantime, this will allow us to concentrate more on the growth of our client base.”

You have also mentioned the development of the DevOps package before. Are there any updates in regards to this product?

Zvonimir Gembec: “Yes, we have changed the DevOps package a bit, but as of now, we are still working on its development. It is still not finished, and we cannot call it a complete product yet.

We want to make sure that this product meets all the latest standards and requirements of the industry. Some of our clients are testing the first versions of the DevOps package now, and we plan to consider their feedback for further improvement of the product.”

What are the key priorities of Sysbee for the upcoming half a year?

Zvonimir Gembec: “In the next couple of months, we plan to concentrate our attention on the collaboration with agencies help us to grow our client base. Most of these agencies are exporting from Croatia. Also, we have many other ideas on how to improve our growth, and we are looking into testing them in the upcoming months.

Another important focus for the next half of a year is the stabilization of our operations. We want to make sure that we have regular everyday operations since now some of the processes are still not entirely organized.”

Which goals does Sysbee strive to reach in the long term?

Zvonimir Gembec: “If we talk about the long-term in this sector, I see 3 years in the future as an optimal number. So, three years fast forward, I’d like to see Sysbee having around 1 million euros in revenue, two teams of 3 or 4 sysadmins, and a stable sales and marketing team.

Presently, we are a tiny team of 3 people, and there is a lot of work to be done.

Cloud sector is growing at a rapid pace, and we at Sysbee aim to bring the web hosting service to a whole new level. Our fundamental goal is to bring the DevOps culture to our clients that will enable them to take care of their clouds in a user-friendly and at the same time, affordable, way.”



About DHH S.p.A.

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