

romaniaIT
CREATIVE TALENT. TECHNICAL EXCELLENCE.



romania2019.eu
Romanian Presidency of the Council of the European Union

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ROMANIAN MOBILE INNOVATION



MWC19™
Barcelona

25-28 February 2019

About romaniaIT

romaniaIT is a public-private initiative set up in 2006 by a group of stakeholders that included ministries, industry associations and companies interested in promoting the national IT industry abroad.

The brand was internationally launched in March 2007 and since then companies and national organizations have been promoting it in international events. romaniaIT is governed by a Sectorial Branding Committee consisting of governmental bodies and representative national organizations.

Brancusi's Infinite Column: The Reach for Perfection

The Infinite Column is the outstanding monumental sculpture of Romanian artist, Constantin Brancusi, one of the most influential artists of the 20th century. As a series of connections, the Infinite Column has come to be recognized as a symbol of the continuous effort in reaching perfection and serves as an influential model with significant and transferable meaning.

It is used to represent Romania's IT&C industry, as the symbol embodies the distinct qualities of Romania's talented and IT&C professionals, who strive for continuous improvement and education in technology and creativity. The column underscores a unique quality of Romanian culture: living links between the present and its ancient past. As with this sculpture, they are grounded in the nation's traditions of technical excellence and constant learning with a national focus on the achievement of the most modern of technical innovations.

ARIES - Romanian Association for Electronic and Software Industry

Romanian Association for Electronic and Software Industry is a trade professional organization and comprises over 200 members at the national level. The association is organized into 5 branches: Cluj-Napoca, Brasov, Craiova, Iasi and Timisoara (the largest branch by the number of members).

The competences of the member companies cover all fields of the ICT industry, from software and web applications development - business applications - to robotics and artificial intelligence, from generation of electronic equipment to authorized dealers or mixed profile companies.

One of ARIES's prerogatives is to act as an access point to any information regarding the Romanian electronics and software industry.

If you are looking for partners or subcontractors, on the Romanian electronics and software market, ARIES can help you with:

- ✓ Support in finding partners or business opportunities on the Romanian ITC market,
- ✓ Information on the Romanian software and electronics industries in the Western Region of Romania,
- ✓ Opportunity to support you in organizing different events, facilitation of contacts,
- ✓ Information regarding general and specific legal and fiscal aspects.

For more information, please visit the association's website or contact the team of our association's branches, depending on each interests, at the following coordinates:



ARIES

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Romania as a Growing Center of IT Expertise

The last years were been quite a beneficial period for the Romanian IT industry: the number of companies rose to over 16.000, as well as the number of employees in the sector estimated at +90.000 in 2017 only for the software segment. If in 1998, the Romanian software export was about 30 million \$, in 1999 this export reached almost 3.2 billion EUROS in 2017.

Romania is one of the most interesting markets in Europe for technology investment and trade, as well as a recognized partner for some of the world's most demanding customers in IT services outsourcing, business process outsourcing, call center support and product development and innovation.

Despite significant challenges, accompanied by non-typical evolution of markets, niches and companies, the focus on increasing productivity and decreasing costs through technology, as well competitive innovation, was actually the winning card for Romanian software companies, both on the internal and external market.

European structural funds contributed significantly in IT companies revenues compensating the reduction of consumption on the internal market. Operational programs for increasing companies competitiveness and development of human resources generate numerous projects with important IT components, both hardware and software and services. 2018 yielded an increase of over 12% compared to the previous year. And 2019 forecasts shows alsosignificant growing by two digits. Auspices for the software and services sector continue to be on the positive side, based on extended external demand, reprise of domestic market companies' investment in IT&C and growth of consumption generated by European funded projects. However, actual estimates about 2019 to 2020 still shows two digit grows of the industry, especially doe to new engineering developments for smart farming, industry 4.0, ehealth and smart city projects.

Balance

Customer surveys show that costs and pricing only represent a fraction of the decision criteria for locating offshoring projects. Romania is not the lowest cost location for outsourcing, but when performance and engineering competences are added to the equation it is highly competitive.

Previous sector experience, technology expertise, quality of the proposal, solid procedures of financial reporting and coordination systems and an enforcing business ethics and

social responsibility are some of the criteria that decide in favor of Romanian companies.

Technical and sector specific skills at best practice Romanian companies often excel in use and development of new technologies and offer strong software development methodologies and processes. Romanian companies are recognized for their appetite for innovation, adding value to the partners' requests, even if it is not demanded. Surveys indicate Romanian development companies' customers have experienced particular good understanding of their requirements and business needs beyond those set out in the RFP or project specs.

Cultural Fit, Language Skills and Similar Mentality to US/ Western Europe

Geographical proximity to Western Europe is clearly common to all developers in the CEE region, but Romania has a cost advantage compared to Central Europe while its membership of the European Union differentiates it from most of Eastern Europe, enabling Romanian-based providers to more easily visit or deploy staff to client sites both within the EU and without.

An area in which Romania is regarded as particularly strong compared with other countries in Eastern, or even Central, Europe is in the language skills of both management and technical staff. Romania boasts one of the highest rates in CEE of participation in language classes at secondary school level. Language proficiency among the adult population is similarly high. In addition to a significant proportion of the labor force having a high degree of competency in English, there is widespread knowledge of other European languages, most notably French, but also Italian and German.

Country references

Area: 238,397 km² (92,046 sq mi) (9th in EU)

Population: 19.94 Million (7th in EU)

GDP: 239,440 Bn USD (2018)

Corporate tax: 16% flat

VAT level: 19%

Member of: EU, WTO, IMF, WB, NATO

Strategic location: at the crossing of 3 pan European transport corridors, holding the Eastern border of the in- land European Union and at the turning point where EU meets the Balkans and CIS countries.

Main cities: Bucuresti, Timisoara, Cluj Napoca, Iasi, Constanta, Craiova, Brasov, Galati, Ploiesti, Oradea.

Service excellence from line of code to customer experience

Computaris is a software company providing end-to-end software development, system integration and technical consultancy.

Our core services include: custom software development, cloud development, DevOps consultancy, IoT, mobile and web app development across industries such as telecom, digital media, utilities, banking and finance, healthcare, manufacturing, logistics.

CLOUD DEVELOPMENT

- ✓ Build cloud-native software, using microservices, DevOps methodology, Agile development

LEGACY APP MIGRATION TO THE CLOUD

- ✓ Migrate legacy apps to public, private or hybrid clouds

SELECTED TECHNOLOGIES

- ✓ Development languages: C/C++, Java, Scala, Ruby, Python
- ✓ Frontend: Angular, React, Vue
- ✓ Network function virtualization: OpenStack, AWS, Microsoft Azure
- ✓ Telecom specific technologies: SS7, SIGTRAN, JAIN SLEE, CAP, MAP, INAP, SIP, Diameter (Gx, Gy, SLh, SCAP, Ro, S6a/S6d, Sh), RADIUS
- ✓ Databases: Oracle, MySQL, PostgreSQL, Cassandra, MongoDB, Redis
- ✓ Testing frameworks: JMeter, SoapUI, Jython, Seagull

20+ years of experience in custom software development and telecom, supporting telcos in cloud development and legacy app migration to cloud and OSS/BSS throughout the 2G to 5G evolution

250+ technical experts with cloud, DevOps and system integration competencies, working as virtual extensions of clients' proprietary teams

5 elite development centers in Romania (Bucharest, Galati), Poland (Warsaw, Bialystok) and Moldova (Chisinau), and offices in Switzerland, USA, Malaysia, Philippines, India, UK

OVER 1,000 PROJECTS DELIVERED TO MORE THAN 100 COMPANIES WORLDWIDE



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