

STUDIEDAG IT-KANSEN IN LAGE-LOON LANDEN

Alphen a/d Rijn, 25 November 2002

Monitor and GPI Consultancy

www.monitor.nl and www.gpic.nl

IT
Opportunities in
Romania

ITProvision Belgium/ Romania

Your software development Outsourcing partner

www.itprovision.com

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Chapter 1

General Economic and IT Environment in Romania

The **BrainBench** Global IT IQ Report positions Romania as the **first country in Europe, and the sixth worldwide**, in the classification of geographical areas with the highest concentration of certified IT professionals in 30 of the most critical information technology skill areas.

1.1 Economic Structure

Romania is the second largest country after Poland in terms of size, population and market in Central Europe. It has tremendous economic potential to emerge as a leading player in IT in the region. Its agricultural potential, human resources and industrial raw material wealth has enabled it to develop many economic sectors including machine building, chemical, electrical equipment, information and communication technologies, and consumer goods industries.

Table 1 Romania: Broad economic indicators

INDICATORS	1998	1999	2001
Real GDP rates (%)	-7.3	-3.2	1.6
Industrial production (average) (%)	-13.8	-8.0	8.2
Unemployment rate (%)	10.3	11.5	10.5
Export growth (%)	-1.5	+2.4	21.9
Import growth (%)	10.9	-12.2	25.6
Imports covering degree by export (export/import CIF)	76.0	88.7	86.0
Trade balance (billion USD)	-3.5	-1.8	-2.6
Current account (billion USD)	-2.9	-1.2	-1.3
Inflation rate (%)	59.0	45.8	40.7
Exchange rate (annual average)	8,876	15,333	28,690

Sources: National Institute of Statistics and Economic Studies, 2001 and “The Report of the First Year of Government” Ministry of Development and Prognosis, 2002

1.2 Vision for the Romanian IT Industry of the Romanian Government:

“Romania should aspire to becoming the “Internet Hub” for the Black Sea Region. The Romanian IT industry will be the leading regional supplier of Internet-based services, specialized software and contract manufacturing by 2010 by leveraging national competitive advantages.

An effective public-private partnership in IT sector will assure a competitive and consistent rules-based business environment, inflows of foreign direct investment and promotion of Romania as a centre of IT excellence.

Goal:

Romania should increase its IT industry exports from the existing level of US\$630 million in the year 2000, to US\$1 billion by 2004, US\$5 million by 2007 and a target of US\$10 billion by 2010."

1.3 Niches for the IT Sector: Core Products, Services and Target Markets

Romanian society is well-educated, with English, German and French widely spoken. The ingenuity of Romanians and their ability in abstract mathematics make the country a potent force in software development.

Romanian software companies possess adequate skills and expertise in application development using Java, SQL, Visual Age, Oracle Developer 2000, Object Oriented Programming Systems etc. Experience of delivering applications and solutions to clients overseas exists, having been gained from subcontracting for major companies. The presence of global software companies like Microsoft, Cisco, Motorola, Ericsson etc. is a motivating factor in enabling Romanian companies to ascend the value chain of software development.

To make the vision a reality, the following core products, services and target markets were pre-selected as priorities for Romania in the area of IT:

- Software development;
- IT-enabled services;
- Research and development;
- Contract manufacturing;
- Consulting, engineering, repair and maintenance services.

These areas were chosen based upon the SWOT analysis of the existing IT industry and other advantages enjoyed by Romania, as can be seen below.

Average cost of real estate:

- Land Purchase 20-200 \$/sq.m (depending upon location)
- Building: 300-500 \$/sq.m
- Rental: 2-30 \$/sq.m (depending upon position and appearance)

Average cost of IT labour

- Wages: 400-600 \$ net/month
- Total cost: 1,000-1,500 \$/month, including taxes

Average investment for a competitive work place: \$10,000

- include technology, building, furniture, facilities
- does not include wages, marketing, consulting, cost of operations etc.

Chapter 2

National IT Policy and IT Sector Associations

Information Technology (IT) Policy

The Ministry of Communications and Information Technology (MCTI) is the authority for developing a strategic orientation framework for guiding the ICT sector in Romania.

The mission of the Ministry of Communications and Information Technology is to create solid premises that will ensure the transition to the Information Society in Romania.

The transition to the Information Society is a strategic objective for the Romanian Government for 2001 - 2004 and one of the conditions for the Romania's accession to the European Union.

Information Society means an economy and a society in which the access, acquisition, storage, process, transmission, propagation and use of knowledge and information plays a capital role.

In Romania there are five main associations in the ICT sector, as well as a number of other smaller associations. These five main associations are:

- Romanian Association for Electronic and Software Industries (ARIES)
www.aries.ro
- National Association of Internet Providers from Romania (ANISP) - www.anisp.ro
- National Association for Software Companies (ANIS) - www.anis.ro
- Association for Information Technology and Communication – Romania (ATIC)
www.atic.org.ro
- Association for Producers of Electrical and Electronics Industries (APREL)
www.aprel.ro

Chapter 3

International Trade in Information Technology Products

3.1 Global Trade

Romanian international trade in information technology and communication products (ICT) amounted to **US\$2.308 billion in 2000**, compared with **US\$1.44 billion in 1999**, a growth of **60%** over the previous year as given in Table 2.

Table 2 Romania: Global trade in ICT products (Value US\$ millions)

	1998	1999	2000
Total Imports	1,109	1,070	1,685.02
Total Exports	235	373	630.59
Trade Deficit	-874	-697	-1,054.43

Source: ITC /PCTAS database & Romanian Trade Statistics Department, 2001

3.2 Romanian ICT Exports

Table 3 gives a product breakdown for Romanian exports of ICT products.

Table 3 Romania: Global export of ICT products (Value US\$ million)

Product category	1996	1997	1998	1999	2000
Semiconductors	3	4	3	3	41.78
Electronic data processing	2	2	7	104	130.51
Office equipment	0	0	1	0	1.44
Telecommunication	3	3	21	28	171.94
Other components	108	110	175	213	254.54
Scientific equipment	20	28	28	25	30.35
Total	136	147	235	373	630.59

Source: ITC/PCTAS database 1996-2000 / Romanian Trade Statistics Department

Analysis of the ITC/PCTAS trade data reveals that **exports were valued at US\$630.59 million in 2000, compared with US\$373 million in 1999, a growth of 67.5%**. According to the Romanian Foreign Trade Centre (CRCE), exports were likely to be in the order of US\$1 billion by **2001, a growth of 58.58%**. The increase in exports was primarily due to the contract manufacturing plants which have been set up by Solectron, Intrarom, Siemens, Flamingo Computers, Siveco, CIT Alcatel and others.

Exports from Romania are mainly to Germany, the United Kingdom, Austria and France.

Romania
IT Export Growth Trends

- **Export growth – 67.5% in 2000, 58.58 in 2001;**
- **Exports mainly to European destinations;**
- Components and subsystems;
- TNCs led exports through transfer pricing;
- Software - anti virus products and services.

Romania
Key Issues and trends
International Trade in IT Products

- Trade deficit widening;
- Exports improving due to proximity of Timisoara to the EU and **comparative advantage of software development;**
- MNCs taking advantage of cost-effective and skilled manpower for application development and contract manufacturing;
- **Software services and products – a niche area for export development;**
- **Exports mainly to Germany, United Kingdom, Austria and France, through their subsidiary companies in Romania;**
- Potential for exports to the CEEC region, Libya, Iran and Moldova through preferential agreements;
- Imports for developing infrastructure, IT deployment and contract manufacturing.

Chapter 4

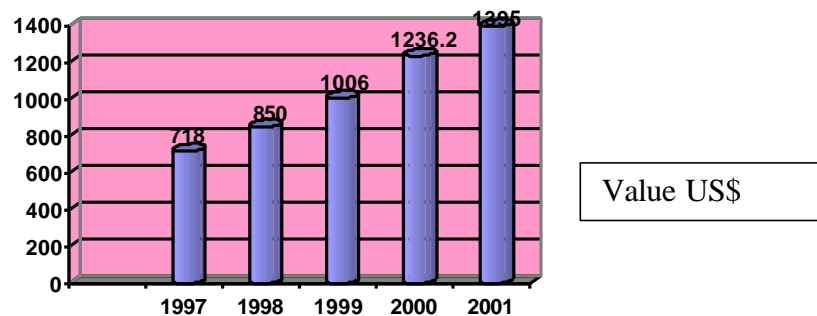
Information and Communication Technology Market in Romania

Central and Eastern Europe Market = 27% from the International IT Market
Romania = 4% from Central and Eastern Europe Market (the smallest share)

The Romanian IT market is very small compared with other neighbouring countries, accounting for just 4% of the regional market. In 2000, the market was estimated at US\$1.23 billion and expected to reach US\$1.4 billion in 2001, at a growth rate of 12.8%.

Figure 1 charts ITA market growth for 1997 to 2001.

Figure 1: Romania - Growth of ITA Market (1997-2001)



Source – EUROBIT 2000 & Digital Planet 2000

4.1 Software Market

In the year **2000**, the software and services market was estimated at **US\$83 million compared with US\$56 million in 1999, a growth of 48%**. The market for standard software products was valued at US\$45 million and Software Services at US\$38 million. This is expected to climb to US\$62 million and US\$40 million respectively in 2001. **The market is expected to grow at a rate of 23-25%.**

The packaged software market in Romania is dominated by **Microsoft**, as evidenced by the high number of personal computers shipped with Windows 95, NT or Windows 2000 and Windows XP. **Oracle** is another major player, which dominates the database segment. The demand for software arises from the need of clients to have state-of-the-art software for their information systems. **Growth in the market is being stimulated by:**

- Anti-virus software packages; providing a good export market;
- Customised software to meet the need of users in the SMEs and SoHo segment;

- Customizing existing software packages by adding Romanian interfaces;
- Software written in the Romanian language to meet the specific requirements of Romanian legal, government and business practices;
- Increased use of standard software packages;
- Profitability of imported software leading to vertical or niche markets for locally produced software;
- Vertical market segments such as accounting, medical, manufacturing systems etc. which are potential areas for application development.

As the government is taking initiatives to launch e-governance and create an information society by implementing major IT projects, **the requirement of standard software products and services is expected to grow gradually.**

4.2 Romania Key Issues and Trends - Information Technology Market

Romania Key Issues and Trends Information Technology Market
<ul style="list-style-type: none"> • CEEC market is comparatively small for ICT products; • IT penetration is low and slow in developing, compared with Western European countries; • Hardware market is shifting towards implementing IT solutions to improve productivity and promote e-governance; • IT market is oriented to hardware, which accounts for a major share of IT spending; • IT spending in Romania is the lowest in the region; • Emergence of E-commerce is prohibited by lack of the legislation; • Internet is the new growth engine (Internet penetration to increase to 75% by 2003); • Mobile infrastructure and services, CATV, telephone and switched data and leased line services are a major growth market in telecommunications; • IT market is dominated by MNCs like IBM, Bull, Compaq, Hewlett-Packard, Cisco, Canon and Toshiba; • Rise in PC volumes is leading to a reduction in prices; • SoHo market growth – representing 20% of the total market; • Software piracy rates dropping; • Software market dominated by MNCs like Microsoft and Oracle; • Unix accounts for the highest share of server revenues.

Chapter 5

National Information Technology Industry

5.1 Romanian ICT Industry

Romania has a well-developed ICT base.

The BrainBench Global IT IQ Report positions Romania as the **first country in Europe, and the sixth worldwide, in the classification of geographical areas with the highest concentration of certified professionals in 30 of the most critical information technology skill areas.**

The highly skilled workforce of Romania, especially in the conditions of total income tax exemption for the employees of the private companies involved in computer programs creation, makes Romania an ideal location for software development activities.

Table 4 provides data regarding IT companies operating in Romania as per the registry.

Table 4 IT Companies in Romania

Number of companies	1997	1998	1999
Hardware	286	205	224
Software	2,093	2,955	3,408

Source: Trade Registry Romania, 2000

IT companies by region:

Bucharest based companies	75%
Other (Brasov , Timisoara, Iasi, Cluj)	25%

Source: ANCI, ATIC estimation.

ICT sector production for 1997-2001 may be seen in Table 5. (* estimated)

Table 5 Romanian Electronic Industry Production (in million USD)

	1997	1998	1999	2000	2001*
Software and services	50	60	100	150	200
Electronic Data Processing	225	198	218	400	460
Semiconductors	7	13	14	15	16
Telecommunication	407	510	440	515	570
Other Components/sub-assembly	429	531	402	632	711
Office Equipment	14	17	15	16	24
Scientific Instruments & Control and Measurement Equipment	88	81	81	122	132
Total	1,220	1,410	1,270	1,850	2,113

Source: Yearbook of World Electronics / Ministry of Industry & Resources 2000

The Romanian IT services sector, characterized by the number of employees (revealed by ARIES):

- 76% of the firms have less than 10 employees
- 14% of the firms have between 10 and 50 employees
- 8% of the firms have between 50 and 100 employees (**ITprovision.com**)
- 2% of the firms have over 100 employees

5.2 Computer Software Industry

The total IT services workforce is ~50,000. The **annual growth** of the IT services workforce is **~2500** (ANCI, ATIC estimation). The **computer software sector** in Romania is vibrant, **employing about 25,000 skilled software professionals.** The industry is delivering **software and services** worth about **US\$150 million per annum, which is expected to increase to US\$200 million in 2001.** There are a couple of large companies employing about 400 employees and many small companies. But as a rule, a very large number of one- and two-person software firms with low turnover typify the market.

Presence of Large Corporations

In 2002 an unprecedented optimism of foreign companies operating on the Romanian market has been registered. Over 2/3 of the international companies operating in Romania reported an improvement of their financial situation in the third trimester of the year and they are anticipating that this trend will be confirmed by the end of the year, as KPMG Romania has revealed based on a study of 80 companies with foreign capital. The KPMG study reveals that the share of the companies that have been registered better results, grew with 28% from the second trimester, which represents the highest level from 1998 to date. In addition to that, neither of these companies has been reducing the activity. The financial situation of the interviewed companies is also increasing. 69% of them reported an improvement of their financial situation in the third trimester, but only 35% in the second trimester. Moreover, 69% of the interviewees predict the improvement of results in the period October-December. Only 2% from total interviewees expect that their business will financially deteriorate, and 31% think their financial situation will remain at the same level.

The positive evolutions regarding the volume of activity and financial situation reflects also the investment and employment plans of the companies. The number of companies reporting a growth of their investments in the third trimester, grew more than two-fold from the April-June period, from 27% to 59%. Most of the companies have accelerated the recruitment programmes and the number of new employees would grow again in the last three months of the year.

One highly visible change since 1989, has been the arrival of foreign IT products and multinational IT firms in Romania. **MNC brands account for 50% of the market.** However, MNCs remain cautious in Romania because of the continuing high-risk business environment. IBM, Compaq, Cisco and Hewlett-Packard, Dell, Acer, Cisco, 3COM have set up their

representative offices and marketed their products through local distributors/assemblers. Products are imported and supplied to the customers through their local distributors. **IBM is a major hardware player** and is expected to play a major role in the future of Romania's IT industry. Its presence is spread throughout the country via a network of 70 representatives. **Larger Romanian companies offer services in all typical software development processes.**

The software industry in Romania is poised for exponential growth as many large corporations are considering Romania as their offshore software development base. **Microsoft, Cisco, Motorola, Ericsson etc. are a few large corporations, which have established their subsidiaries in Romania to take advantage of the low cost skilled software professionals.**

Software companies such as Microsoft, Novell, SCO Unix and Oracle are all represented in Romania. They utilize the services of local firms, as well as authorized resellers and distributors, for marketing and application development based on their standard software. The local companies develop applications using the standard packages to meet the requirements of their customers. Localization and content creation are the main service areas for the local companies.

Other major companies approached the telecommunications equipment sector: Intrarom, Ericsson, Siemens and CIT Alcatel.

5.3 Romania Key Issues and Trends - Information Technology Industry

Romania Key Issues and Trends Information Technology Industry

- Large state-owned companies facing closure;
- **Under-utilization of skilled manpower;**
- Above 75,000 hardware assembly workers unemployed;
- Contract manufacturing for MNCs – initial stage of development;
- Software companies small and fragmented;
- **Skilled software capability to develop competitive products / services;**
- Telecommunications manufacturing for the local market – leading to exports;
- Assembling rates for products competitive (eg. CTV assembly US\$3-5 per piece);
- Clustered industry development in software technology parks;
- ISP industry not developing due to high interconnection charges;
- Content creation and IT enabled services – an area of growth; (www.ITProvison.com)
- **Multilingual capability – asset for delivery of software and services.**

Chapter 6

IT Workforce in Romania and Brasov

Romania's IT industry showed many encouraging signs that it could go on to gain a major share of global IT market place.

Because of Romania's **comparative advantage of highly skilled and low labor costs in the software sector, many Western companies have taken an interest in either investing or setting up partnerships with Romania software companies.** Given the proliferation of the Internet and World Wide Web, software companies can rapidly develop and export their services with little capital investment.

6.1 World-Class Software Engineers Base

The majority of Romania's engineers graduated from technical institutes in Bucharest, **Brasov**, Cluj, Iasi and Timisoara. Bucharest accounts for 70% of Romania's technical resources while Bucharest combined with the main university centers of which **Brasov**, Cluj, Iasi and Timisoara account for 90% of Romania's technical resources.

Industry in Romania has become linked to the new technologies through companies from developed countries. International companies established local operations to take advantage of the qualified labour that has graduated from these technical institutes. The industry expanded on the basis of export opportunities, as the market for ICT products in Romania is very small. Most success stories are still linked to software export activities.

Thus in Romania the ITC industry has naturally developed around centres of excellence in Bucharest, **Brasov**, Cluj, Iasi and Timisoara.

Sound software industry base is currently employing over 25,000 people. Well-developed education system producing out **8,000 IT graduates** and 2,000 graduates in other disciplines.

As after some statistics published by the prestigious French magazine -01 Informatique in September 13, 1996, Didier Genau being the author, Romania has 25,000 specialists in informatics with high education, in comparison with 200,000 from India (a country with the same level of development) and 50,000 from Russia. This means **109 IT specialist of high educational level for 100,000 inhabitants in Romania, in comparison with only 24 in India.**

The value of human resources can also be proved by the fact that **the University's team situated on the 4th place before all the American Universities** at the last edition of the AMC university competition.

Many names of the **Romanian mathematicians can be found in the gallery of the world cybernetics pioneers**. The Romanian school of mathematics remained one of the most remarkable in the world even during the years of the communist dictatorship. The Romanian young people, without exceptions, winning the laurels of the international mathematics, informatics and physics Olympiads year by year.

We are proud to mention that three Romania students have been awarded **with one gold and one silver medal** at the **International Olympics for Educational Software**, which took place on 2-8 November 2002 in Georgia. Two twin students from Ramnicu Valcea have received for their joint project the silver medal, and one student from Iasi has been awarded with the gold medal. The Romanian students have also proved that they had ideas to increase the efficiency of teaching, learning and assessment.

6.2 High Quality Software Resources in Brasov

The county of **Brasov** (historically known as Kronstadt because of German settlers in the 18th and 19th century) lies in the middle of Romania, being a very important commercial, cultural and social centre. Besides the tourist and cultural economy of Brasov, there is a thriving banking and commercial activity. The industry and services are becoming the main activity of the county of Brasov, having a high productivity and production capacity.

There are 6 universities in Brasov: one state university, Transilvania University of Brasov, and 5 private universities. The foundations of higher education in Brasov were laid in 1940 and since 1990 the TRANSILVANIA University has known a continuous development and presently counts over 10,000 students enrolled in the 10 faculties and 2 colleges, that offer full-time courses of long duration in over 70 specialisms, full-time courses of short duration in 21 specialisms, post-graduate courses and PhD research in over 45 specialisms.

Higher education in IT and electrical engineering started in **Brasov** in 1962. Till 2001 a number of **3,655 engineers and 1,275 undergraduate engineers** have been awarded degrees in Electro-mechanics, Electrical Engineering, Applied Electronics, Electro-Mechanics, Automation and Information Technologies. Currently about **1,000 students** (1st to 5th year of study) are registered for the 5 courses offered by the Faculty, and about 50 graduates are registered for post-graduate (master) study (6th year).

The Faculty of Electrical Engineering and Computer Science includes three departments:

1. The Department of Electronics and Computers
2. The Department of Automatics
3. The Department of Electrical Engineering

That makes Brasov, where www.ITprovision.com is located, a substantial pool of available and skilled programmers with outstanding qualifications.

Chapter 7

About ITprovision

7.1 Company

ITprovision is a joint Belgian/Romanian company based in Brasov, in the center of Romania. Its Belgian sister company is based in Antwerp, Belgium. Both companies are co-owned and managed by Mr. Dan Camarzan in Romania and Dr Michel Loots from Belgium. ITprovision is the logical commercial expansion/ continuation of the long-term cooperation of Humanity CD Ltd/ Human Info Belgium and Simple Words Romania Srl of the same owners/ managers.

We are a trusted and much appreciated outsourcing partner with outstanding references of which big organizations and governmental agencies. We have over 7 years existence and experience in software and data-processing services. We have a team of 60 people at your service. We are seeking long-term partnership and software outsourcing cooperation with Your Company.

7.2 Mission Statement

ITprovision Romania/ Belgium defines itself as a dedicated software development, data-processing and IT services partner.

ITprovision's mission is to be a reliable long-term partner and to provide the best software development services to help our customers focus their energy on their clients, increase their development capacity, cut development costs, win more business, and operate more profitably.

7.3 Our Strengths and Dedication

Today's successful IT businesses seek software development and data-processing partners that are efficient, reliable, and cost-effective. We are a dynamic, quality-oriented company able to fulfill your needs. ITprovision offers you the combined advantages of a Western mentality and Romanian cost-advantage, programming intelligence and geographical and cultural proximity. Because we understand the importance of reliable low-cost partnerships to your organization, we will add real value and innovation to your business.

We will supply outsourcing solutions that not only deliver the highest quality solution, but also keep your business objectives at the forefront. Working with us will ensure guaranteed increased efficiency and immediate pay-back on development costs.

7.4 Manpower

- **SOFTWARE PROGRAMMING: 18 workforce**
(Project managers, System analysts, Programmers, Computer technicians)

We are expanding this programming capacity to ca. 25 by the end of 2002, and 40 by mid 2003.

In our company the basic requirement for every programmer is the perfect mastering of C and C++ in addition to the specific language knowledge and experience required by our clients.

- Programming languages: C, C++, VC++, VB, Java, .NET, Delphi
 - Technologies: COM/DCOM, ActiveX, Internet Programming, OOP
 - Database: Jet (Access), MySql, Oracle, MSSql, PostGRESQL,
 - Scripting: PHP, Perl, ASP, JavaScript
 - Connection Technology: ADO, DAO, ODBC
 - Hardware Programming
- **DATA SCANNING, ENTRY, MARK-UP: 42 workforce**
(Team leaders, Supervisors, Operators)

7.5 Why partnering with us

The ITprovision / Romania advantage for your company

ITprovision Romania/Belgium has as its mission to provide high quality/ turn-key solutions for your outsourcing needs. We aim at becoming co-creative with your company and at providing the optimal man-power/ intelligence mix to strengthen your operations. Cost-savings for similar or even greater productivity/ quality are usually in the order of 50 to 70%. We have a very communicative management that will design and implement all quality, control and feedback procedures needed to maintain a successful development environment. Our management will visit you, and you would be welcome to visit us at any time.

Your highly skilled programming team a virtual block away

Romania is culturally and geographically very near and worldwide recognized as the home of highly skilled programmers. There are no VISA restrictions with EU Schengen countries. Our lead programmers can come and work at your premises 15 days every three months to harmonize working procedures and optimize developments. Online communication and programming systems (remote control via programs like Terminal Services) and strict progress reporting procedures will make you feel that this unit in Romania is just a few blocks away from your offices.

Partners and Clients

Autotext

R+R

Humanity CD/Human Info

Governmental agencies and NGO

InfoArt

Chamber of Commerce Brasov

Cooperation typically consists of one or two phases

PHASE 1: Working as your outsourcing service provider in Romania the first 6 to 12 months in various services. Creating a dedicated customized and high-level software team in Romania exclusively working for your company. Including direct communication links and training to provide excellency in requested quality/services mix.

Our software services and expansion capabilities comprise:

1. Software Development and Projects Teams
2. Web Databases Support and Programming
3. Debugging/Shareware Programming
4. Localizing and Optimizing Software
5. Remote Networking/Support Teams
6. Data-processing and -Conversion, E-books
7. Scanning/OCR/Imaging, Digital Libraries
8. Research/Marketing/Help-Desk/Call-Center
9. Dedicated Teams for Your Company
10. Client Oriented IT Provision Mix

PHASE 2: Once a critical mass is reached and needs arise, helping your company to set up a joint-venture in Romania with all logistic support and a caring environment, including opening the opportunities for grants and funding.

7.6 Conclusion: Why we are Your ideal Dedicated Outsourcing Partner

ITprovision Romania/Belgium aims at becoming co-creative with your company and at providing the optimal man-power/ intelligence mix to strengthen your operations. Cost-savings for similar or even greater productivity/ quality are usually in the order of 50 to 70%. The co-operation with ITprovision will be successful and beneficial to your Company.

Please contact us at clientcare@itprovision.com

Conclusions

Romania: A high IT potential

- Second largest country in CEE
- 2000 – a turning point for the economic development
- Accession to EU talks started
- A dynamic IT / Internet sector
- Good and productive education system
- Tradition in IT – one of the first European countries to build computers
- Good infrastructure for IT and software outsourcing
- Abundant workforce
- Costs competitive
- Specific incentives promoted as drafts of Law in the Parliament

ITprovision.com: A High Partnership Potential worth Investigating

- Seven years track record of working with governmental agencies
- Highly reliable and dedicated management
- Good and highly productive manpower
- Good local infrastructure for IT and software outsourcing
- Excellent communication channels and provisions
- High quality/ turn-key solutions for specific needs
- Possibility to dispatch programmers at your premises for training
- Possibility of creating co-owned joint-venture for your company in Phase 2
- Abundant access to highly skilled workforce
- Costs competitive and Transparent Costing structure

We thank you for your attention reading this report of IT opportunities **in** Romania and **with** our company **ITprovision.com** and look forward to preliminary discussions, provision of information, a meeting or quote without any obligation.

Contact Info

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ITProvision Belgium/ Romania

Your software development Outsourcing partner

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