

# romaniaIT

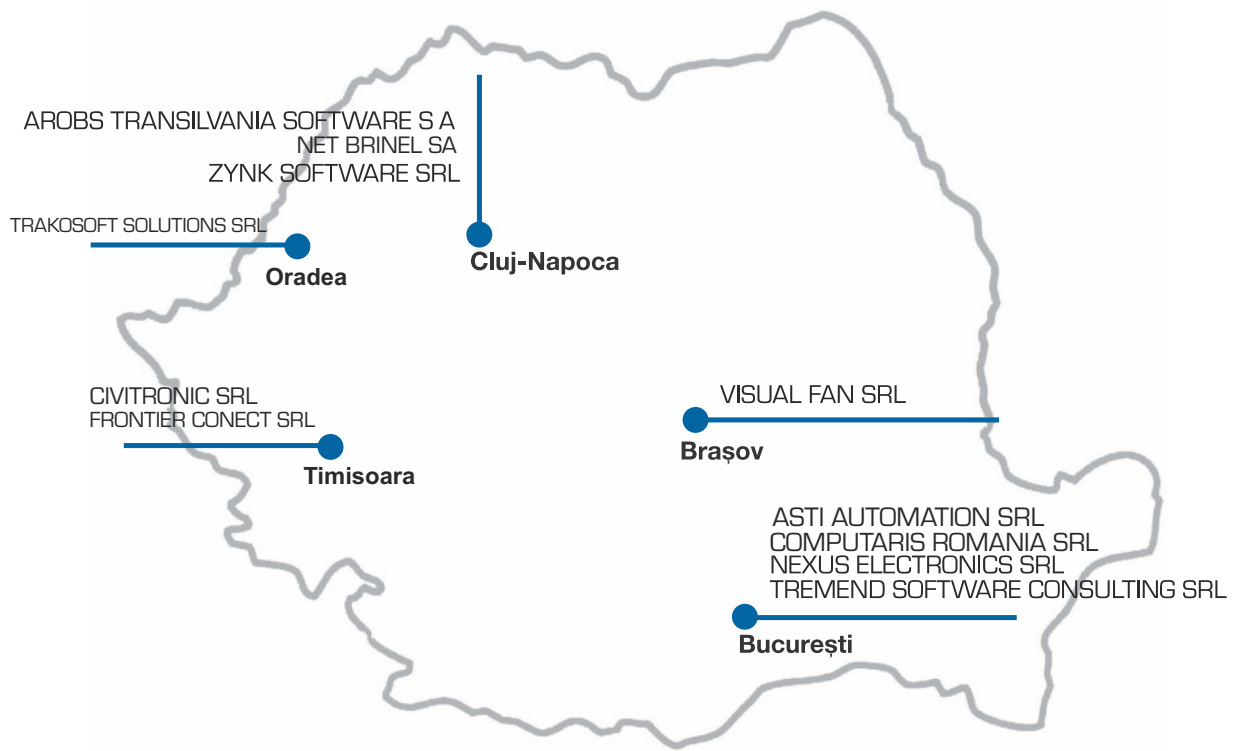
Creative Talent. Technical Excellence.



BARCELONA 16 - 18 OCTOBER 2018

Hall 2, stand A110





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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 18.000, as well as the number of employees in the sector estimated at +100.000 in 2018 only for the software segment. If in 1998, the Romanian software export was about 30 million \$, in 2017 this export reached over 3.1 billion EUROS and are expected over 3.5 billion in 2018.

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. 2017 yielded an increase of over 15% compared to the previous year. And 2018 forecasts shows also significant 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 2018 to 2020 still shows two digit grows of the industry, especially due to new engineering developments for smart farming, indus-

try 4.0, ehealth and smart city projects. Romania as an Offshore Destination Romania has still a strong position for attracting a significant amount of the incoming offshoring business to be located in CEE countries, but innovation is the main actual growth vector. Many companies engaged in custom application development for foreign clients, as well as R&D centers or BPO operations have built a long-time successful presence on the Romanian market. These companies have been gaining experience in the offshore business, with growing projects and extended sector expertise, and based on their development potential and reliable sourcing operations they are serving a large number of international clients. Attractive Price vs. Performance.

### 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 km<sup>2</sup> (92,046 sq mi) (9th in EU)

Population: 19.94 Million (7th in EU)

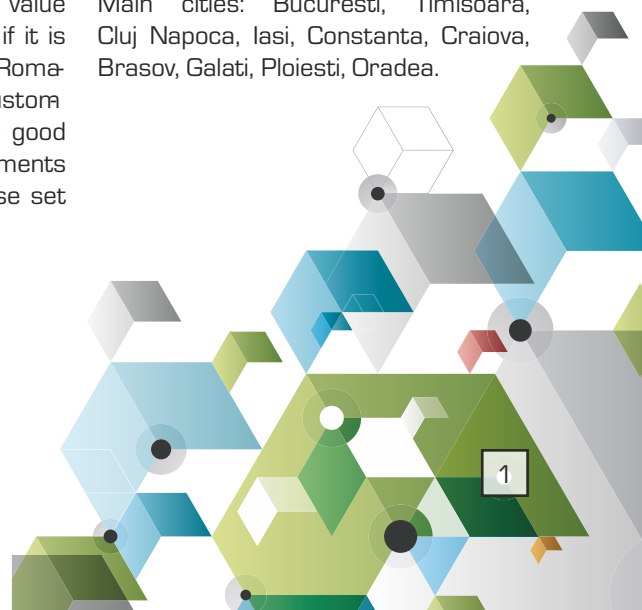
GDP: 218.8 Bn USD (2017)

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 inland 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.



## 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.



## 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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Web: www.aries.ro

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Web: www.aries-transilvania.ro

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### Headquarter:

Cluj-Napoca, Romania

### 6 International Branches:

Republic of Moldova, Hungary, Germany, Indonesia, Netherlands and Belgium

### 700+ Employees

### High specialization areas:

Travel, automotive, home automation, life-sciences and retail industries

20 years in software development

Customers in 14 COUNTRIES

(EUROPE, AMERICA, ASIA)

Top clients from Germany, Finland, UK, USA, France, Switzerland, Romania

### AROBS TRANSILVANIA SOFTWARE

AROBS Transilvania Software is an IT solution provider of ready to use systems and tailor-made software based on the latest technologies. With 20 years of experience in software development, we address the IT needs of industries as diverse as travel, automotive, home automation, and life sciences, IoT, enterprise application, with advanced and effective web, mobile, embedded, and cloud solutions, fully featured IT systems, and IT products.

Since our inception in 1998, in Cluj-Napoca, Romania, we have been combining excellent specialists with well-tuned, but flexible processes to consistently deliver IT solutions of top quality. The quality of our services and the dedication shown by our specialists helped us establish strong, long term partnerships with hundreds of companies from Europe, and the US. Our passion for technology and technological novelties and sustained efforts to acquire new skills and align

with market trends turned AROBS into one of the main players in the Romanian IT landscape.

### BUSINESS LINES

#### CUSTOM APPLICATION DEVELOPMENT

SW Development, Application, Integrations, Maintenance & Support, Migrations, Product Development, QA.

#### INNOVATION HUB

We offer an extensive range of services, from technical consultancy, project implementation to product development.

#### FLEET MANAGEMENT SOLUTION

TrackGPS is the leading Romanian brand in Fleet Management, it has an extended market in South East Europe and it is already present in Asia (Indonesia)

#### ENTERPRISE MOBILITY SOLUTIONS

Optimall division has developed 4 different solutions dedicated to manufacturing and distribution companies across 10 industries serving over 350 clients. All these solutions are compatible and can be integrated within over 75 ERP systems used in Romania.

#### CONSUMER ELECTRONICS DISTRIBUTION

Navigation Devices & Consumer Electronics

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### AROBS TRANSILVANIA SOFTWARE

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## COMPANY PROFILE

ASTI Automation, company founded in 2002, is one of the youngest members of ASTI group. Since 1990, when the first ASTI company was established, ASTI has been a constant promoter of the most advanced automation systems in Romania. Currently, the company is acting in industrial automation field, participating in projects in sectors such as oil and gas, automotive, food industry, chemical industry, urban utilities. Since 2007, the business of the company has been extended through active involvement in increasing the quality of technical education in college and university. The company develops didactic equipment related to approved programs of study, taking into account the current technological level encountered in main industry sectors. The portfolio includes didactic equipment for specific technical fields, integrated laboratories mainly for technical universities as well as for companies acting in the industry, training sessions for students or postgraduate courses for professionals in the industry.

## OWN PRODUCTS

- PROSIM T+ - Virtual Learning Environment
- PLC S7 - 1500 Training Panel (SIEMENS)
- ASTANK 2 - Integrated Teaching and Research Platform
- Flexible Assembly Line - Future Digitalized Factory
- VALS 1200 Training System (SM1281) - Condition Monitoring System

## PROJECTS

- Crude oil metering skid - Complex biphasic (liquid-gas) separator with complex metering
- Natural gas treatment - Combined Cycle Power Plant natural gas treatment plant
- Industrial gases - Industrial water treatment
- Automotive - Engine assembly line

reconfiguration

- Urban utilities - Pumping station for water supply

## SERVICES

- PLC and HMI software development;
- Hardware procurement, assembly and delivery;
- Instrumentation configuration;
- Data transmission;
- Centralized reporting system;
- Software commissioning.

## TECHNOLOGY BACKGROUND

The solutions we offer to our customers for complex projects are based on modern and competitive equipment from well-known companies, such as:

- SIEMENS AG - SIMATIC industrial PCs and PLCs (Programmable Logic Controllers), low-voltage contactors, inverters, field equipment (sensors, transducers, actuators);
- RITTAL GmbH - industrial enclosures for low-voltage power distribution and automation;
- Phoenix Contact - programmable logic controller, industrial PCs, interfacing modules, distributed periphery systems, connectors;
- EPLAN Software & Service GmbH & Co. KG - EPLAN software suite for design in electrical engineering and automation;
- National Instruments - easy to integrate modular instrumentation and controllers;
- FINDER Spa - industrial and residential relays, thermostats, time thermostats.

## MARKETS

Turnkey solutions for technical schools and universities laboratories

Training courses and consulting for companies acting in the industry

Technical training systems for specific technical fields

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## ASTI AUTOMATION

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060011, Romania

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## Charging electric cars anywhere. Quick and easy.

LEK3.CO is set out to build a charging infrastructure that makes electric cars a convenient alternative to fuel-based vehicles. LEK3.CO is perfect for different companies, venues and institutions that want to install a charging station.



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PARKING



PUBLIC  
INSTITUTIONS



HOTELS &  
RESTAURANTS



COMPANY  
FLEETS



RETAIL

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f [facebook.com/lek3.co/](https://facebook.com/lek3.co/)

in [linkedin.com/company/lek3-co/](https://linkedin.com/company/lek3-co/)



## Let the parking do the job for you

No investments. Passive income. Minimum effort.

2park.io is a mobile app that increases the visibility of parking lots for the large public and helps car park owners earn additional income. It helps drivers find new parking spaces and it guides them to available parking lots.

2park.io is easily integrated with any existing parking management system and is designed to maximize the flow of cars into a parking lot.

✉ [sales@2park.io](mailto:sales@2park.io)

f [facebook.com/2park.io/](https://facebook.com/2park.io/)

in [linkedin.com/company/2park-io/](https://linkedin.com/company/2park-io/)

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Powered by Civitronic SRL

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Computaris Romania is a software development company, providing custom software services, system integration and technical consultancy. In the area of IoT, we provide custom software development services, IoT proof of concept design, prototype building and IoT solution commercial sale-up.

Our track record in telecom projects enables us to successfully transfer to various industries and areas of application our expertise in high-volume data and real-time stream processing, carrier-grade security.

## OUR COVERAGE OF IoT and TECHNOLOGY KNOW-HOW

### SMART DEVICES



- Prototyping – Raspberry Pi: Java, Python
- Embedded software: C/C++

### SECURE IOT PLATFORMS



- Development languages: C/C++, Java, PHP, Shell scripting, Ruby, Python, Scala
- Network function virtualization: OpenStack, AWS, Microsoft Azure
- Development frameworks: Java Enterprise Edition, Spring, JMX, JMS, JPA, Hibernate, REST, WebServices (CXF), Apache Camel
- Databases: Oracle, MySQL, Informix, Sybase, PostgreSQL, Cassandra, MongoDB, Redis
- Application servers: JBoss, Weblogic, OpenCloudRhino, Mobicents, Tomcat

### APPLICATIONS



- Mobile: native iOS apps (Swift, Obj-C), native Android apps (Java, C++ (NDK), Kotlin), hybrid apps (Xamarin, React Native, Flutter, Ionic, PhoneGap)
- Smart devices: watch (WatchOS, Android Wear), TV (TvOS, Android TV), car (Android Auto)
- IoT: Android Things, Microsoft IoT
- Desktop: MacOS apps (Swift, Obj-C), Windows apps (WPF, UWP), cross platform (Mono)
- Web: Php (Laravel, Symfony, CodeIgniter; Zend, Smarty), Node.js, front end (Angular, React, Ext.js, jQuery), content management systems (WordPress, Drupal)

### DEVOPS



- Code: Jira, Eclipse, Sonarqube, Git, CVS
- Build: Maven
- Test: JUnit, Apache JMeter, Cucumber, Seagull, Robot framework, Computaris TOP Testing Suite
- Release: Jenkins, Bamboo
- Deploy: Chef, Docker, OpenStack, Puppet, Kubernetes, Ansible
- Monitor: Cacti, Open NMS, Zabbix

- > 20+ years in software development
- > 250+ technical experts in our elite competence centers in Eastern Europe
- > 11 offices in Romania (Bucharest, Galati), Poland (Warsaw, Bialystok), Moldova (Chisinau), Switzerland, USA, Malaysia, Philippines, India, UK (Computaris group headquarters)
- > 1000+ projects successfully delivered to 100+ companies worldwide

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COMPUTARIS ROMANIA SRL  
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 E-mail: [contact@computaris.com](mailto:contact@computaris.com)  
 Web: [www.computaris.com](http://www.computaris.com)

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We are developing solutions for IoT, Teraseya for Smart Agriculture and Lumbara for Smart Garden.

Teraseya products were special designed for outdoor deployments and crop scanning. Embedding dynamic intelligence inside, each device acquires data from calibrated sensors and sends specific information to a central intelligence unit in charge with data processing and intelligence instructions.

The device is mobile and can be installed where a specific agriculture problem needs to be monitored or a crop need proactively to be supervised for insects attacks, soil humidity, rainfall, photosynthesis active radiation , air humidity, temperature and atmospheric pressure.

Analytics, predictions and artificial intelligence transforming agriculture to the next level, making productions more insight driven and efficient. Teraseya services are helping to improve yields, optimizing the amount of water, fertilizers and pesticides

Lumbara Prime solution is suitable for existing irrigation systems. Adding intelligence to the irrigation activities, our solution can save energy and water, but also is reducing the maintenance costs.

Lumbara Solix is an ultimate green irrigation solution (patent ongoing) , designed for residential, smart city and small agriculture production usage. The solution is designed to be

autonomous, running on green energy and reusing the water.

Lumbara Smart Info Panel (SIP) is a modern indoor/outdoor city view that displays processed information based on smart city sensors, but also important city announcements , warnings or advertised information related with city daily or nightly life. I training systems for specific technical fields




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FRONTIER CONECT  
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At BRINEL, we strongly believe in digital transformation. We implement innovative solutions for effective work, for you to have more time to enjoy life! Marcel Borodi, CEO & Founder BRINEL

BRINEL started its activity in 1991, in Cluj-Napoca and has become one of the main Romanian IT&C system integrators. The software, hardware and communications solutions as well as the provided services, ensure a complete portfolio available for our customers. Our team's experience and competences are constantly evolving in order to professionally meet the needs of this domain.



Cloud seats  
sold



Vendor  
competencies



Active  
personnel  
certifications



Happy  
customers

#### SOLUTION DESIGN

Identify, adapt and interconnect more hardware, software and communications networks that fit your needs.

#### CERTIFICATIONS

Project managers are certified in three project management systems and experienced in the implementation of complex projects.

#### IMPLEMENTATION

We design, execute, and deploy integrated systems: complex hardware solutions, commercial software, unified communications and personalized applications.

#### SUPPORT

24/7/365 integrated helpdesk with single contact point for all components of the integrated IT system.

#### IoT for Asset Management

1. Automation
2. In-depth Analytics
3. Inventory Management
4. Auto-discovery Asset (using IOT)
5. Configuration Management
6. Asset Lifecycle Management

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Net BRINEL SA

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Romania

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With an experience of over 10 years, Nexus Electronics offers a series of Services that help Companies develop better customer relations, through raising client engagement, elevating team efficiency and, ultimately, increasing client support capabilities and customer satisfaction.

**OUR PORTFOLIO:**

- **Zimplu CRM** - the CRM software,
- **Enigma 365** - the employee monitoring software and
- **Nexus GPS Tracking** - the ultimate generation solution for fleet management, proven to increase productivity and reduce consumption.

**SAVING TIME AND MONEY WITH NEXUS GPS TRACKING**

Our star product, Nexus GPS Tracking allows its' users to reduce operating expenses and optimize resources, save time on deliveries while reducing downtime and unnecessary costs. When solicited, it can generate full reports about:

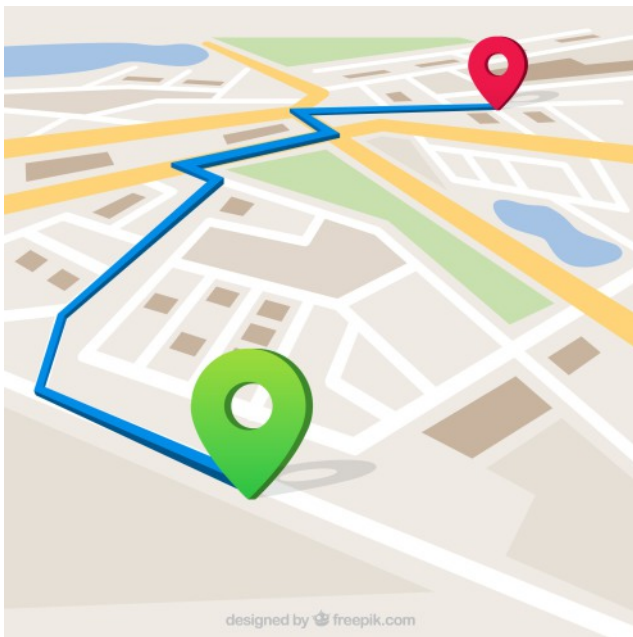
- where exactly a driver has been,
- what type of driving conduct he's had,
- alerts for different vehicle events.

Basically we help fleet managers not have to worry about their drivers getting lost, the vehicles being overused, delivery times not being met or fuel and cars getting stolen.

**DELIVERY ROUTE PLANNER AND ROUTE OPTIMIZATION**

One of the focal points of our GPS software consists in the route planning module, that helps fleet managers quickly map out the best routes and optimal number of vehicles used to get to the delivery spots, which in turn will save both time and money. Smart route planning will thus reduce unproductive work and eliminate unnecessary fuel expenses.

Nexus GPS Tracking gives our customers the competitive edge they need to stand out.



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NEXUS ELECTRONICS SRL  
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## Advanced Software Engineering **Made Simple**

Tremend Software Consulting is a software engineering company with over 12 years of experience in developing highly complex solutions for companies around the world. We specialize in delivering enterprise platforms, advanced engineering for car manufacturers, IoT and business solutions based on AI, Machine Learning and Biometrics.

Founded in 2005, we have successfully developed hundreds of solutions for leading companies in banking, telecom, automotive, commerce, retail and professional services.

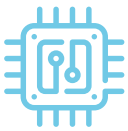
### Our services:

#### AGILE ENTERPRISE TRANSFORMATION



- Delivering turnkey web and mobile solutions - enterprise mobility solutions, customer care portals, eCommerce platforms, content management solutions.
- 100+ apps using iOS, Android and other hybrid mobile technologies, connecting to enterprise systems, vehicles and IoT devices.

#### EMERGING TECHNOLOGIES



- IoT platforms as a service, device prototyping, cloud connectivity, security, online service integration.
- Chatbot and biometrics solutions.
- Business applications based on Artificial Intelligence and Machine Learning.

#### ADVANCED ENGINEERING



- Infotainment, ADAS and HAD (Highly Autonomous Driving) solutions for automotive.
- Technical management, safety engineering, software development, system validation

### Our customers:




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www.tremend.com

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THE VOICE ASSISTANT WHO  
**SPEAKS UP TO 100 LANGUAGES!**

Visual Fan is an international company founded in 2002, headquartered in Romania, with subsidiaries in Poland and Spain. The company produces and sells phones, tablets and accessories under the Allview brand, products currently available across 19 countries. In 2017, we developed and launched the first smartphone with multi language voice assistant - AVI - and continue to implement it on our top terminals.

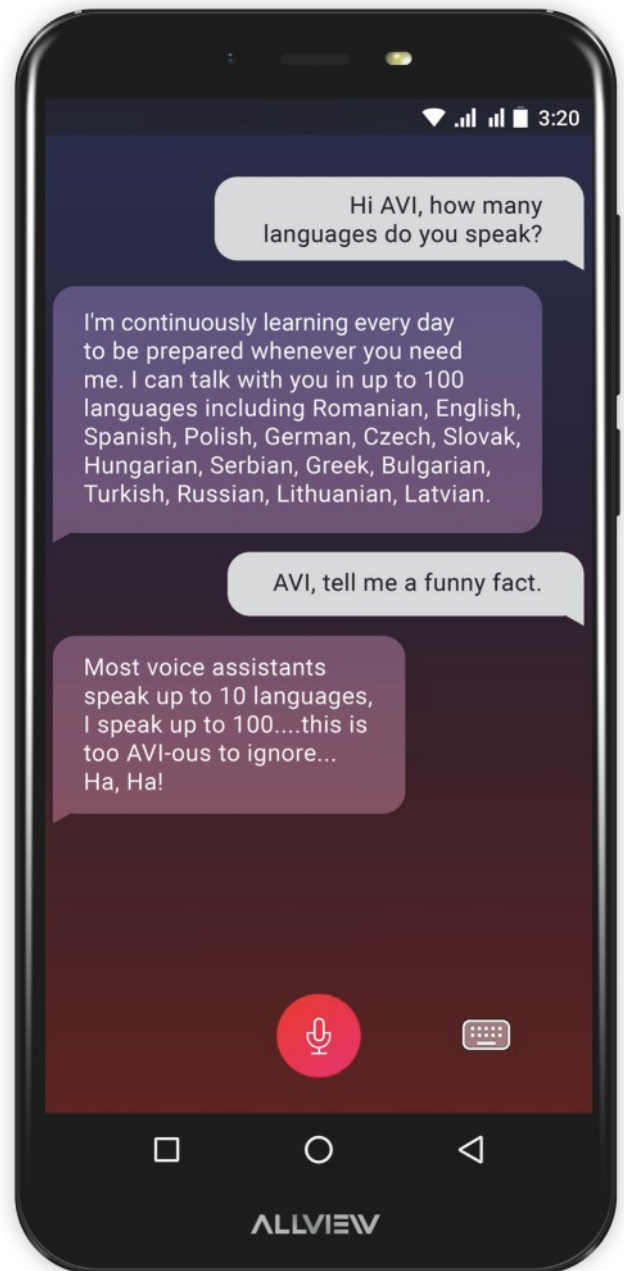
Our solid partnerships with prestigious companies include: Google, Microsoft, Intel, Mediatek, SISVEL, Bluetooth, Facebook, Bitdefender, Gameloft, MPEG, NDrive, NXP or DTS.

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# CUSTOM SOFTWARE DEVELOPMENT

ZYNK SOFTWARE is a leading provider of custom mobile, web, cloud and big data software development and consulting services.

Whether you are a start-up or an established business, we are prepared to assist you in any stage of development life cycle: idea, design, prototype, development, deployment and maintenance.

**MOBILE APPS DEVELOPMENT**

**WEB & PLATFORM DEVELOPMENT**

**BIG DATA**

**IoT & VR**

## MOBILE APPS DEVELOPMENT

- We delivered more than 50 mobile products.
- Native development for iOS, Android and Windows Phone. Multiplatform mobile development using Cordova, Xamarin

## BIG DATA

- Big Data Strategy and Architecture for both structured and unstructured data
- Machine learning and advanced algorithms
- Real time data analytics – intelligent systems design

## WEB & PLATFORM DEVELOPMENT

- Large-scale distributed systems, Real time systems
- Front-end web applications and responsive web
- Architectural principles: asynchronous messaging, REST, event driven architecture, complex event processing

## TECHNOLOGIES

Mobile Apps: Swift, Objective C, Android SDK, Xamarin, Cocos2d-x/Cocos2d-JS, Unity  
Platform: J2SE, J2EE, Spring, JMS, NIO, Tomcat, JBoss, jBPM, Maven, C#, ASP.NET MVC, Windows Forms, WCF, WPF

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