Romanian Trade Mission in Norway
27-28 April, 2015

Short profile	Products&Services, Expertise	Looking for
ATIC www.atic.org.ro		
The Association for Information Technology and Communications of Romania (ATIC) is the first independent non-governmental organization in the IT&C field in Romania. **ATIC** is a right member of the following international organisms: - WITSA - World Information Technology and Services Alliance (www.witsa.org); - CEPIS - Council of European Informatics Societies (www.cepis.org); - IT STAR - Regional ITC Association in Central, Eastern & Southern Europe (www.starbus.org). **ATIC has cooperation relationships with ICT associations in most European countries and has signed MoU with Korea Importers Association, with Japan Information Technology Services Industry Association and with Israel Association of Electronics & Software Industries.**	**The Association for Information Technology and Communications of Romania** includes the most important Romanian IT&C companies as full members as well as well-known professionals from universities and research field as individual members. We are in contact with the majority of the Romanian companies and we are able to help the development of partnerships in various areas of ICT.	We are interested in the development of permanent channels of communication with similar organizations (associations, clusters, chambers of commerce, etc..) to support the development of business, education and/or research partnerships.
1. Accesa IT Systems www.accesa.eu		
Established in 2004, we've evolved and grew as an IT service provider by assisting important shifts in business & technology We fit IT strategies for middle and large-size organizations, by providing technological key support with respect to software sustainability and business priorities. Our mission is to understand and adapt towards our partners' dynamic challenges by delivering sustainable solutions that help them manage technological change. For the future, our vision is to be a long-term partner that enables companies to constantly increase business value by using technology. Partners and employees perceive us as a people-oriented company, interested in long-term collaborations built on trust, where transparency is the key.	Services: -Technology Consulting: Solution Architecture & Design, System Integration, BI -Application Development: custom development, QA, Project Management, Cross-platform integration -Application Managed Services: 2nd & 3rd level support, Change Management, Build & Release Management, Configuration Management Competence Centers: -Digital Workplace: intranet & extranet portals, information management -Scientific and Medical Software -E-Commerce -Web & Cloud -System Integration & BI Technical expertise areas: - Microsoft: SharePoint, Office 365, .NET, BizTalk, Azure, BI -SAP (Basis, HANA, SCM, APO, Production Planning) -Others: Java, TIBCO, Nintex, HTML5, mobile	- IT service providers who wish to expand their portfolio and delivery capabilities - Technology companies that want to enhance their skillset and capacity in product development - Start-ups that need to transform ideas into innovative solutions - Companies that want to outsource their internal IT activities or operations.
2. ASSIST SOFTWARE www.assist-software.net		

ASSIST Software SRL specializes in outsourcing software development projects. Based in Eastern Europe, we are operating in a challenging economy that creates a fertile environment for Information Technology and business outsourcing. Our team has a solid and proven track record, delivering high quality and timely services. Founded in 1992, ASSIST Software is present on the international market as a supplier of innovative solutions, adding business value through technology implementation at a professional level. We aim at creating successful relationships to reveal our expertise in solving our client's business challenges. Our ambition is set to actively develop our business and continuously surpass technology by solving complex business issues, especially in today's ongoing environment.	Focusing our activities toward developing complex software products, ASSIST Software provides consistent results in emerging fields such as mobile and web-based custom business applications, e-commerce, e-payment, e-security, e-health, enterprise & resource planning, entertainment and gaming industry. We are focused on developing powerful and cutting edge applications, that allow us to offer solutions which provide real business benefits. We deliver products and services with quantifiable ROI built around customer's goals and strategic vision.	We are looking for: - Partners from all technological fields interested in a potential collaboration to develop their business by looking for ways to expand their operations with new products or services using innovative ideas. - Partners with interest in developing games - Partners looking for partners for R&D projects

3. BUSINESS LOGIC SOFTWARE   www.b-logic.ro

Since 2003 we help our customers achieve their goals through intelligent use of technology. We specialize in CRM and ERP projects but also do custom software development projects.	*Nearshore software development (Web/Desktop/Mobile) using .NET, PHP, Typo3, Simfony, Java. Platform customization(SharePoint, Alfresco)* *We have also developed own CRM and ERP software packages for small and medium size companies that we offer our clients in a Cloud version*	*- Small / Medium size companies who need IT support services* *- Software/ IT Consulting companies who need extra development resources / programers for their own software development and support projects.* *- Partners intrested in reselling our Cloud CRM and ERP*

4. BEENEAR   www.beenear.com

BeeNear Srl was **set up in 2004** and now we are a solid European centre of excellence in providing software development services (**JAVA. .NET, Mobile, PHP, HTML 5, Oracle** etc.) and help desk for companies in the IT&C area. We make available professional IT resources for our clients and we don't have or develop our own products. With almost 100 **highly skilled software developers and consultants**, we provide IT development services at highly competitive prices.	We offer nearshore development teams for **software houses or companies with IT&C departments** that need to externalize their development projects. We are used to **work remote**, taking into consideration the specificities of our clients business. We are **fluent in English and we have also German, Italian, French skills.** We have **different nearshore collaboration solutions** adapted to our clients' needs: remote dedicated teams (flexible numbers and flexible professional team composition); fix price; remote services. **Business areas**: we adapt to our clients specific business area, and we already have experience in the development of: solutions for commercial management, promotions management, management of finance, CRM, concurrency and prices analysis, logistics; financial and banking; public administration; education etc..	**Software houses** and **companies with IT Departments** in European countries that are willing to externalize the software development activities to an European nearshore center. Companies that can be our partner into the local market and act as a **sales agency/ resellers** of our software development services, to contribute to the market development in Finland/Norway. **Consultancy companies** that are looking to set up partnerships for IT Development Projects. Companies looking for IT companies to be partner in EU funded **research projets**.

5. CABRIO INVESTMENT   www.cabrioinvestment.com

Nearshore software outsourcing of web application development (Java, ASP.Net, PHP, Typo3) and mobile application development (iPhone, iPad, Android, Windows Mobile)	Nearshore software outsourcing covering most technologies and industries like pharmaceutical, automotive, retail, entertainment TrackGPS –monitoring system for fleets of vehicles	- Software houses and other types of companies facing shortages of qualified software developers and testers - Companies looking for partners in EU funded

		projects in the following fields: mobile solutions for GPS navigation, Traffic Message Channel solutions and GPS based vehicle location - Companies or consultants interested in reselling our solution.
6. INFRASOFT *www.infrasoft.ro*		
INFRASOFT is a Romanian company with 100% ,private capital, leader in the field of storage, archiving and management (data and documents) solutions in Romania. With more than 10 years experience on the Romanian market. From complete integration throughout the entire life cycle of information generated by a company - from the moment of production up to the moment of storage or destruction: output management services, archiving management, Cloud & Data Center, IT infrastructure solutions and business solutions. Our strategic partners are: ORACLE- INFRASOFT is developing its solutions on Oracle Database technology. Inthinc-Based on Salt Lake City, Utah, Inthinc's global efforts have been proven and documented to dramatically improve driver behavior, reduce crashes, increase fleet productivity, improve fuel mileage and reduce emissions. EPS Corporation USA is a global systems and solutions integrator specialized in IT & Information Management, Communication Infrastructure, Maritime Solutions, providing services to the US Air Force, US Army and US Navy PETROM, Member of OMV Group- INFRASOFT is providing complete software monitoring services for Petrom's vehicle fleet (over 7,000 vehicles and 9,000 drivers) including the terms of validity of all documents and inspections required: Insurance, leasing, ITP, RCA, permits, medical examns, etc.	**Products:** Documenta DMS is a complete document management and archiving solution developed by INFRASOFT Romania in partnership with American company, EPS Corportation - using ORACLE technology. Smart Fleet- It'a an advanced mechanism for analyzing driver behavior in traffic. Smart fleet incorporates GPS tracking functionality, available in other systems, but also advanced mechanism for analyzing DRivesr behavior in traffic and Business Inteleigence for fleet management. The implemented algorithms are based on Infrasoft and Inthinc USA partnership and are used in large and very large fleets: OMV Petrom, Chevron, Devon, Lafarge Canada, Nestle, Shell, Pacific Gas & Electric Company. **Services:** Software Integrator SAP	ERP	CRM	BI |DMS	FMS |Support & Consultancy Custom Solutions Outsourcing- Java	JSP	Servlets	Ajax	Json	JPA	Spring	Jasper	Jquery	Intellij IDEA |Maven	ORACLE	Rally & Flowdock |Selenium Jbehave Testing |SQL	PL/SQL IT Premier Support- ORACLE	IBM	Microsoft |SUN	HP	SAP Hotline Support	Remote Assistance	Online Support |Knowledgebase |Account Reporting	On-Site Support |Critical Process Cover	Replica Data	We are looking for: - companies who are interested in became a reseller for our product and services into the local market. - Companies that want to outsource their software development.and companies that need extra help in the process of development resources for their own software development and support projects.
7. Ingenios.ro *www.ingenios.ro*		
We have started our cooperation with media agencies since 2008 We develop specific and adequate solutions meant to sustain the business needs of our partners by correctly dimensioning the organization from an IT&C standpoint. Developing applications and systems starting from the business processes is a goal for us. Starting from the syntagm „Business, Plan, Coordination", we managed to meet our customer's needs through perfectly customized applications on the business processes. Our solutions are innovative and follow the infrastructure and business standards,	Media agencies software solutions Pharma companies Distribution Fleet Management Wholesale Vending machines	Full services media agencies Planning/ buying companies Street media companies Companies selling commrcials for TV/ Radio/ Internet/ Press/ Cinema/ OOH IT Companies Distribution Retail chains

information centralization and security. Our services have centralized administered components and benefit by partnerships and alliances to achieve the best quality/price ratio.		

8. IT Six Global Services   *www.itsix.com*

IT Six Global Services is a technology and outsourcing company committed to deliver innovation through software services. With offices in Stockholm, Craiova and Bucharest, we specialize in added-value nearshore Application Development services.
 	
IT SIX develops software in SCRUM / AGILE environments for various industries (telecom, transportation, financial services, new media, software security, government, health care, manufacturing) primarily using Microsoft, Java, C++, PHP and Javascript technologies.
Mobile application development (Android and iOS), Business Intelligence, Big Data, Cloud Computing, Advanced analytics, and Embedded Software Development are also our cup of tea.
 	
Founded in 2005, we have partners in Sweden, Norway, Denmark, the Netherlands, Germany, and the USA, and a lot of relevant references for our nearshore Software Application Development, QA/Testing and UI/UX Design services.
We provide a range of flexible business models to suit various customer needs.
	IT Six Global Services offers six main services:
	    - Custom Application Development
	    - Quality Assurance / Testing
	    - Mobile Development
	    - Design & Usability
	    - Embedded Solutions
	    - IT Consulting
	We have expertize in the following industries and domains: telecom, transportation, financial services, new media, software/network security, government, health care, manufacturing, retail.
		IT Six is looking for partners and clients interested in developing quality software in Romania. We have a reputation for building high-performance, nearshore dedicated teams, fully integrated in our clients' engineering environment and calibrated to the clients' processes, while capitalizing on the cost difference between Scandinavia and Eastern Europe.
		
		Outsourcing helps you reduce costs and create a more flexible workforce as part of a strategy to enable high performance.

9. RomSoft   *www.rms.ro*

• RomSoft is a software development company with an experience of 21 years in the development of software on demand. • Our clients are big companies, especially from the medical area (equipment producers, medical services, medical laboratories, robotics, etc.) • The company participated also to some European funded projects (FP7) in partnership with famous companies. • The strategic advantages are the high standards in development& services with reasonable prices, that comes from the excellent quality of the human resour	• Software development: project management, analysis, design, testing, QA, requirements, specifications, documentation, maintaining. • Software research&development • Consultancy for software projects development • Implementation of software applications – Microsoft Dynamics • Software training	• Software companies that try to optimize their costs on software development projects • Non-IT Companies that need to develop custom software projects and do not have enough internal resources • IT Consultancy for software houses that try to improve the quality of their products • Companies interested to participate to EU funded research projects • Companies interested to enter in the Romanian market

10. Roweb Development   *www.roweb.ro*

Roweb is a highly experienced software development company that has been operating in the web software market from 2004. Roweb has a powerful team of over 40 IT experts providing complex software solutions for companies from: UK, Denmark, Belgium, Netherlands, Switzerland, Germany, France, Cyprus, USA, Canada.	-custom software consulting, project management, development: e-commerce, online portals development, web applications, cloud integration, enterprise applications development (.NET, PHP), mobile applications development (iOS, Android, Windows Mobile, HTML5) - open source solutions	- Companies that need to develop and maintain their software products or/and want to extend their teams working with an experienced and trustfully partner with great references. - Companies that want to sell our services and products.

	- online portal solution, CRM, social networking **Fields:** real estate, travel, HR, health, financial, transport etc.	- Companies interested in researching partnership. - Companies that want to develop a partnership with us in order to promote their products and services.

11. S&T Romania   www.snt.ro

S&T Romania was founded in 1994, as a subsidiary of the S&T System Integration & Technology Distribution AG – Austria, a leading provider of comprehensive consulting, outsourcing, systems integration and IT services in Central and Eastern Europe. The company has continuously developed from its initial status of IT distributor and has made rapid progress towards the Group's corporate goal of becoming recognized as a strong local presence. **S&T Romania** serves companies along the entire IT value chain in the fields of manufacturing, commerce, telecommunications, public services, financial services as well as energy and utility companies. **S&T** provides a broad spectrum of value-added IT services such as consulting, customer training, installation and maintenance, warranty and post-warranty services, project management, training courses and professional support. We combine industry experience with comprehensive process and technology skills and are thereby ideally positioned to create optimal solutions for enhancing our customers' competitiveness. **S&T Romania** has proven capabilities in delivering IT solutions and can be the right partner for better business results.	**- IT Consulting Services** (IT Architecture Consulting, Information Security Consulting, ITIL Consulting, IT Assessment and Security Audits); **- IT Integration** (Design, installation, commissioning, training, project management); **- IT Infrastructure Services** (Server Solutions, Storage Solutions, Network & Communications Solutions, Security Solutions, Infrastructure Management Software), Managed IT Operations (Datacenter operations and support, with focus on mission critical systems); **- Application operations and support** (IT Systems/Service Management, Fiscal Applications, Service Desk Outsourcing, Workplace management); **- Software Services (**Custom/On-Demand Software Projects, Platform Developments, Middleware & Integration, Cross-platform competences).	- We have worked with diverse organizations since 1994 and we have tried to understand their business requirements and to deliver accurate information technology solutions and services that would enhance their business processes. - S&T is looking for partners and clients from all technological fields interested in a successful collaboration and to develop their business.

12. SPHINX IT   www.sphinx-it.ro

Part of the LASTING Group, SPHINX IT is a significant player in the Romanian ICT market, with three major divisions: ICT Solutions, R&D and Outsourcing. We aim to build long term partnerships with each and every client we do business with. Beyond solving specifi¬c problems we supply support for transforming software into a true empowering tool. Our extensive know-how ensures the ability to provide consultancy regarding the e client integration of software solutions into business processes. We believe sustainability in a dynamic market can be achieved when technology becomes a relevant business driver transforming vision into action. The success registered on the external market during the last years led to an enlargement in the R&D activity, through the approach of different projects on the Romanian market and the design and development of original software applications dedicated to this market. Under the name of LASTING Software, our most important brand, the company earned the 38th/29th/23rd ranking in Deloitte's Technology Fast 50 for fastest growing technology firms in Central Europe (2008, 2009 and 2010).firms in Central Europe (2008, 2009 and 2010).	Product: Unitel – a Telecom Expense Management solution for fix and mobile communications Services we provide Custom enterprise software development Nearshore and offshore outsourcing Quality assurance services Project Management Business analysis	- System integrators that are looking to extend - on a project base - their development capabilities. - Innovative software producers that are looking to work in an agile manner for market driven product development - Software houses with mature software products in search for long term partnerships in order to build common teams with the same goal: quality products ready for global and local markets as well. - Companies interested to participate to EU funded research projects - Companies interested to enter in the Romanian Market

13. TAPPTITUDE   www.tapptitude.com

We're a team of young & innovative people united by an avid passion for everything mobile. In fact, we only concentrate on mobile, wearable & connected technologies, as we abstain from doing too many things at once – and probably poorly. This allows us to focus on what's really important to us: delivering innovative mobile apps with a rock solid quality code underneath. We design and develop highly polished native apps for iOS and Android – and occasionally for Windows Phone – thus managing to launch mobile applications that users want and love to use.	- Product design & concept consulting - Mobile development for iOS, Android & Windows Mobile - Wearable apps - Mobile UX & UI design - Backend web services integration with mobile apps - Mobile application testing & quality assurance	- Software houses and other types of companies facing shortages of qualified mobile developers and testers - Enterprise companies and well funded startups willing to expand their businesses to mobile - Consultants and Companies looking for partnerships in mobile development area

14. University „Stefan cel Mare", Suceava   *www.usv.ro*

University Stefan cel Mare Suceava – **USV** is a research and higher education public institution in the North-East Region (NUT II) of Romania, providing various educational programs to more than 13000 students. In December 2013, USV underwent institutional external assessment carried out by the Romanian Agency for Quality Assurance in Higher Education (Rom. ARACIS), who granted USV with the High Confidence Certificate, the highest recognition award in institutional assessment of Romanian higher education. The doctoral programs cover 14 scientific domains; there are more than 500 full-time and part-time doctoral students coordinated by 45 professors. In ranking 2007-2011 of OSIM (Romanian Patent Office), Stefan cel Mare University was the first concerning number of patents (42,65%) and number of patent applications (35,5%). The 12 USV Research Centers are oriented towards applied research covering Cloud computing, multimedia APIs, gesture-based interfaces, wireless communication, holonic systems, grid computing, intelligent systems, efficiency energy, smart grids, on-line monitoring systems, renewable energy sources, environment protection, and climate change. The team of Systems and Processes Control Research Center - SISCON has participated in EU-funded projects: - FP7 (NUBOMEDIA, TESS , FundDivEUROPE, MOTIVE, CONDISHYST, STAR TREE, FORMIT), - EEA Grants (CLIMFOR, PAZEWAIA), - LIFE+ (ECOREG), JUSTICE (EIRENE), in the domains of ICT, Energy, Environment and nationally funded projects.	**Services:** - HPC Data Center - infrastructure support ensured by University High Performance Computing Laboratory and consists of 2 IBM Clusters with more 1000+ cores, 10.436 TB storage capacities, 6.53 TFlops computing power in double precision (proved by Linpack), 10Gbps bandwidth of clusters connectivity to Internet, and auxiliary installations. - Interactive Multimedia-as-a-Service (IMaaS) cloud platform - Electromagnetic Compatibility Laboratory – EMCLab (www.emclab.ro) accredited by RENAR Bucharest, in conformity with SR EN ISO/CEI 17025:2005 international standard, for electromagnetic compatibility tests on information technology equipments, electrical and electronic equipments used in residential, commercial and industrial areas, 2.4 GHz broadband transmission equipments, communication networks equipments, Bluetooth devices, Short Range Devices (SRD) and Radio Frequency Identification (RFID) equipments (the complete list of equipments may be found on the web-site). **Expertise:** - Cloud computing; - Holonic Process design & simulation concept based on holonic models and IEC 61499; - Gesture-based interfaces, Human-Computer Interaction, Ambient Intelligence, and Entertainment Computing; - Efficiency energy; - On-line monitoring systems; - Smart grid&smart metering.	- Universities and Research institutions interested to participate in EU funded research projects:HORIZON 2020, EUREKA, Eurostars - Companies interested to participate to EU funded research projects: HORIZON 2020, EUREKA, Eurostars - Universities, research institutions and companies interested to participate in EAA Grants; - Partners looking for partners for R&D projects.