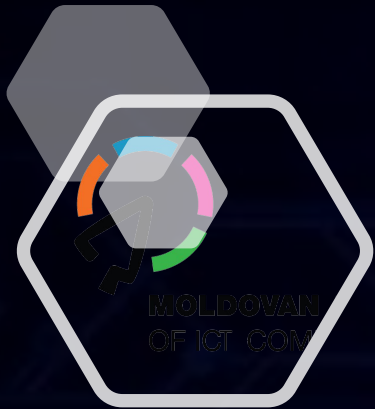




ATIC Annual Report 2021

ATIC 2021



About Us:

THE MOLDOVAN ASSOCIATION OF ICT COMPANIES ("ATIC") is the business Organization uniting 90+ companies. Umbrella Organization gathering over 9000 employees.

- 90+ Members
- 22 New Members
- 40+ Position Papers
- Bi-weekly Newsletters
- 90+ Meetings with authorities

Strategic Areas:



- **Lobby and Advocacy**



- **Knowledge sharing:
Communication with Members &
Business Networking**



- **Development of strategic
partnerships and projects**



ATIC Membership Regular Members

1. AGILE PARTNERS S.R.L.
2. "CEGEKA DEVELOPMENT" S.R.L.
3. IM "ENTERPRISE BUSINESS SOLUTIONS" S.R.L.
4. "MOLDSTUD-IT" S.R.L.
5. QUANTIS ECO SRL
6. "VIGURCOM" SRL
7. SALT EDGE SRL



ATIC Membership Associate Members

ATIC Associate Membership

1. UTM
2. ACETI
3. ARTSINTEZ MEDIA S.R.L
4. "Yucatech Solutions" SRL.
5. COHERENT ISSOFT
6. DEVELOPINGIT INTERNATIONAL S.R.L.
7. "IDOMUS COMPANY" S.R.L.
8. "INFO BON" S.R.L.



ATIC Membership Startup Associate Members

ATIC Associate Startup

1. Advanced Data Security Solutions S.R.L
2. Kreyon Media SRL
3. ROYAL MAP SRL
4. Bend Technologies SRL



Companies that left the Association

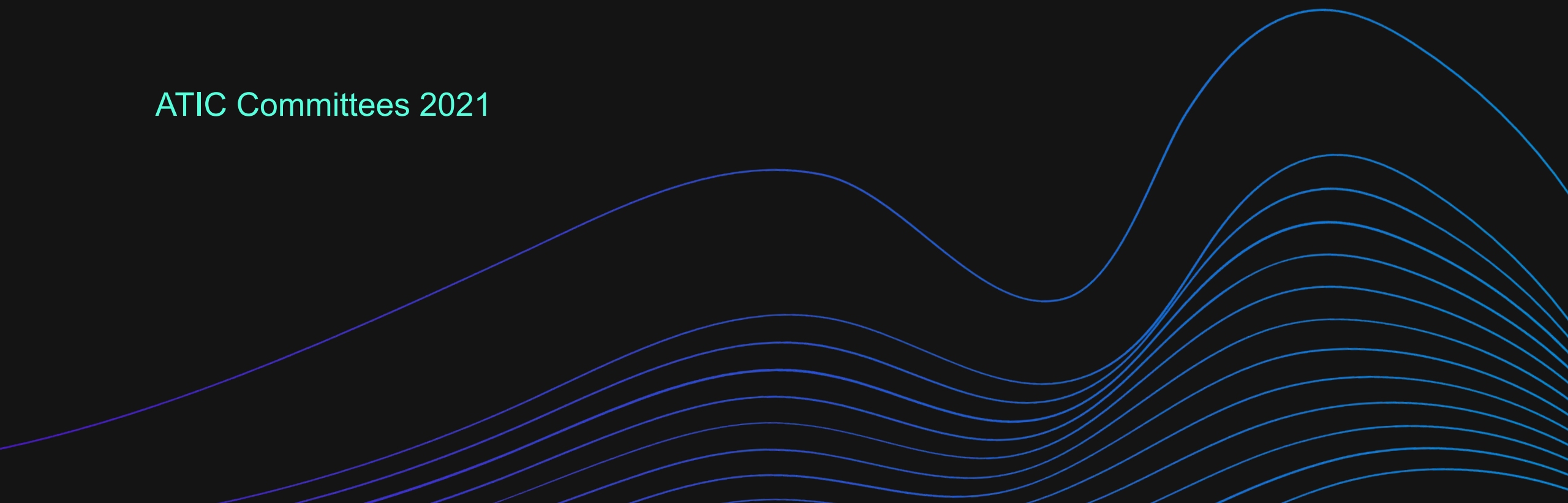
- Ritlabs
- Iuval M SRL
- Glamis SRL changed to Ultracom Electronics SRL

A person wearing a white long-sleeved shirt is seated at a desk, writing on a notepad with a red pen. The notepad contains handwritten notes and diagrams. To the left, a laptop is open, and a tablet is visible in the foreground. The background is slightly blurred, showing a desk environment. The text "Lobby and Advocacy" is overlaid in white on the image.

Lobby and Advocacy

ATIC Committees

ATIC Committees 2021



Fiscal Committee

Vladimir Melnic – Co-President
Maxim Banaga – Co President



ATIC Fiscal Committee 2021

Committee Meetings - 7

ATIC held 7 Committee Meetings focused on committees priorities.

Position Papers - 5

Fiscal Policy 2021. Overcharging of the ICT sector. VAT refund for IT

Companies. Remote Working (fiscal aspects). E-Commerce. Digitalization

ATIC Priorities - Meeting with the Ministry of Finance

- IT Parks law – long term perspective
- Extension of existing facilities
- Exclude Overcharging of the Telecom Sector
- VAT refund for IT Companies
- Remote work and delegation of employees

Committee Members - 67

ATIC Members were able to share their experience during the rapid changes of 2021, during Committee Meetings.

Legal Committee

Dorian Doronceanu- President



ATIC Legal Committee 2021

Position Papers – 16

IT Parks Law. Intellectual Property. Data Protection. Remote Work. Labor Code amendments. Private Copy Levy. Digitalization policy proposals. E-commerce.

Electronic communication Law. Shared use of infrastructure. Essential Infrastructure draft Laws. Advertisement Regulations. Cybercrime regulations.

Committee Meetings - 10

Besides the Committee Meetings, ATIC Members participated in technical meetings, organized by various stakeholders such as AGEPI, Economic Council, EBRD, Parliamentary Commission, National Center for Personal Data Protection, E-Gov etc.

Committee Members - 63

ATIC Members were able to share their experience during the rapid changes of 2020, during Committee Meetings.

HR&Education Committee

Ludmila Ciubaciuc – Co-President
Sabina Paulesco – Co-President



ATIC HR & Education
Committee 2021

Committee Meetings - 7

Sharing teleworking practices and guides. ICT Education Roadmap Presentation.

IT HR Conference – 2 editions

International Practices and Legal Edition. Remote working (MIT and BMA)

Committee members - 78

Position Papers - 4

Scholarships for the ICT Sector. Amendments to the Educational Code. Labor Code Amendments. Remote work. Electronic flow of documents. Occupational Standards.

New Projects

- HR Tech Conference
- Online Virtual Classes
- ATIC Jobs Newsletter
- careers.ict.md portal

FinTech Committee

Vasile Valcov - President



ATIC FinTech Committee
2021

Committee Meetings - 4

The FinTech Committee priority areas are:

- Implementation and Adoption of PSD2 in Moldova
- Crowdfunding
- Clear and transparent rules for eKYC
- Alternative payment systems

Committee members - 48

Instant Payment System

The Committee Members with local and international practices in FinTech have the opportunity to share thoughts and expertise during ATIC FinTech Committee Meetings.

Position Papers - 2

PSD2 recommendations. eKYC. Crowdfunding. E-Commerce. Note: *ATIC Members contributed in the focus group meetings with expert teams on E-Commerce. MSRP studies.*



Smart City Working Group

Created in 2020

Committee Members - 20

- Focused on continuous dialogue with Chisinau City Hall
- Share professional experience and contribute to the development of the City.

Committee Meetings - 2

The Working Group analyzed and discussed the future plans in the digitalization of the City.



Hardware Committee

Created in 2021

Committee Members - 6

- Created and consolidated in 2021
- Consolidated opinions and issues of the companies
- Targeted public authorities relevant for the sector

Committee Meetings - 2

ATIC Position Papers. Expertise



Data Protection. Intellectual Property. IT
Parks Law. Electronic Documents and
e-signature. Digitalization. E-Commerce.



ICT Sector Taxation
Tax Reporting for the ICT sector

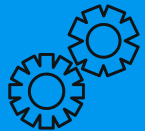
Remote work

Digitalization of Labor relations


ICT Education



FinTech. Electronic Payments.
eKYC. Crowdfunding



Electronic communication Law. Shared use of
infrastructure. Essential Infrastructure draft
Laws. Cybercrime regulations



ATIC Events

FinTech Business Bridge Sweden - Moldova

Coffee O'Clock with Viorel Bostan

"EU policy trends in ICT" webinar EuroISPA-ATIC

Panelul de discuții „Diversitate, Echitate și Incluziune în comunitatea IT”

ATIC Women Leadership

ATIC 15 years anniversary

Coursera's overview of the most required digital skills

Shared Breakfast with Victor Osipov

Moldova ICT Summit

Webinar cu Dan Perciun

Pria AWARD

IT HR Conferece

ATIC Strategy Presentation. Coffee o'clock

Christmas Together: Save the date

More than 90 INFORMATIVE SESSIONS and Meetings WITH AUTHORITIES

e-Government Agency and Viceprim Minister on Digitalization	Ministry of Economy	Ministry Infrastructure and Regional Development	Ministry of Finance	Ministry of Health, Labour and Social Protection	Economic Council to the Prime Minister
National Bank of Moldova	ANACEC	Moldovan Syndicates	Moldova IT Park	European Council	Parliamentary Commissions
State Tax Service	National Center for Personal Data Protection	Bureau for Migration and Asylum	National Social Insurance House	Custom Service of RM	Ministry of Defense of RM
	Chisinau City Hall	AGEPI	ANRCETI	ASP	

Economic Council to the Prime Minister



The Secretariat of the Economic Council to the Prime Minister is supported by the European Bank for Reconstruction and Development, funded by the UK Government's Good Governance Fund, and the International Finance Corporation's Investment Climate Reform Project funded by the Government of Sweden's International Development Agency.



iConsiliu

ATIC – VicePresident of the Group

- electronic payment services,
- postal and courier services market,
- the promotion and digitization of SMEs,
- legal provisions “digital by default” to permissive acts, remote registration / administration of businesses, electronic interaction with authorities and operators utilities,
- the exclusion of authorization to process personal data,
- the extension of consent forms, the recognition of European digital signatures, the proliferation of digital signatures and MPay, etc.
- ATIC priorities ongoing:
 - Teleworking
 - Alternative Payments Systems
 - Fintech Sector development

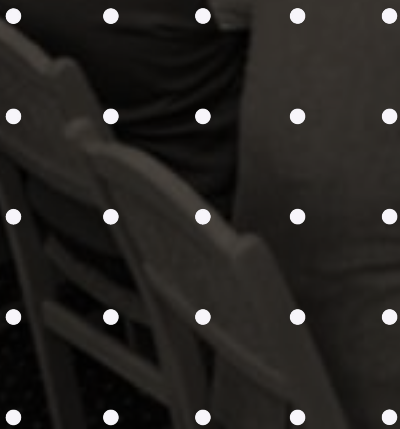




Next steps and priorities for iConsiliu

- Digital notary services (public consultations, MSRP/USAID, EBRD, UK GGF, IFC, Sweden)
- eCommerce Package (in process, EBRD, UK GGF, IFC, Sweden and MSRP&FTA/USAID)
- Study and recommendations on the inclusion of the Universal Postal Operator in the international eCommerce circuit (in process, EBRD, UK GGF, IFC, Sweden)
- Study and recommendations on consolidating the Fintech sector and digitizing SMEs (in process, EBRD, UK GGF, IFC, Sweden)
- The roadmap for digitizing the economy was developed in a joint effort by the Ministry of Economy, the Economic Council and development partners, and was approved in July 2020 and updated in July 2021. The roadmap has become the work agenda of the Advisory Council for the Digitization of the Economy, and it is necessary to monitor progress in implementation and update it regularly.

“Guillotine” Working Group



Key facts:

- ATIC became the representative/expert for the ICT sector
- Working Group acts on a permanent weekly basis
- Analyses on average 5-6 normative acts per sitting.

ATIC's interventions:

- The draft Law amending the Labor Code
- The draft Law amending the regime of foreigners in Moldova.
- The Draft Law on intellectual Property



Adunarea Generală ATIC

14 martie 2019

Business Networking Events

- ATIC Committee Meetings
- ATIC Anniversary
- ATIC General Assembly
- Business Breakfasts and Lunches
- Moldova ICT Summit

ATIC present on all national platforms for negotiation

- 1. Ghilotina - ATIC Membru a Grupului de lucru al Comisiei de Stat pentru reglementarea activității de întreprinzător
- 2. Grupul de lucru tripartit pe lângă Ministerul Sănătății, Muncii și Protecției Sociale
- 3. Grupul de lucru pentru crearea “Consiliul consultativ pe securitate informațională” (în proces de creare)
- 4. IP Tekwill Board
- 5. Membru Comisia Startup Viza
- 6. Comisia de evaluare a activității parcurilor pentru tehnologia informației
- 7. iConsiliu - Membru a Consiliul Economic de pe lângă Prim Ministru
- 8. career.ict.md
- 9. Membru a Platformei consultative a societății civile pe lângă Parlamentul Republicii Moldova

ATIC Promotion and Communication



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

- 10 Monthly Newsletters
- 7 editions Live Public Talks by ATIC
- ATIC presence extended:
 - Facebook – 4263 followers
 - LinkedIn – 741 followers
 - Instagram - 440
 - Telegram – 107 (Exclusively for ATIC Members)

ATIC Catalogue of ICT Suppliers

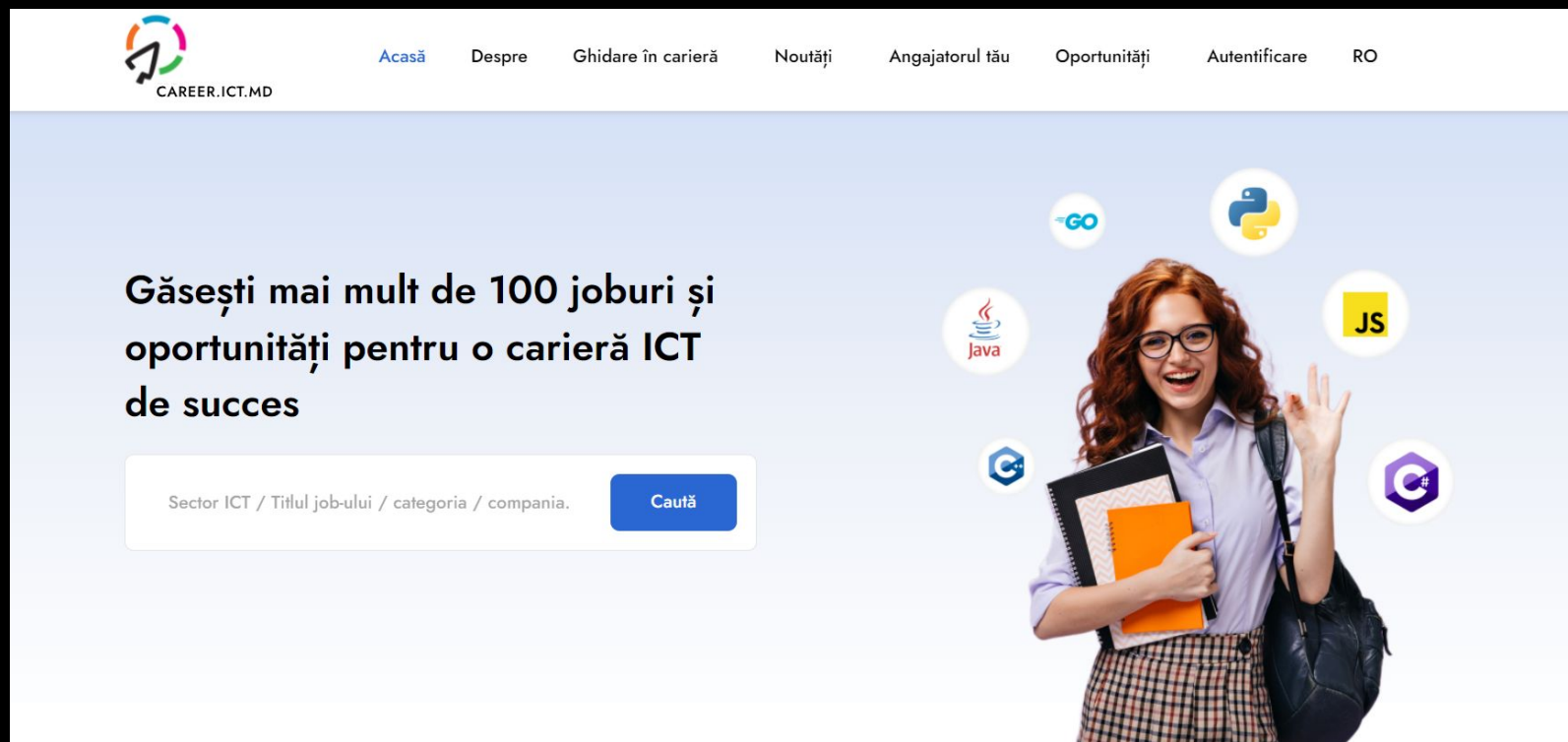
Edition 2021

Promoted internationally and
nationally



Relansarea career.ict.md

- Site-ul career.ict.md a fost creat de Asociația Națională a Companiilor din Domeniul TIC prin intermediul OPTIM Project cu suportul financiar oferit de Agenția Elvețiană pentru Dezvoltare și Cooperare SDC.



ATIC Live Public Talks

- 7 editions
- Reached more than 4000 people
- IT Career and unique opportunity for ATIC Members for promotion



ATIC

Jobs Newsletter



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

ATIC Jobs Newsletter

- Launched in march 2021
- 2 editions per month
- 500 subscribers
- Approx. 22 participate regularly in the editions
- Number of jobs posted -2092
- <https://youtu.be/RAzUpsSoACQ>

ATIC BOARD 2021



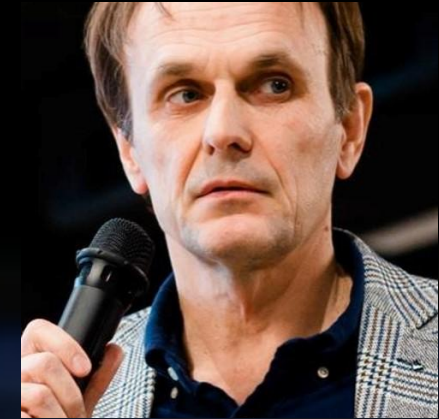
VEACESLAV CUNEV
ATIC Board President
DEEPLACE



OLGA SURUGIU
ATIC Vice-President
ORANGE



ROMAN ȘTIRBU
SIMPALS



ANDREY AYDOV
QSYSTEMS



Victor Băciu
RapidLink



Eugen Moșanu
S&T IT SERVICES



MIHAIL ANDREEV
ESEMPLA



International Outreach

- WITSA
 - EuroISPA
 - ABSL
 - Cluj IT Cluster
 - ANIS
 - IT Association of Ukraine
 - Astana Hub
 - RoFintech
- 

ATIC's Priorities

Roadmap The roadmap forward is a set of prioritized initiatives supported by the specific activities. As such, we give answers to the strategic objectives (Why?), operational activity and capabilities to improve (How?), initiatives and actions (What?) in order to achieve the Association's goals.

ATIC Strategic Plan Development

2021 edition





Vision and Mission

- ATIC aspires to be the key actor to make Moldova a recognized performer in the adoption of digital transformation, from a supply side and a demand side perspective.
 - ATIC is the leading business association and community of actors who make digital transformation work for and by the local industry, and to export its products and skills to support internal growth and international recognition.
- 



Strategic Objectives

Strengthen STEM human capital development and attraction to Moldovan market

Consolidate and maintain the market position as the most visible, recognized and successful association to represent the ICT sector


Lead the creation of a climate in Moldova where ICT adoption and digital Transformation flourishes

Develop the regional ICT competitiveness and extend regionally

Increase sustainability and durability of the development projects

Strengthen a living community of ICT companies that contribute and benefit from their membership

Develop further strategic partnerships and international networking to achieve the own objectives.



ATIC

ICT SECTOR WHITE BOOK



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

ABOUT THE WHITE BOOK OF THE ICT SECTOR

Third edition (2012, 2015, 2021)

Build a product accessible on all devices

This White Book represents the consolidated opinion of the business community represented by the Moldovan Association of ICT Companies. Its purpose is to clearly define the national ICT sector as productive economic sector, to identify development opportunities for the next 3 years and to propose strategic recommendations for improving the business environment in the sector

Priorities and Recommendations

ATIC

01

HUMAN CAPITAL

60% of the current jobs will cease to exist, a special focus shall be on education, digital skills and technology related activities.

30 000 employees = 7% GDP

02

CONNECTIVITY

Supporting investments in infrastructure lays the foundation to a digitalized country

03

GLOBAL COMPETITIVENESS

IT Parks model

Added value increase

Moldova - home for Startups

04

BUSINESS ENVIRONMENT

Ensure proper regulations and support for innovations

05

DIGITAL

ICT sector is the enabler of our future. Therefore we need to focus



MOLDOVAN ASSOCIATION
OF ICT COMPANIES

Upcoming and ongoing:

- Continuous Work on Policy improvement/Legal Updates and Advocacy Agenda
- Business Lunches/Breakfasts
- Planed documents:
 - Updated Catalogue of ICT Companies
- Market studies and surveys
- Thematic Conferences and Events
- Foster International networking and outreach
- ATIC Jobs Newsletter
- Ict. Careers



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

Workforce Development:

- ATIC Jobs Newsletter
- <https://career.ict.md/>
 - One-stop explanatory portal for ICT career
- IT Career Orientation
- Aleg Cariera IT
- Regulatory amendments:
 - Digitalization of Labor Relations
 - Remote work clarifications
- Develop market studies and surveys



Making IT Happen | **MOLDOVAN ASSOCIATION** OF ICT COMPANIES

