MOLDOVAN ASSOCIATION
OF PRIVATE ICT COMPANIES

ANNUAL REPORT
OF ACTIVITIES

NATIONAL ASSOCIATION OF PRIVATE ICT COMPANIES FROM MOLDOVA

YEAR 2011

CONTENT:

Message from the President

Over the years, the ICT sector comes to be recognized as an important sector and gets more attention from all the important stakeholders. Over the past 2-3 years the industry succeeded to cooperate and create bigger value through the common work and initiatives.

We can acknowledge the input of the industry in delivering fast, innovative and interesting services and products to the citizens, businesses and government.

ATIC's mission was and still is to create an added value for its members, and together create a value for the society in general. For us it is important to identify common goals and reach them in the benefit of development.

This year was crucial in determining the course of the ICT sector. ATIC has put a big effort to work together with governmental bodies, cross industry associations and development partners in order to reach a common understanding and emphasize the need of developing initiatives in the ICT sector.

Fiscal, legal, educational, promotion activities and initiatives were the priorities for 2011 and have set up the road for the next years.

In 2012, ATIC will work on quality and enforcing the digital engagement in the society through capacity building, corporate responsibility, cooperation and initiatives to improve the business environment, and create better opportunities.

We seek for growth and welfare in a well developed society.

Thanks to all members and partners. Together we can achieve the desired results.

Good luck to all of us in the new year.

Sincerely yours,

Veaceslav Cunev

President

National Association of Private ICT Companies

Special Thanks to our Gold Partners and Sponsors:

Microsoft®

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential. The mission of Microsoft is to increase our partners' and customers' satisfaction through Microsoft's cutting-edge technology, to contribute to the development of the local IT industry with professionalism and honesty, implementing the corporation's business model.

Present on the Moldavian market since 2006, Microsoft is committed to achieve the following objectives:

- generate business opportunities for our partners by making long term investments
- facilitate access to cutting edge software technology for people within the region
- build competencies and talents, organize consultancy, training and support activities, offer technical information and localize products
- support developers, IT professionals and community development through a direct communication channel
- educate the market on using legal software and respecting intellectual property

Microsoft is present on Moldavian market through the most extended partners' network with local and international recognized competencies. As a part of our business strategy and company culture we are building the foundation for a long term growth by developing activities that support communities. Through our dynamic and responsible presence in the society, we are working toward accomplishing our mission we have assumed since the beginning. We bring innovative programs, generate business opportunities for our partners, improve our internal processes and we continuously focus on increasing customers' and Microsoft technology users' satisfaction.

As a company, and as individuals, we value integrity, honesty, openness, personal excellence, constructive self-criticism, continual self-improvement, and mutual respect. We are committed to our customers and partners and have a passion for technology. We take on big challenges, and pride ourselves on seeing them through. We hold ourselves accountable to our customers, shareholders, partners, and employees by honoring our commitments, providing results, and striving for the highest quality.

Switchward
INTERNATIONAL GROUP

Switchward International Group SA. is a Swiss company based in Chiasso operating in the ICT field since 2003 employing in total 24 specialized FTE's in various nations.

The voice business focuses on collecting and terminating significant volumes of telephone traffic minutes on behalf of important international mobile operators, incumbents, PTTs and VoIP providers located in strategic areas.

On the data side, the main activity is the management of IT services in outsourcing. A highly qualified technical team certified Citrix, Vmware, Microsoft, EMC, Oracle, Cisco and Brocade, enables a wide range of offered products going from the simple Microsoft license rent (Microsoft SPLA contract) to complex Disaster Recovery systems thanks to the partnership with EMC passing by advanced techniques of Cloud Computing (via Citrix and Vmware).

In 2011 ICS Switchward Services SRL was established in Moldova having as a main purpose the development and assistance of all the applications aiming to support the activities of the group. The Chisinau offices employs oracle developers and certified specialists as well as a sales team working for the back office of the Swiss headquarters.

Another major service under development is the NOC service for Switchward internal infrastructure and its customers.

Endava is a well-established IT Services company, with over 600 staff operating from headquarters in London and offices in the UK (London,Oxford), US (New York), Romania (Bucharest, Cluj and Iasi) and Moldova (Chisinau).

We design, implement and manage business-critical systems and digital services for some of the world's leading organisations.

Endava is one of the largest IT companies in Moldova having over 230 employees. The strength of the Endava brand in Moldova and the challenging environment within our organisation enables us to attract the very best IT professionals and most talented IT graduates. Our delivery centre in Moldova is Microsoft Gold Certified Partner and Oracle Partner, and is also the first company in the region to achieve ISO27001 and ISO9001 certifications awarded by British Standard Institution

Our business model is based on strong industry-specific expertise, an agile 'blended' delivery model and a strategic pan-European presence which enables us to access a large pool of IT talent in Eastern Europe.

We have a strong track record in delivering IT services and business solutions in the following sectors:

- Financial Services
- Telecommunications
- Media, Sports & Entertainment
- Professional Services
- Online services

We are able to support our customers throughout the IT lifecycle by offering a competitive range of services, alongside a set of engagement models and a valuable Nearshore proposition, that enables them to address their business challenges flexibly and cost effectively.

TEAM (The Endava Adaptive Model) is our unified approach to delivering projects for both local and distributed engagements and has been derived from decades of IT services experience, industry best practice and thought leadership.

We indentify and adapt the delivery process so that it meets our customers' business need, while aiming to understand how we can work the same way as our customers.

Endava provides customers with onsite and offsite teams to enhance and supplement their existing IT resources and expertise. This is a long-term, strategic commitment which enables our customers to 'flex' resources — applying the most appropriate skills at the right time for the right cost — reducing project risk and budget over-runs.

StarNet, a privately-owned telecommunications company, is one of the leading ITC company from Moldova. Taking into consideration the fast development of the technology, the company continuously attempts to keep the pace of the hi-tech evolution by integrating new equipment and providing quality customer service.

In just eight years, StarNet has managed to become one of the most popular and respected brands in Moldova, being highly appreciated by both experts and clients for the ability to meet the needs of its customers and for implementing new technologies in the field. StarNet is a company that focuses on creating the basis of the future, in which everyone could benefit from modern technologies that improve life at good prices and quality services.

One of the company's primary goals is to provide integrated solutions for everybody, which is why it continuously improves its services. Today StarNet has its own fiber optic network - Fiber Link and started to expand from the capital city to the entire country. It would be worth noting that StarNet is the only company to have developed a fiber optic network of such a complexity in Moldova.

In the last two years the Chamber of Commerce and Industry of the Republic of Moldova organized "The Brand of the Year" contest, where StarNet received the number one awards - the "Golden Mercury" in the "High-tech Products and Services" category. Experts highly appreciated the company's marketing strategies and economic indicators. The awards were given to StarNet for its outstanding results in promoting the brand and providing quality services.

StarNet is evolving

With 8 years of experience, StarNet has grown rapidly both organically, by opening 15 sales centers in the capital and other cities in the country, employing over 500 people, investing in infrastructure, new solutions and technology, innovative services, new generation networks, advanced equipment, applications and intelligent systems.

During theseyears, StarNet confirmed its trademark status enjoyed by over 60,000 customers and over 2000 business companies who have chosen to use the StarNet services and products. Together with a team of over 500 people, with great passion and dedication, StarNet brings joy in people's homes everyday.

StarNet has succeeded over this years to develop and implement in Moldova a wide range of services, needed in every home and business: fast Internet access and data transport over optical fiber, metropolitan Wi-Fi network, corporate networks, Date Center services, IP transit services for other operators, fixed NGN networks of new generation, Interactive Digital Television with revolutionary options, computer security programs, etc. These services, that involve the use of modern technologies, ensure a safe and fast access to information, which in turn contributes to the development of the young generation and theimprovement of the telecommunication field in the country.

National Association of Private ICT Companies, as well known as Moldovan Association of Private ICT Companies

National Association of Private ICT Companies is a non-governmental association uniting 37 companies coming from the following fields: Software development, Hardware, Business Process Outsourcing, Software distribution, Operators and Internet Service Providers.

It represents a dialogue platform between the ICT sector and government and promotes the competitiveness and reliability of the country as a destination for value added IT and BP outsourcing.

At the same time the Association enhances cluster consolidation initiatives, building public-private partnerships, developing a unique voice for making the country an attractive point for investment and outsourcing. ATIC works closely with educational institutions, government structures, business environment to contribute and foster a higher penetration of ICT services for a more developed, open and knowledge-based economy.

Being established in 2006, we have constantly grown into a representative organization sharing a common goal, a common vision and working together on a large series of interventions and projects. Over the past years, ATIC has accomplished a series of activities aiming at identifying the ICT sector as a vital one for the Moldovan economy, and supporting the businesses through trainings, events, missions, export promotion activities.

- 37 companies
- + 9 new companies in 2011
- App. 7000 employees
- 2 Gold Partners
- 2 Sponsors

We strongly believe that the development of the ICT sector is a goal that can be achieved only by working together and joining our efforts, actions and initiatives. We are dedicated to work for the growth of the ICT sector by putting face to face company needs, government possibilities, donor support and similar organization's experience.

Mission

The mission of the National Association of Private ICT Companies is to advance the competitiveness of the ICT sector and promote the ICT as a core enabler for national economic development. On the international stage we promote the industry's potential as a reliable business partner for international IT and BP outsourcing clients.
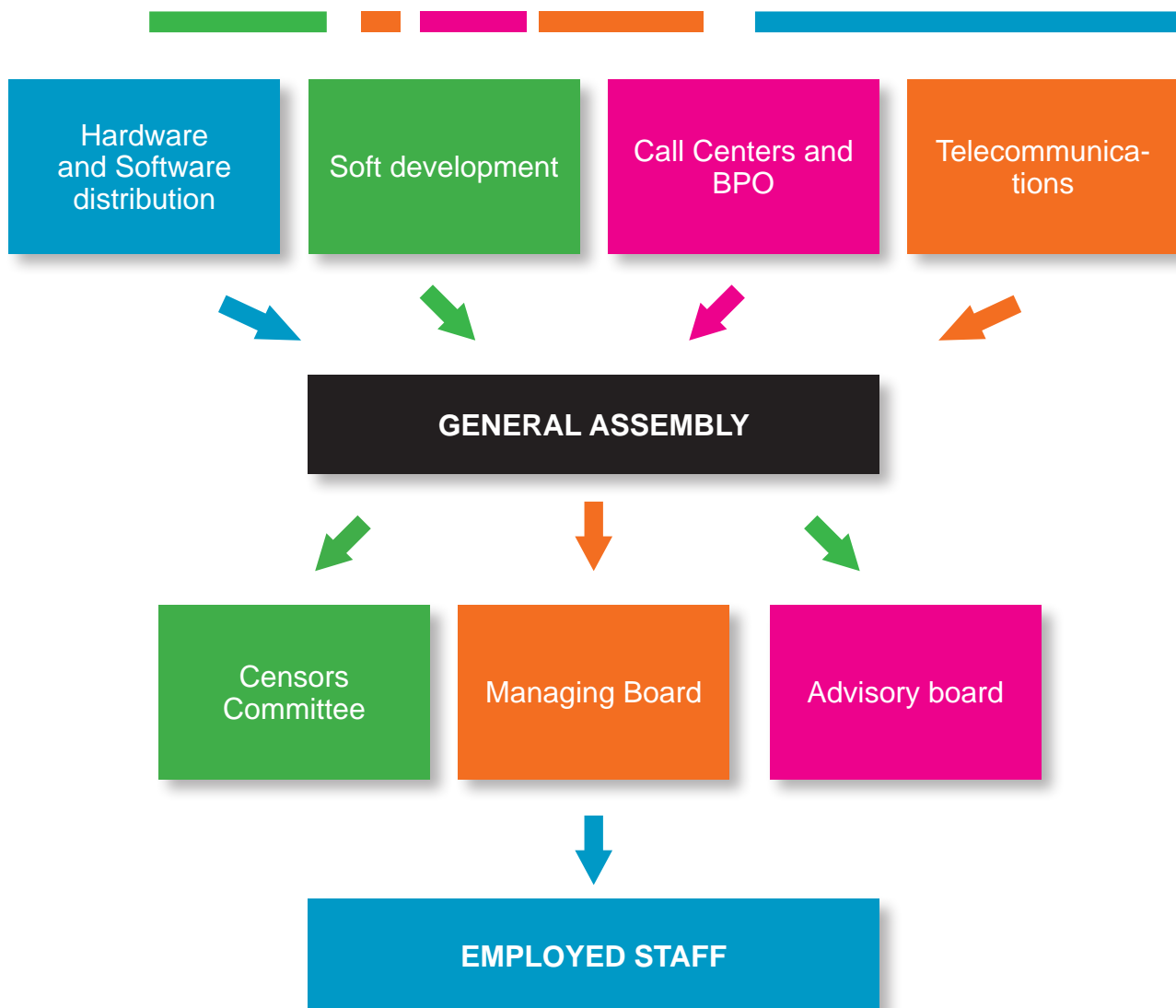
Vision

The ICT sector will be the main driver behind the Moldova's economic growth, augmenting labor productivity and enhancing international competitiveness.

Objectives

1. To raise the Moldovan ICT industry's profile and image within the country and on International markets.

2. To raise the level of co-operation and collaboration amongst members of the Moldovan ICT business community.

3. To work with Government to improve the business context, legal framework and overall prospects for the sector.

4. To collaborate with Moldovan Educational institutions to improve over time the quality and quantity of ICT trained graduates.

5. To help improved levels of professional & management skills within ICT companies.

6. To improve all aspects of investment opportunities for ICT enterprises in Moldova.

THE ORGANIZATIONAL CHART OF THE ASSOCIATION:

| Hardware and Software distribution | Soft development | Call Centers and BPO | Telecommunica-tions |

GENERAL ASSEMBLY

| Censors Committee | Managing Board | Advisory board |

EMPLOYED STAFF

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BOARD MEMBERS AND EXECUTIVE STAFF 2011

CHAIRMAN OF THE BOARD:

Veaceslav Cunev
Deeplace

VICE PRESIDENTS:

Radu Grosu
Endava

Natalia Mihalache
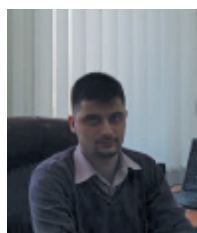*Moldcell*

Olivier Prado
GPG Consulting

Viorelia Lazar
Matrix

Serge Shmigaliov
Microsoft

Stefano Iannucci
Switchward

Iuri Cicibaba
Hewlett-Packard

Aleksandr Dashkevich
Softline

ADMINISTRATIVE STAFF:

Ana Chirita
Executive Director

Viorica Bordei
Executive Assistant

Tatiana Ceban
Events Manager

Natalia Habasescu
Accountant/Consultant

Messages from Partners and Members

On the CEED II project, we view the Moldovan Association of ICT Companies as our main counterpart for supporting the continued development of the ICT industry in Moldova. ATIC is the lone structure through which ICT companies can unify their opinions about the future of the industry, magnify their voices when speaking with policymakers or outside interests, and join forces to act collectively. In 2012, ATIC's role is more important than ever, as competition intensifies and threats arise within an environment of increasing uncertainty. But by working together, through ATIC, many of these challenges can be overcome and the future of the Moldovan ICT sector made more secure. This year, we desire an even stronger relationship with ATIC, one focused on tackling the industry's biggest challenges, including but not limited to enhancing the capacity of the workforce; on promoting the industry at home and abroad; and on strengthening the association to ensure that it not only survives but thrives long into the future.

Douglas Griffith,
Chief of Party USAID CEED II Project

It was an important consolidation year for ATIC with a lot of activities being done to raise the profile both to its members and in front of the Governmental and International Organizations. We achieved great success in that and are a voice to which many organizations listen. We fuelled up the interest towards IT Industry development of big IT blue-chip companies, with some of them joining ATIC this year, but more importantly we raised interest towards hi-tech industry of Moldova young generation, many deciding to shift their careers to IT. In the next period the Association needs to keep the momentum achieved this year, focus on delivering bigger value to its members and extend its presence national wide.

Radu Grosu*,*
Delivery Director Endava, Vice President of ATIC Board

NARRATIVE INDICATORS:

Activity	Objectives	Results	Priority	Results in December 2011
Elaboration of analysis studies of the market	• Raise awareness about the structure of the market • Define an action plan that will help the private and academic sectors cooperate • Use the collected data to design the further interactions in the academic sector on 3 levels: school, college, university.	• Study Analysis • Action Plan with activities • Trends for curricula and training	Low	Working group defined under the prime minister's office Action plan defined
Support of Introduction of Vendor Based curricula	• Provide assistance and training • Coordinate the work of the institutions and private sector for this initiative • Help develop the business plan for the sustainability of the project • Facilitate the dialogue between the vendors, private sector and academic staff	• Vendor based Curricula introduced • Mentors group created	Low	Under the CEED II project initiatives, a group of mentors has been defined out of ATIC member companies
School Information Campaigns	• Raise awareness about the attractiveness of a career in IT • Pursue young talented students to choose a career in IT • On university level- recruit the best students	• Increase with 30% the number of qualified specialists	Medium	University ICT Carreer Orientation has been organized Media campaign organized
Contest for Students	• Promotion of ICT sector	• One contest to identify talent (school talent) • Scholarships to study at the university • Encourage technical skills	Medium	ATIC has supported e-application contest and will organize another one in 2012
Internships for Students in the activities of the Association and Companies	• Support the future specialists with internships	• Portal for online applications • Information about the open positions in the companies (ict.Career.Md) • 4 Interns selected within the	Medium	4 interns have been chosen in the association Information campaign has been done in the universities to promote the companies and their internships. The same things has been realized at ICT Career Orientation
Trainings	• Increase the capacity of ICT specialists	• 4 specific trainings for the students from the university • Business model to help universities	High	4 Trainings have been organized University professors have been attracted to the trainings as well. Qlab action plan defined

Activity	Objectives	Results	Priority	Results in December 2011
Self Learning Portal	• One informational tool for students, professors, target audience. • Attract companies and people to place announcements about the courses, papers, online resources that can be used. • HR component-database of CVs and skills that can be used as reference for the companies in the future. • possibility to centralize offers and other possibilities on one tool online.		Low	The idea has not been supported due to low interest for 2011. It remains open for 2012
Export Promotion Activities				
One seminar on Outsourcing		• One seminar on opportunities and what exactly should be done to break through	Medium	Organized under the CBI ECP program
Moldova ICT Summit	• Put Moldova on the map • Attract interest to Moldova as a high value destination	• 1000 Participants • 5 hot topics on the agenda with clear action plan and actions	High	Succesfully organized in 2011
Country positioning paper		• Market research for Moldova • Understanding the position and where we are now.	high	CEED has contracted IDC to do the country positioning paper. IDC has presented the report in 2011
Catalog of ICT Companies from Moldova	• Help Moldovan companies get visible • Promote Moldovan companies in the country and abroad	• All ATIC companies represented in the catalog • Catalog placed in the all networks in various countries	Medium	Has been changed to 2012.
Mission Abroad		• One mission abroad organized and identified	Medium	One mission abroad has been organized to Czech Republic. Some of the members have been delegated into US missions
Inward mission		• Attract missions to Moldova from Export oriented countries	High	Has not been supported as a priority by the companies
BSOD program			Medium	Has not been further promoted by the CBI(Dutch counterpart)
Export Coaching Program		• 5 more companies involved in the program • Exporting plans for the companies	Low/Medium	Ongoing
Meetings with various industries	• Identify the interesting industries • Propose integrated solutions for each industry • Identify the areas of IT products and services • Increase the possibilities of the ICT companies and demand on their products	• Insurance/finance, medical, tourism, education, government sectors identified as interesting for the industry to present new solutions that will optimize their costs	High	2 conferences have been organized with the banking sector in April and October

Activity	Objectives	Results	Priority	Results in December 2011
Easy visa program		• Facilitated one year visa program for ICT representatives to US • Facilitated one year visa to EU		Moved to 2012
Company Excellence (Qlab)				
Project Management (Boot Camp)	• Increase the PM capacities			Realized
HR Management	• Acknowledge HR practices			Realized
Customer Service				Realized
PI and Quality for IT Services				Moved to 2012
Agile				Realized
Lobby and Advocacy				
Fiscal Policy interventions	• Improve the business environment • Get involved in the government working groups	• VAT reduced to 5% • All excises anulated • Fiscal facilities prologated until 2016 • 2,5% for operators redistributed and transparent work	High	Excises for hardware equipment annulated Work continued in 2012
Author rights	• Improve the business environment	• Brochure for controlling organs • Brochure about the rules to be controlled for the end users • Information campaign "Why go legal" • Plan of controls made • Law on author rights modified according to the suggestions from the sector representatives	High	One seminar on use of legal software Modification of law has been initiated from the side of ATIC and Amcham.
Migration Issues	• Improve the business environment	• Invitation for foreign members taken out • Facilitation of the procedures to obtain the permits and invitations for foreign workers	High	The procedures have been changed The list of countries to obtain invitations has been reduced
Education issues		• Change the specialty Nomenclator	High	Proposal elaborated. Is in the priorities of the government for 2012.
Hardware	• Create loyal competitiveness framework	• Market measure • Black list for ICT companies • Import monitoring • Simplification of certification	High	The dialogue with the customs has been initiated. The study with the government representatives to improve the fiscal environment. The excises for photo, video and web cameras has been reduced or completely removed.
Public aquisitions	• Improve the business environment	• Monitoring and control of offered • Independent group of experts	High	Proposals have been initiated. The decision was to have eGov center as an independent view in public acquisitions. The priorities are set for 2012.

Activity	Objectives	Results	Priority	Results in December 2011
Telecom	• Improve the business environment	• Transparency of funds and donors • Possibility to redirect funds and taxes	High	Moved to 2012
Government expendi-tures in ICT		• Transparency of funds • Optimization of costs • Investment and R&D projects • % of local companies to benefit from PA	High	Moved to 2012
Events				
Webtop			Low	Moved to 2012
Best IT Teacher	• Support of ICT professors		Medium	Moved to 2012
Best IT Journalist	• Promotion of ICT sector		Medium	Organized
Internal/ corporate events	• Enhance the communication within ICT community			
Discount program	• Minimize the expenditures within the companies through group discounts • Apply inner discounts for the companies	• Minimize the costs of the companies by at least 5%	High	Organized
General Assembly				Organized
Corporate Party				Funds have been moved for a charity action and 2012
Cluster activities (identify consolidated products to showcase in Moldova)	• identify the form legal form of such projects	• develop and implement 3 projects in this sense (financial cloud, mobile apps)	High	In process. Delegated to Qlab.

EDUCATION AND COMPANY EXCELLENCE

National Association of Private ICT Companies had a prolific year in terms of initiatives and actions in the field of Education and company excellence.

HR Training on Performance Management Systems Design

During January 2011, representatives of National Association of Private ICT Companies attended the HR Training on Performance Management Systems Design, tutored by the PricewaterhouseCoopers Experts.

The seminar was designed for directors, department heads and HR executives involved in designing performance management systems or managing employee performance. The overall objective was to enable the leaders to identify, develop and implement key workforce strategies in the continuing challenging global and local economy.

During the two-day course the Top management learned how to interpret business strategies into human organizational terms and actions and how to identify the key HR competencies required in the company. Also, the participants have been provided with certain expert insights on payroll taxes and labor law.

The course gathered 13 participants from member companies: Tacit Knowledge, StarNet, NetInfo, Maxlinie-MCS.

Training on Professional Project Management

The training on Professional Project Management organized by ATIC with the support of USAID CEED II Project gathered 18 participants from Endava, Moldcell, Alfasoft, Netinfo, e-Government Center, USAID CEED II Project, USAID Moldova.

The course has been delivered by Mrs. Dragana Milojevic, Senior Consultant and Business Development Manager, 2ETC (Company for Information Engineering and Consulting.), Serbia.

The course was designed for both project managers and all project participators: project team members and functional and senior managers, project sponsors and specially SMEs who need CAPM/PMP certification.

During 3-days of lectures full of practical exercises, the participants had the opportunity to get clear insight into professional project management based on Project Management Institute methodology and standards fully aligned with PMI PMBOK® Guide - Fourth Edition.

Managing Customer Expectations Training

In 2011 ATIC launched a valuable collaboration with Carnegie Mellon Institute, USA. The first common initiative was the workshop "Managing customer expectations for increased retention and profitability" that gathered more than 40 persons from the companies Tacit Knowledge, StarNet, Moldcell, Endava, QSystems, Alfasoft, Moldtelecom.

The participants have learned how to successfully manage human interactions with customers and project stakeholders, how to build effective strategies for identifying, acquiring, growing and keeping your best customers, how to define customer profiles and build satisfaction and loyalty through various tools and techniques and how to achieve excellent customer and stakeholder relationships.

The training has been delivered by Gil Taran, faculty member at Carnegie Mellon's Institute for Software Research and iCarnegie's chief executive officer.

Organized by National Association of Private ICT Companies in partnership with Carnegie Mellon Institute and with the support of USAID CEED II Project, this 2 day - course for Project/ Sales Managers has strengthened their skills in negotiations, communications, conflict management, analysis.

AGILE Course

On April 18-20, 2011, an AGILE Course has been held at Ministry of ICT Conference Room, delivered by Mr Tom Looy, Independent Agile coach and trainer, USA.

This Agile Overview course provided a very practical guide to the full lifecycle of a typical AGILE project. 21 participants from Pentalog, Remsys, Tacit Knowledge, NetInfo, Digital Group, Monsato, BCR Chisinau, UTM, QSystems, Endava attended the training.

Workshop "Legal aspects of IT Outsourcing"

On 12-13 September, 2011, ATIC members participated at the workshop "Legal aspects of IT Outsourcing", organized within the Export Coaching Program of the Centre for the promotion of imports from developing countries (CBI). The workshop has been attended by the representatives of AlfaSoft, NetInfo, F-Line Technologies, GPG Consulting, Moldcell, Endava, Intexnauca.

The Export Coaching Program is a project initiated by the Center for the Promotion of Imports from the Developing Countries (CBI) in collaboration with the National Association of Private ICT Companies.

Internship program "ATIC 2010 - 2011"

In 2011 National Association of Private ICT Companies continued the 6 month internship program launched at the end of 2010. The program aimed at promoting young people with potential by integrating them into a dynamic, motivated and innovative team and was addressed to the students from I-IV years of study from the higher educational institutions and vocational schools from Moldova.

Through this project ATIC succeeded to support active and talented youth by providing opportunities to accumulate knowledge and skills, enrolling them in relevant programs and activities and offering them monthly financial support and access to internal resources of the Association

Four interns have been chosen: Alina Bratocenco, Ion Botnaru, Constanta Vomisescu, Ecaternia Florinscaia. Two interns Alina Bratocenco and Ion Botnaru have remained until the end of the program. They had the possibility to participate in Moldova ICT Summit 2011, Trainings, other relevant initiatives and activities of the Association and benefited from multiple and diverse opportunities for personal development and affirmation that will facilitate their employment and the development of a successful career.
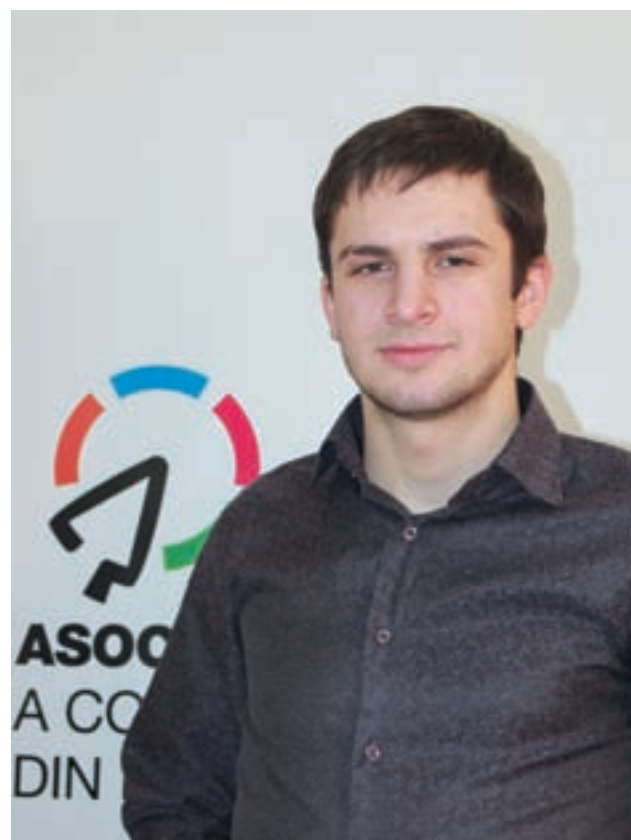
"IT Career" Information Campaign

National Association of Private ICT Companies and USAID CEED II Project Moldova launched in June, 2011, the "IT Career" Information Campaign.

The main purpose of the campaign was to communicate the benefits of embracing an ICT career and to raise the awareness on the opportunities that can be explored in this regard. The target audience was represented by high-school graduates and their parents.

The idea of the project was determined by the continuous growth of the Moldovan ICT sector and the rising demand for qualified specialists in this area. As the workforce development is a long term process, it is important to promote IT career among the young generation as a very attractive and motivating option.

The "IT Career" included a media and on-line campaign of themed videos, also followed by distribution of themed posters in schools, also participation in content TV shows, by various managers and professionals from the ICT industry. The TV spot promoting the IT Career opportunities was broadcasted on Publika and Moldova 1 TV channels.

On July 5, the "IT Career" Campaign has been presented within a press conference held by the Association. Also, the Vice president of the Association, Mr Radu Grosu, participated in the TV program "Tara lui Dogaru" on Publika TV and spoke about the opportunities, advantages and solutions ICT sector can provide.

ICT Career Orientation Event

In 2011 ATIC continued the initiatives aiming to support the ICT Education. The ICT Career Orientation has been held on 8 and 9 November at the Technical University of Moldova and Moldovan State University.

ICT Career Orientation is an event addressed to young people studying at ICT faculties. Its main purpose is to motivate and guide the students to know and capitalize the opportunities for professional growth in ICT. The event had two components: career orientation sessions and presentation of the companies in the hall the universities.

The students had the unique opportunity to participate in career orientation sessions offered by leading companies such as Endava, Pentalog Switchward, Moldcell, StarNet, Trimetrica, Remsys, Red Sky, Simpals and meet the potential employers. More than 300 participants attended the event during these two days.

Master Classes for students

The Master Classes represent joint initiative of ATIC and Technical University of Moldova aiming to improve the quality of the education in the field of ICT.

Pentalog Master Class "Management Agile - Scrum method"

On April 16, the Master Class "Management Agile - Scrum method" was conducted in Technical University Moldova FIF CHI.

The Master class was animated by Vasile Putina. The well-structured presentation was accompanied with real practical examples. The students received useful information and made notes about the topics recommended for study.

Pentalog Master Class „Modern principles and solutions for Web"

On October 29, the students from the Faculty Computers, Informatics and Microelectronics, (Technical University of Moldova) had the opportunity to attend a master class offered by Pentalog company.

Having as mentors leading members of Pentalog team: Mihai Burlac, Project Manager and Andrei Sajin, Team Leader, the participants have achieved a valuable and useful experience.
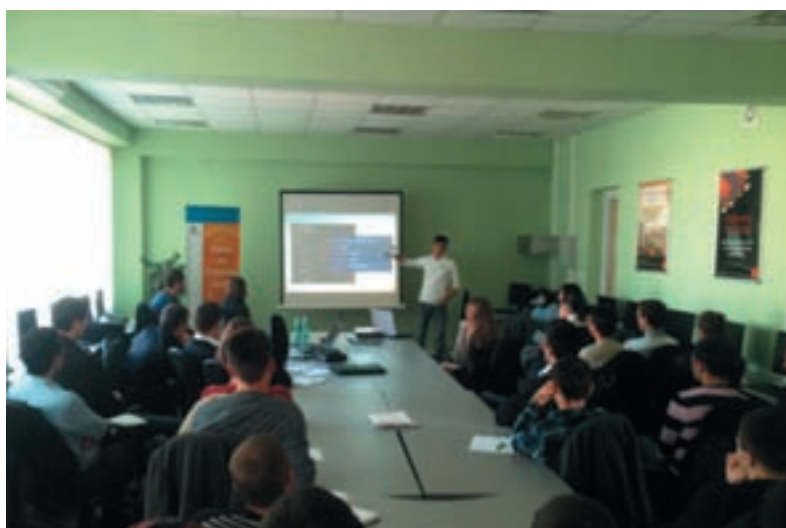
Endava Master Class: "Software Testing – Good to Know"

During December 2011 Endava held the Master Class "Software Testing – Good to Know" for the students of the Technical University and State University of Moldova.

The event, designed for the students eager to learn more about software testing and to reach a new level of practical knowledge took place on December 3 at Technical University from Moldova. The State University hosted the master class on December 9, 2011. The participants got interesting and extremely useful information

Foto: Pentalog

Foto: Endava

from the mentors Andrei Suruceanu, Team Leader and Artiom Buciuceanu, System Test Manager at Endava.

Intersectoral working group on Education

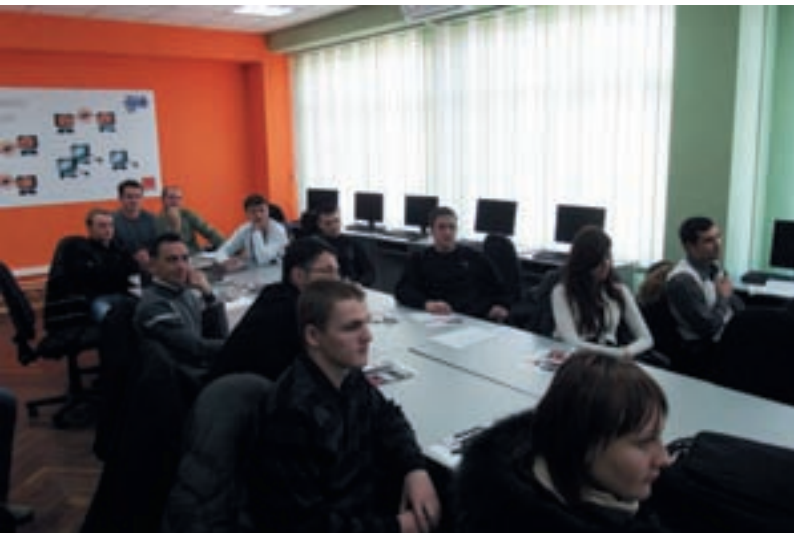Following the recommendation of the Prime minister of August 15, 2011, a working group on Education consisting of the representatives of Ministry of Education, Ministry of ICT, Prime Minister's Office, e-Government Center, ATIC, USAID CEED II Project has been established.

Within the meetings held the working group discussed and approved the following steps on the modernization of Education in the ICT area. The meeting set up the actions that have to be undertaken in order to ensure the quality of the ICT specialists and defined the responsibilities of the participants in this process. An Action plan to improve the quality of the professional training of graduates in the ICT area has been drafted and disseminated to the group members.

As a result of the discussions, ATIC committed to prepare the concept of the IT Career Campaign for the period 2011-2012 and to draft the skills profile of the the graduates of a)schools b) vocational schools, c)colleges, d) universities. Ministry of Education took the responsibility to initiate and promote a Government decision for the approval of the Action Plan "Increasing the number qualified IT specialists". USAID CEED II Project will prepare an analysis of the vendors' educational programs.

Also, the participants agreed on the creation of a working group that will include representatives of ministries of Education, Economy, Labour and Social Protection. The group will analyze the need for specialists of the ICT industry and will forecast the increase of higher education enrollment rates, reducing this way the mismatches with the labor market demand.

Support Entrepreneurial Events

Launch48 Moldova: a unique and challenging experience for present and future entrepreneurs

Launch48 - a unique entrepreneurial event, organized for the first time in our country by National Association of Private ICT Companies and USAID CEED II Project, took place on 17-19 June 2011 at Moldtelecom Training and Recreation Center (Ivancea).

The aim of the event was to build and launch an online business (web or mobile) with a group of teams from a range of backgrounds and different sets of skills.

60 participants from various fields of activity and with different levels of experience have accepted the challenge of Launch48 Moldova. They have been working together in teams to design, plan, develop and launch online applications, in just two days of activity, based on a series of ideas proposed and elected by democratic vote.

The teams have been counseled by a board consisting of local and foreign mentors.

During the 48 hours the participants have successfully combined their skills, enthusiasm, inspiration and succeeded to create interesting and innovative online businesses.

Foto: Geo Lupascu

Startup Weekend Moldova

The first Startup Weekend Moldova took place on November 11-13, 2011 and gathered together 70 participants, mentors and judges. The facilitator from Seattle led the event in Moldova and shared his knowledge and experience in developing startup communities with the organizers and initiative group.

The weekend brought together people with different skillsets - primarily software developers, graphics designers and business people - to build applications and develop a commercial case around them.

The event was very successful; it generated 10 startup teams with 10 business ideas. The winning team participated at the Global Startup Battle and won the 12th place from 50 participating teams from all over the world.

Startup Weekend Moldova was organized by USAID CEED II Project in partnership with ATIC, Orange, ASEM, Simpals.

Foto: USAID CEED II Project

Improvement of the business environment

Fiscal Policy

According to the priorities set up by the software committee, the year 2011 was a crucial one in terms of ensuring the premises for continuous development and strengthening of the Moldovan IT sector through the configuration and enforcement of a coherent and predictable fiscal policy, correlated with the objective of development and implementation of e-Governance projects.

The extension of the fiscal facilities for another 5 years for the programmers within the ICT companies as an extremely important incentive for the further development of the industry and a relevant competitive advantage in the region has represented a high priority of the Association over 2011.

Cifra de afaceri globală a producătorilor de software pe categorii de software (variația procentuală față de anul precedent)	2008				2009				2010			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Sisteme de operare	3%	9%	6%	-7%	-15%	-21%	-20%	11%	17%	23%	22%	16%
Middleware	14%	19%	12%	3%	4%	-4%	-2%	3%	5%	3%	7%	6%
Aplicații	14%	17%	12%	-3%	-12%	-16%	-13%	2%	10%	12%	12%	12%
TOTAL	11%	16%	11%	-1%	-3%	-12%	-9%	4%	9%	10%	11%	10%

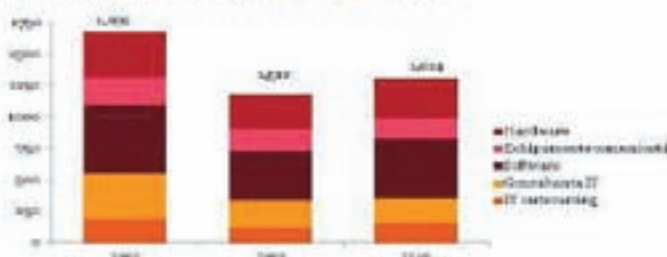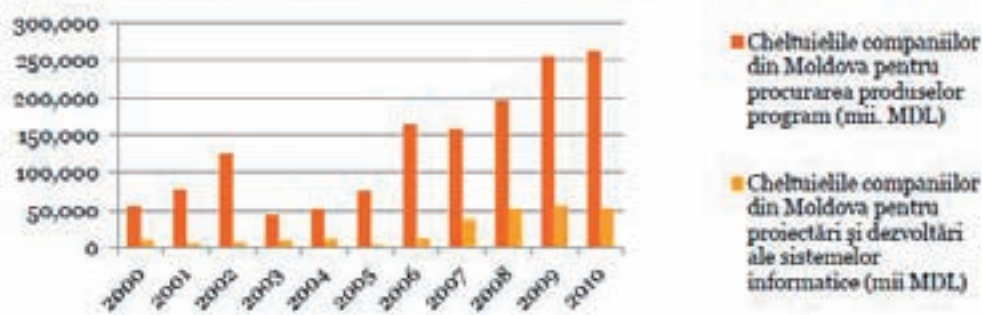*Fig. Veniturile companiilor producătoare de software*

Fig. Cheltuieli IT la nivel global   Sursa Forrester Research, IMAP

Sursa: IMAP: Computing and Internet Software Global Report 2010 / www.statistica.md

Consultanță referitoare la facilitățile fiscale oferite sectorului IT din Moldova

Source: "Software Incentives Analysis", PricewaterhouseCoopers, 2011

As a consequence of a very attractive fiscal environment, the Moldovan Government has managed to achieve, among others, the following essential effects:

- The transition from the shadow economy of software products trade and combating such damaging phenomena as "envelope wages" and tax evasions;

Salariul mediu in sectorul K72 şi în economia reală (lei)

- Salariul mediu in sectorul K72
- Salariul nominal mediu in sectorul real

Sursa: Biroul Naţional de Statistică

Consultanţă referitoare la facilităţile fiscale oferite sectorul IT din Moldova

Creşterea salariului mediu al angajaţilor în sectorul K72

Faţă de o creştere medie agregată anuală a salariului mediu lunar de 17% în sectorul real (în perioada 2004 – 2010) sectorul K72 înregistrează creşteri medii anuale de 20%.

Fiscalitatea favorabilă poate să explice diferenţa de mărime de aproximativ 80% în favoarea salariilor din sectorul K72 faţă de sectorul real (prin reducerea fenomenului de "salarii în plic").

2 septembrie 2011

Source: "Software Incentives Analysis", PricewaterhouseCoopers, 2011

- Sustainable competitiveness of the software products developed in Moldova and their penetration and acknowledgment in the regional markets. Considering that for the IT industry the wage costs represent 70-80% of the total costs, the Moldovan IT providers already occupied a certain niche on the foreign markets for long term projects having relatively low cost comparative advantages;

- The sustainable growth of the Moldovan IT industry as a whole, despite the harmful impact of the global economic downturn, as well as despite the local political challenges;

- The attraction to the Moldovan IT market of multinationals committed to further invest and contribute to the IT Sector growth with their know how and high corporate business standards;

- Employment of IT university graduates by providing competitive wages and ensuring the retention in Moldova of IT professionals, despite the migration process of working population from the country;

- Contribution of the IT staff to the continuous increase in the local goods and services consumption real estate, tourism, sports, education, insurance and financial activities.

From the perspective of Moldovan IT sector, the further 5 years extension of the IT incentives would represent a strategic move to for continuation of the existing positive effects for the IT industry in Moldova, keep it competitive compared with other countries leaders in the world in this domain and for the Moldovan economy as a whole.

Alternatively, the suspension or elimination of IT incentives would cause significant stagnation of further development of this industry in Moldova considering that:

- Negative impact on the current stock of foreign direct investments (FDI) and diminishing of the eventual additional IT&C FDI inflow due to the fact that:

  - ✓ foreign investors that are already present on the Moldovan IT market would consider reallocation of their Moldovan units to jurisdictions that are more attractive from a tax perspective; and

  - ✓ prospective foreign investors would be more likely to direct their investment in new subsidiaries (e.g. software development, shared service centers) to other more tax advantageous jurisdictions.

- Narrowing of the Moldovan IT niche due to the loss of price competitiveness of software products made in Moldova would hamper potential opportunities for the further development of the innovative Moldovan small and medium enterprises from IT field.

- Social capital challenges such as (i) increase of the unemployment rate due to eventual staff cutting and (ii) migration of talented Moldovan IT professionals looking for more attractive job opportunities abroad.

- Finally, the IT&C technologies development and their future penetration on both levels of the Moldovan economy: public and private, would dramatically suffer.

National Association of Private ICT Companies contracted the experts of PricewaterhouseCoopers – world's largest professional services company – for preparing the relevant arguments for effective promotion of the initiative to maintain the tax incentives

After half a year of intense work carried by ATIC and member software companies together with the experts from PricewaterhouseCoopers a 45 page report on the impact of current Moldovan IT incentives on the IT&C sector, referring to macroeconomic and social issues, as well as on the development of the companies has been drafted.

A broad consultation process between public and private sectors followed. A significant number of meetings with the participation of the representatives of ATIC and the Ministry of Finance, Ministry of Economy, Ministry of Information Technology and Communications took place. As a result, a common position on tax incentives prolongation has been aggregated.

At present ATIC continues working on keeping the fiscal facilities for software companies until 2016.

Law on Copyright and Related Rights

The approval on October 1, 2010 of the Law on Copyright and Related Rights N.139 dated on 02.07.2010 expected to entry into force on January 1, 2011, raised a series of concerns regarding the potential effects of the provisions in the legislation.

The private sector declared almost unanimously that the new law is able to bring undue constraints on business activity in the ICT sector. This fact was even more worrying in the context of recognition of ICT as a driving force for the economic growth and development of the country.

The dual meaning carried by a series of articles can violate, by their interpretation, certain principles of ICT companies activity and generate additional constraints on doing business.

In the same time, stipulating the collection of fixed fees by the companies providing cable channels, distributors of hardware equipments, is essentially a new tax item that can't be found in the fiscal policy of the state, but even worse, can conduct to a non-transparent use of these funds and additional burden on the distribution of a whole range of products.

The imposition of an additional obligation on the Telecom operators for verifying the contents placed on the Internet by providing hosting service and access to data, under the Article 66 represents a disproportionate administrative burden and arbitrary assignment of improper functions, which therefore adds considerable risk to Internet business service providers once the law takes effect.

Other amendments to be modified refer to taxes over equipment and supports, as well as mistreatment of the cable operators.

Taking into account the position expressed by the private sector, a wide consultation process under the aegis of the National Association of Private ICT Companies and AmCham Moldova with participation of the representatives of ICT companies and other associative entities has been held. More than 10 meetings of representatives of ICT has been organised and a series of consultations with representatives of the State Agency for Intellectual Property took place.

ATIC has initiated a collaboration with the Office of Attorney "Gladei & Partners" for consultancy and support in drafting the pertinent amendments to the law.

Following the discussions and with the support of Gladei & Partners Legal Advisors the proposals for amending and supplementing the Law on Copyright and Related Rights, No. 139 dated on 02.07.2010 have been elaborated and submitted to the State Agency of State Intellectual Property on June 6, 2011.

The amendments presented to AGEPI aim at ensuring a competitive and transparent business environment and fair conditions and rules for all the market stakeholders.

After the initiation of the modification process, the changes to the law have been promoted to the government and parliament. Upon the request, ATIC can offer the detailed draft of the amendments elaborated within the consultation process under the aegis of the National Association of Private ICT Companies and AmCham Moldova

The dialogue ATIC - Moldovan Customs Service

On ATIC initiative a dialogue with the Moldovan Customs Service was initiated. 4 meetings with the participation of both sides have been held during the first half of 2011. A joint working group has been established with the view of facilitating and strengthening the collaboration.

As a result of the official requests submitted to the Customs Service, ATIC received the information regarding the import of electronic equipment for the period 2009-2011 (including in electronic format).

According to the decision of Hardware Sector, the Association engaged to participate in the process of updating the classification of goods and adjustment of codes. According to an internal schedule, 3 meetings on the classification of the electronic computing equipment imported in Moldova took place in August, 2011.

Each meeting aimed to elaborate a common vision on the classification of a particular type of equipment: monitors, laptops, printers.

Taking into consideration the data received from the Moldovan Customs Service, the participants developed a series of general recommendations and proposals on each of the discussed topics. The proposals were sent to the Moldovan Customs Service on November 17, 2011.

At the same time, ATIC has elaborated on the analysis of the market proposed modifications for the fiscal policy to create an equal business environment for all by reducing taxes.

Below is the forecast study Competitiveness Assessment of Moldovan IT Market, financed by USAID CEED II Project.

Forecast and Analysis of Hardware Spending (US$M) in Moldova, 2010–2015

Systems	2010	2011	2012	2013	2014	2015	CAGR (%)
High-End Servers	0.88	1.01	1.24	1.50	1.70	1.93	17.01
Mid-Range Servers	1.01	1.23	1.56	1.78	2.01	2.41	19.00
Volume Servers	2.38	3.25	4.02	4.35	5.12	5.87	19.79
Personal Computers	56.49	58.35	61.78	65.33	69.56	73.23	5.33
Systems Total	60.76	63.84	68.60	72.96	78.39	83.44	6.55
Storage							
Disk Systems	2.35	2.47	2.60	2.98	3.10	3.23	6.57
Tape	0.26	0.28	0.29	0.30	0.33	0.37	7.38
Storage Total	2.61	2.75	2.89	3.28	3.43	3.60	6.65
Peripherals							
Printers & MFPs	7.24	7.65	8.12	8.65	9.02	9.65	5.92
Smart Handheld Devices	3.09	3.45	3.67	4.01	4.56	5.12	10.63
Other HW	7.01	7.56	8.02	8.76	9.20	9.78	6.89
Peripherals Total	17.34	18.66	19.81	21.42	22.78	24.55	7.20
Networking Equipment	16.56	17.22	18.01	18.56	19.12	20.01	3.86
Hardware Total	97.27	102.47	109.31	116.22	123.72	131.60	6.23
Source: IDC, 2011							

Extract from the study Competitiveness Assessment of Moldovan IT Market, financed by USAID CEED II Project.

ATIC will continue monitoring the official data and work towards the improvement and ease of the import procedures.

Development of the LOCAL AND EXPORT market

Moldova ICT Summit 2011

National Association of Private ICT Companies in partnership with the Ministry of Information Technology and Communications, USAID CEED II Project, e-Government Center, Regional Competitiveness Initiative, Soros Foundation Moldova organized on 18-19 May the second edition of Moldova ICT Summit.

All the partners and supporters of Summit:

Moldova ICT Summit 2011 gathered together industry stakeholders from Government, the Moldovan business community, multinational companies, and academia to discuss international and national trends and challenges facing the ICT industry.

In particular, the Summit has focused on defining a roadmap for e-transformation in Moldova through the effective integration of technology in public and private sector life.

The event has increased cooperation, coordination, and trust between and among the public and private sectors, the Moldovan ICT community, Moldovan and international partners, and IT and non-IT companies; this will drive innovation that will in turn boost economic growth.

The summit had five main tracks:

- **e-Transformation & ICT Competitiveness** – a forum for Moldovan business and government leaders and invited international experts to discuss Moldova's vision and plan for ICT-enabled economic growth and government efficiency, as well as learn about upcoming development challenges for the Moldovan ICT industry both at home and abroad.

- **IT entrepreneurship** – a series of interactive discussions for ICT business managers and entrepreneurs aimed at presenting trends, challenges, and opportunities for on-line entrepreneurship, showcasing success stories from the region. This year's hot topics included gaming and mobile, on-line payments, digital advertising, and venture capital.

- **IT4Transparency** - a forum for civil society and tech sector representatives to analyze solutions and initiatives on promoting government transparency and accountability though ICT in activities related to watchdog and awareness rising led by the civil society.

- **IT4Developers** – a forum for ICT professionals to learn about current technology trends, and solutions from short presentations by international and Moldovan IT professionals, and to network with colleagues and share information about the latest technologies, development platforms, and management techniques.

- **IT4Business** – targeted presentations by IT companies for non-IT businesses that showcasing the IT services and solutions to demonstrate how they can boost productivity and efficiency and help businesses to grow.

The event itself took place on the 18-19 of May at Leogrand Convention Center and gathered more than 1000 participants for all the 5 tracks. Participants represented the government sector as well as private ICT enterprises and developers.

For ICT4Business session, were invited representatives of the areas covered in the presentations, such as banking, healthcare (here both representatives of state structures as well as private clinics), agriculture, etc.

Over 50 international speakers from around 18 countries (United Kingdom, Belgium, Austria, Czech Republic, China, Singapore, India, Portugal, Slovenia, Estonia, Romania, Russia, Ukraine, Bulgaria, Slovakia, Macedonia, Spain, etc) participated in the Moldova ICT Summit 2011.

The partners of the event were: The Ministry of Information Technology and Communication, the National Association of Private ICT Companies, USAID CEED II Project, e-Government Center, QLab Moldova, RCI, Soros Foundation Moldova.

As media partners: unimedia, privesc.eu, allmoldova and kommersant.md have been chosen. The event has been promoted on several websites and newspapers - www.moldovaictsummit.md, www.allmoldova.md, www.facebook.md, www.unimedia.md, Logos Press etc.

Round table "Benefits and opportunities of ICT sector liberalization for consumers and operators in this field"

On March 24, 2011, National Association of Private ICT Companies organized the round table "Benefits and opportunities of ICT sector liberalization for consumers and operators in this field". The event met representatives of both industry operators and relevant government agencies.

The round table aimed at strengthening the dialogue between business representatives, facilitating a structured exchange of views, creating conditions for ICT development and fair competitiveness in the Republic of Moldova.

Among the institutions invited to the round table were the National Regulatory Agency for Electronic Communications and Information Technology (ANRCETI), Ministry of Information Technology and Communication (MITC), alternative operators, ATIC members and non members companies.

Conference „Payment services for modern Electronic Government. Innovations in the field of electronic payment services"

The Conference „Payment services for modern Electronic Government. Innovations in the field of electronic payment services" took place on April 5, 2011, under the aegis of the National Association of Private ICT Companies.

Providing a platform for an efficient dialogue between the representatives of the banking sector and IT companies dedicated to developing modern banking services, the event aimed at building a coherent and feasible vision on the implementation of innovative solutions in the field of electronic payment services.

The participants had the opportunity to see and appreciate the key innovations in the banking transactions domain, innovative ways for maximum streamlining of the remittances, efficient solutions for realizing the paying services of the electronic Government, Moldovan Mobile Banking future developing. The presentations have been made by the companies QSystems and Deeplace, leaders on the local market of electronic payment services.

The conference was attended by about 100 people: representatives of all banks from Moldova, relevant state institutions involved in the implementation of Electronic Governance (MITC, e-Government Center, Molddata, Poşta Moldovei, Cadastru etc.), representatives of IT companies and the donor community (USAID, UNDP) and also, international guests from Coinstar Eurasia, UK and SoftCase, Russia.

Round Table "New payment opportunities for citizens and private sector"

The Round Table "New payment opportunities for citizens and private sector" took place on October 6, 2011. The event has been organized by Moldovan Association of Private ICT Companies in collaboration with Orange, Moldcell, Moldtelecom, Microsoft and QSystems/Coinstar.

The event aimed at drawing opportunities for financial services development, using mobile technology to promote public and social benefits convenient for citizens, as well as identifying benefits for business sites of the Republic of Moldova as part of existing initiatives. Within the event the project on mWallets correlated with market realities has been presented.

The discussion has brought together the representatives of telecom operators, IT companies, Moldovan banks, public authorities (MICT, ANRCETI), National Bank of Moldova and donor community (World Bank, UNDP, USAID CEED II).

ATIC is Member of the Board of Moldovan Investment and Export Promotion Organization

On October 7, ATIC Executive Director participated at the first meeting of the Board of Moldovan Investment and Export Promotion Organization (MIEPO) in the new structure, approved in early October. The meeting has been chaired by Mr. Valeriu Lazar, Deputy Prime Minister of the Republic of Moldova, Minister of Economy.

During the meeting the Board members have heard the report of the management for the first nine months and have participated at the establishment of MIEPO tasks to be included in the Action Plan for 2012. According to Mr. Lazar, MIEPO is expected to become a one-stop shop that will provide services to potential investors. The intention is to transform MIEPO into a core of the activities for attracting investment and promoting exports.

Round Table "Practical issues related to the insurance of intellectual property rights in Republic of Moldova"

On December 8, 2011, the Round Table "Practical issues related to the insurance of intellectual property rights in Republic of Moldova" took place. The event was organized by the State Agency for Intellectual Property of the Republic of Moldova (AGEPI) in cooperation with the Association of Business Software Alliance and National Association of Private ICT Companies.

The round table took place in the context of increased attention towards the field of intellectual property rights (IPR) and strong commitment of the Republic of Moldova to rally the European practices and standards in this sense, aiming at improving communication and cooperation between the governmental institutions and the bodies entitled with the protection of IPR.

The event gathered the representatives of the competent public authorities and institutions responsible for protection of IPR: AGEPI, Ministry of Justice, Ministry of ICT, Ministry of Internal Affairs, Supreme Court of Justice, the Customs Service, the Prosecutor General's Office, but also the representatives of the U.S. Embassy in the Republic of Moldova and the IPR holders.

The participants noted that in recent years there has been a significant progress in ensuring the rights of intellectual property, a fact attested by

the growing interest to this area. The alignment of Moldovan legislation to EU norms and principles, the standardization of judicial practice in the field of IPR, and increasing collaboration between public and private environment contributed to the development of an accurate perception on the imperative of respecting the IPR.

Although the local IPR field is at a very young age, the entire system of intellectual property protection has been elaborated and is functional.

According to the participants, joining the efforts and actions will allow the identification and exclusion of gaps and weak links in the regulatory framework and will ensure effective protection of IPR. Active integration of all relevant institutions with responsibilities in ensuring IP rights in a comprehensive cooperation mechanism with clear finality, clearly defined objectives and tasks is more important and feasible, as the field is very complex and constantly changing.

The discussions were held in constructive manner and undoubtedly contributed to the strengthening of interinstitutional communication platform and achieving the objectives of ensuring intellectual property rights.

infoDev's 4th Global Forum on Innovation and Technology Entrepreneurship

During May 30- June 1, ATIC executive director has joined the InfoDev 4th World Global Forum in Helsinki, Finland. The goal of the forum was to spread out the news about innovation, and particularly mobile applications development in emerging markets.

More than 500 participants from over 120 countries have attended the forum. Moldova has been represented by: Dona Scola, Deputy Minister of ICT, Ana Chirita, Executive Director ATIC, Ghenadie Cernei, AITT.

Onsite meetings have been organized with representatives from:

1. InfoDev - on Mlab development, where Moldova had the chance to benefit from a grant program of about 100K USD to develop and deliver results in mobile applications areas. The project was aimed to be a seed project to develop sustainable opportunities for companies and physical people who want to develop mobile applications.Moldova has been considered as not yet being ready to proceed.

2. Alto University - Garage Factory. This garage factory is an unique place similar to an incubator owned by 3 universities that merged 2 years ago. It is an open space location where students can have classes, lectures, working groups, discos and anything else that is needed for the creative process. Usually students spend up to 10 hours/day in such locations.

3. InfoDev - Stefan Schandera on other opportunities to develop innovation in Moldova for the ICT sector in Moldova. Mrs. Scola has mentioned Moldova is seeking ways and opportunities to develop innovation and foster the partnerships between public and private entities, therefore it would be good that InfoDev can find new opportunities grant wise to develop innovation and new ideas in Moldova.

Dialogue with the Government and donnor community

Continuing the successful dialogue between ATIC and MITC

On February 11, 2011, ATIC representatives attended a meeting with Mr. Pavel Filip, Minister of Information Technology and Communications.

During the meeting, the Board presented the activity and the members of the Association, the experience of successful collaboration with the Ministry of Information Technology and Communications and the agenda for 2011.

The discussion focused on issues extremely relevant for the ICT sector, as implementation of enhanced interventions in Education field, providing prerequisites for sustainable growth of the sector, joining efforts to launch a center of excellence/ Innovations in the Republic of Moldova, increase visibility of the sector and clear positioning on domestic and international market etc.

The representatives of the Association noted the importance of Government initiatives, particularly of the Ministry of ICT for the act of enabling the business

environment for ICT companies and stressed out the major obstacle that slows the coherent development of the sector.

Also, the readiness of the local business community to provide necessary support to the Government for development of public- private partnership products / programs, as well as expertise in relevant areas, was emphasized.

During the meeting the Minister of ICT reiterated the importance of collaboration with the business and communicated the openness to further constructive dialogue between the Ministry and the National Association of Private ICT Companies.

The fiscal policy and access to broadband - key issues discussed with the Minister of ICT

On July 1, ATIC members have met Mr. Pavel Filip, the Minister of ICT and discussed key issues regarding the future development of the ICT sector, such as the fiscal policy and access to broadband in the future.

ATIC has presented the information about the trend of sector growth in the past 7 years, showcasing the competitive advantage the country has gained by implementing the fiscal facility on personal income tax for IT employees. The development of the software industry demonstrates the amount of taxes to the state have risen 4 times, the same growth has experienced the export of IT services.

IT companies promise growth of employment and service buying similar to the previous period, as well as continuous incomes and development of the educational, social and economic sectors in the Republic of Moldova.

Another issue raised is the development of the ICT sector by offering the possibility to increase the penetration of computers to 100 households. An initiative to decrease the fiscal burden on the importers on certain categories of goods would contribute to the decrease of prices for the end consumers, as well as offer access for a better development of the IT & C and services sector.

During the meeting, the minister raised one more topic related to the access to broadband and development of 4G services. It had a meaning of a first discussion in this sense, where the operators could express their opinion related to 4G services, issuance of WIMAX and LTE licenses with the goal of reaching all households in the Republic of Moldova. The minister promised to organize additional meetings on this topic.

Collaboration with National Regulatory Agency for Electronic Communications and Information Technology (ANRCETI)

On February 25th, ATIC signed a collaboration agreement with the National Regulatory Agency for Electronic Communications and Information Technology aimed at facilitating cooperation in the field of ICT. It is the first agreement signed by ANRCETI with a patronage organization.

The main purpose of the Collaboration Agreement is to enhance cooperation activities in electronic communications market regulation, promotion of a fair competitive environment, prevention of actions leading to or resulting in competition distortion or

restriction. The agreement provides for exchange of experience between the parties by organizing mutual consultations and surveys, ICT-related seminars, conferences and forums.

During the meeting Mr. Sergiu Sitnic declared that ANRCETI is interested in strengthening partnership relations with patronage organizations in the ICT sector and counts much on their support in developing and implementing regulations enhancing the development of the communications market, promoting fair competition and fostering investment into the sector.

Foto: www.anrceti.md

He underlined that the Agency expects its partners to more actively participate in the decision-making process of ANRCETI, to provide specific opinions and proposals for

all the projects deemed to have a significant impact on the market, which are made subject to public consultations by the Agency.

On his turn, Mr. Veaceslav Cunev mentioned that signing a collaboration agreement with ANRCETI is part of ATIC policy of promoting partnership with state ICT entities. He expressed his confidence that this kind of collaboration will be really useful both for the two parties and for all operators in the ICT sector.

The dialogue ATIC – ANRCETI continued with another meeting with Mr. Sergiu Sitnic, Director of ANRCETI on July 5, 2011. During the meeting were discussed current issues on competition in electronic communications markets, going analysis of relevant markets, and the draft for the amendment and completion of the National Numbering Plan recently developed by ANRCETI. Mr. Sitnic assured that the administration will examine the proposals presented by the representatives of ATIC and will consider them in the development and implementation of regulatory framework for electronic communications markets.

Enhancing the dialogue with the Moldovan Government

On August 15, 2011, the representatives of Moldovan Association of Private ICT Companies had a meeting with Mr. Vlad Filat, the Prime minister of the Republic of Moldova.

The participants had the opportunity to approach the topics considered to be crucial for the continuous and sustainable development of Moldovan ICT community: the fiscal climate for IT sector, the improvement of education and training level for IT specialists, the facilitation of ICT penetration and the ways to combat the illegal import of the electronic computing equipment.

Within the discussion ATIC representatives emphasized the importance of maintaining the current favorable tax environment for the software companies and presented facts and indicators that demonstrate the significant growth of the ICT sector since the introduction of the incentives in 2005.

They asked for the extension of the fiscal facilities for the companies producing software, expressing their strong belief that the further preservation of the IT incentives would represent a strategic move for the development of the Moldovan IT industry and would keep it competitive compared with other countries leaders in the world in this field.

The hardware companies approached the possibility of creating favorable conditions for the import of the computing equipment. In their opinion the exclusion of custom duties, as well as diminution of the VAT for hardware equipment would significantly contribute to the ICT penetration by making the IT products more accessible for Moldovan citizens. Also, it is important to notice that this initiative will generate a

Foto: www.gov.md

considerable gain in taxes for the state budget due to legalization of imports and creation of equal conditions for all industry players.

The Prime minister declared that the IT sector is a promising one and all the necessary conditions should be created in order to further back its ascendant development trend recorded in the past years. Filat advocated the identification of a fair solution to maintain the fiscal facilities. In this respect he demanded that an analysis on the matter should be made in the nearest future.

As for the hardware import, Filat said that the enterprises should benefit from friendly conditions in order to be interested to lawfully import computers and to pay taxes. This move will increase revenues to the state budget and will cut the computers' prices.

The participants also discussed the young specialists' vocational training in the IT sector. The Prime minister said that their education should start in high schools, those interested subsequently benefiting from training courses at universities, including quick training courses for IT specialists. A working group dealing with the aforementioned issue, which will also include representatives of the private companies, is to be set up.

"It is important to train IT specialists in Moldova. This field offers many jobs with attractive salaries. Also, it is a promising sector for the attraction of new investors. We should use every existing opportunity," has mentioned the Prime minister.

As a result of the meeting, three working groups on the topic of mantaining the fiscal facilities, diminution of custom duties, and VAT for the import of hardware equipment and increasing of the number of qualified IT specialists were created. Each working group prepared a report and drafted the recommendations for further actions.

Meeting with EU Delegation representative

On March 9, ATIC representatives had a meeting with Mr. Wolfgang Behrendt, Head of Political and Economic Section at the EU Delegation in the Republic of Moldova.

The main topics that were discussed:

- Presentation of the association in terms of priorities, form of management and advisory board

- Reference to the human capital gap

- Reference to the development of the ICT industry in the Republic of Moldova - software development, telecommunication, policies for hardware companies.

Mr Behrendt has shown his openness to continue the dialogue through more specific objectives and propositions from the side of the association. As well he has given his approval to be part of the advisory board of the association and Qlab.

As future activities, ATIC has taken the responsibility to present a list of collaboration proposals, while Mr. Behrendt has committed to keep the association updated on opportunities of financing the ICT sector initiatives and policies that could assist the sector.

Association Promotion

The General Assembly of the National Association of Private ICT Companies

The General Assembly of the National Association of Private ICT Companies took place on January 26, 2011. The event brought together the members of the Association, relevant representatives of donor community (USAID, UNDP, World Bank, Soros) and public authorities (Ministry of ICT, ANRCETI) and important local IT companies.

The speakers presented the perspectives and the achievements of the Association, stressed the the importance of being an ATIC member and the benefits of this status, talked about future plans and iniatives for the development of local ICT sector.

Also, during the meeting the changes in the structure and composition of the Association have been approved. The members of the Association have elected a new Board, including in 2011: Veaceslav Cunev (Deeplace), Radu Grosu (Endava), Iuri Cicibaba (HP), Viorelia Lazăr (Matrix), Dmitri Parfentiev (Moldcell), Alexandr Dashkevich (Softline International), Olivier Prado (GPG Consulting).

An important moment during this event was the signing of the Collaboration Agreement with Orange Moldova.

Press conference: Official position of ATIC towards Moldovan educational policies

On July 5, 2011, Moldovan Association of Private ICT Companies (ATIC) held a press conference entitled "Official position of ATIC towards the Moldovan educational policies".

The event aimed at informing the public opinion about the opportunities ICT sector can offer to the future professionals, revealing the advantages of a career in IT and encouraging students and parents to consider it as a significant option.

Because the human capital represents the critical factor for the development of the sector, and 80% of the expenditures of an IT company represent personnel costs, providing a greater number of qualified professionals is an essential requirement of domestic companies and a guarantee of continuous growth the ICT sector.

Only 1,000 of the 25 thousand young people who graduate from Moldovan universities annually represent IT specialists, insufficient number for the capitalization of current opportunities for sector growth.

ATIC representatives declared that Moldovan ICT sector has accumulated the capacity and critical mass that can promote our country on international IT market and can position Moldova as an important destination for major projects.

According to them, the achievement of these objectives is possible through the synchronization of the efforts of National Association of Private ICT Companies, Government actions to implement the Agenda for eTransformation, initiatives of improving the academic curriculum and increase enrollment rates for ICT faculties, but first of all - by motivating the future students to choose a career in IT.

IT companies have a positive collaboration experience with various universities, granting them donations, implementing joint projects and initiatives, offering training courses, etc. ATIC has firmly committed to improve the ICT studies and continuously invest in the education of young people opting for IT career.

During the press conference ATIC presented the TV spot of the campaign "Alege o Cariera in IT" ("Choose a career in IT").

NETWORKING EVENTS

Sweet Purple Evening

The most important Moldovan ICT actors and the representatives of the local mass-media attended on March 24, 2011, a unique event hosted by Moldcell Café – Sweet Purple Evening.

Organized by National Association of Private ICT Companies with the support of Moldcell company, Sweet Purple Evening aimed at facilitating the communication, establishing and developing contacts, promoting the local ICT sector through joint and effective efforts.

During this event the Association presented the contest "The best media product about ICT sector". The purpose of the contest is to motivate and support the local media to know more and to contribute to a broader popularization of Moldovan ICT products and services.

The guests had the opportunity to socialize in a very pleasant atmosphere and enjoy delicious appetizers and Fautor exclusive wines.

Vintage Evening

Vintage Evening Networking Event gathered the ATIC members, representatives of Government, Ministry of ICT, e-Government Centre, World Bank and other important local stakeholders at Vintage Lounge&Art Café to enjoy interesting discussions, good wines from EtCetera and Fautor and delicious appetizers.

ANNUAL REPORT
OF ACTIVITIES

YEAR
2011

ATIC Discount Program

ATIC launched a new initiative aiming to optimize the expenditures and capitalize new collaboration opportunities. The Discount Program guarantees to ATIC members significant discounts on a range of products/services they currently consume.

Any member of the association will have the opportunity to benefit from this program. ATIC has elaborated special plastic cards that will be recognized at any selling point of the company that is offering discounts to our association. To redeem the discount, any member will have to have the card at the counter when trying to buy a product or service.

The list of the companies offering discounts to association members may extend in future and the discounts could get bigger. All the information about this program is available on our website www.ict.md/discount

Locul	Servicii oferite	Valoarea reduceri
NiagaraCityFitness	Acces la Sala de Sport	30%
medpark	Servicii Medicale	
Moldcell	Servicii de Internet, apeluri internationale, expedierea mesajelor informative, apeluri gratuite intre angajatii companiei contra unei taxe lunare.	=30%
MCS	- Tehnica de calcul si echipament periferic pentru calculatoare - Serviciile Centrului de Deservire Tehnica	7% 10%
LEOGRAND		Tariff preferential confidential. Solicitati info la evenis@ict.md
primecapital	Credite la conditii preferentiale	Oferta atasata
BN	Produse de birotica si papetarie	20%
endava	- Examene de Certificare Prometric (Microsoft, Oracle, ISEB, TOGAF, and others) - Training Tehnic organizat in cadrul Microsoft Learning Center - Training de Business organizat in cadrul Endava University	5% 10% 15%
StarNet	- Conectare Internet 100Mbps Fibra - Telefonie fixa Internationala, Mobila, Locala - Hosting, Colocation - IT Outsourcing – retele, calculatoare, consultanta	50% 30% 50% 30%
Lab Moldova ESI Eastern Europe	- Traininguri specializate	30%

Promotion of Corporate Responsibility

We CARE!

Best media product about ICT

National Association of Private ICT Companies in partnership with the Ministry of Information Technology and Communication launched the contest "Best media product about ICT".

The purpose of the contest was to motivate and support the local media to know more and to contribute to a broader popularization of Moldovan ICT products and services, to launch discussions and analytical materials about the events, developments, achievements of the Moldovan sector of ICT

In the contest participated materials published during the period of 15 March - 1 May 2011.

The applications have been evaluated by a Jury composed of representatives of National Association of Private ICT Companies, Ministry of Information Technology and Communications, Association of Independent Press, Chisinau School of Advanced Journalism and Journalistic Investigations Centre.

The Award Ceremony took place on May 17th, 2011, at Leogrand Hotel & Convention Center. Diplomas and valuable gifts for the winners were offered by Mrs. Ana Chirita, ATIC Executive Director and Mr. Pavel Filip, the Minister of ICT.

Awarding the winners of the Republican Informatics Contest

This year ATIC has participated to the awarding of the Republican Informatics Contest winners. 24 pupils

and 3 teachers received valuable prizes from ATIC and member companies: StarNet, Maxlinie-MCS, Matrix.

The awarding ceremony took place during the inauguration of the "Telecommunication and Information Society Week in Moldova 2011" held under the auspices of the Ministry of Information Technology and Communications in Chisinau.

ATIC supports talented young people from Moldova

National Association of Private ICT Companies continued to support the initiatives promoting young talents and opportunities to embrace a career in IT. ATIC has participated as partner of the contest „iTineret-Viitorul începe cu tine", conducted under the aegis of the Ministry of Information Technology and Communications.

The contest iTineret aims to become the affirmation platform for young people with knowledge of information technologies, studying or planning to attend an IT faculty. Also, the contest intends to motivate young people to develop innovative projects in information technology, concurring in this way to the development of Moldovan ICT sector.

The first round of the competition „iTineret-Viitorul începe cu tine" took place on 21 September 2010 - April 30, 2011, during which pupils and students from all over the country could register projects in three categories: web applications, non-web applications, and graphics. According to the information presented by the Ministry of Information Technology and Communications, this year more pupils registered in the contest, with a share of 70% of the total number of enrolled participants.

Between 11 and 14 July 2011, the "IT-Relax" rehabilitation and recreation center, Vadul-lui-Voda, hosted a summer camp for the 55 finalists of the contest. The participants presented developed projects and also participated in various educational and entertaining activities.

In order to encourage young talents and recognize theirs efforts and dedication, the National Association of Private ICT Companies offered 4 netbooks to the contest winners. We hope that the prizes will further motivate them to develop and produce original, inspired and useful IT projects.

Foto: Ministry of Information Technology and Communications

Charity action for "Mother and Child Health Care Center"

During the winter holidays the National Association of Private ICT Companies brought to the little patients from "Mother and Child Health Care Center" a journey into the colorful world of tales offering the hospital a nice donation of books.

The fairy tales books, encyclopedias, illustrated books donated by ATIC members will be used to create a small library in the hospitalization department of the Center.

Aiming to bring some sparkle of magic and holiday feeling and to make the celebration atmosphere complete, ATIC has given the Department of pediatrics and internment of the hospital the Christmas tree and plenty of beautiful decorations.

We hope that our initiative brought at least a drop of joy to the little ones spending their holidays in the hospital and we thank the companies Tacit Knowledge, QSystems, Pentalog, Matrix, NetInfo, Trimetrica for being extremely receptive and supporting this charity action.

We want to mention the significant contribution and dedication of Tacit Knowledge team and to thank Mr. Vadim Echim for his particularly active involvement in carrying out a beautiful Christmas initiative.
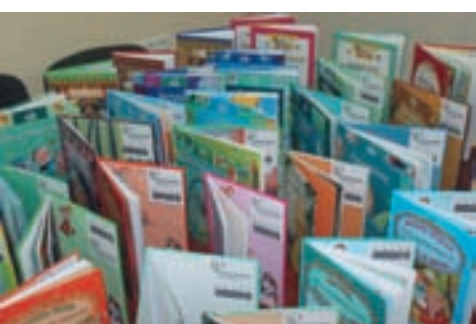
COMMUNICATION

ICT Newsletter

The monthly ICT Newsletter is an initiative aiming to improve the communication within the Association providing brief, useful updates on the projects, programs and activities carried out with the participation of ATIC and ATIC representatives. It also includes a calendar of the upcoming events and a digest of members' news.

Its goal is to bring a complete look at what we are doing and to keep the members updated with the relevant information on the developments in the ICT sector.

Confluence platform

Confluence - the wiki platform of the Association has been launched in 2011. Confluence is a platform designed to facilitate the access to information, the exchange of visions and ideas and to ensure the efficient management of content. You can find here useful information regarding the activities, projects and initiatives planned and implemented by ATIC.

All ATIC members have personal accounts on Confluence. For login and passwords details or additional information about the platform, please do not hesitate to contact the executive team at office@ict.md.

Evaluation of the activity of National Association of Private ICT Companies

During December 2011 separate evaluation meetings were held with the members of ATIC. The members were asked to fill in an evaluation form and indicate their impressions regarding the activities of the Association on a scale from 1 to 5 (1=poor, and 5=excellent)

Based on various categories on a 5 point scale, the association received the following results of its activity.

1. Please rate your overall satisfaction as a member of National Association of Private ICT Companies?

7,6% 7,6% 7,6%

76,9%

☐ Very satisfied ☐ Satisfied ☐ Practically satisfied ☐ Unsatisfied
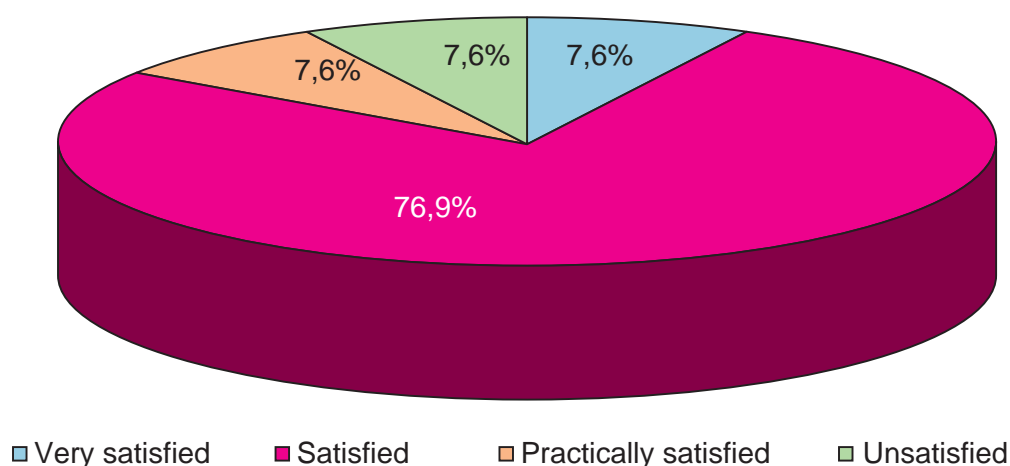
2. How would you assess the activity of the Association during the last year?

	Rating Score
Including members in decision making process	4.0
Informing members regarding the activity of the Association	4.3
Organization of ATIC events/activities	4.3
Usefulness of the implemented events for your company	3.6
Utilization of ATIC financial resources	4.2
The company's involvement in the activities undertaken by the association	3.4
Representing the Association within international activities and meetings	4.4
Communication within the association (website, newsletter, e-mail, phone etc)	4.0

3. Please assess the level of organization of events held throughout the year.

	Rating Score
General Assembly	4.6
Moldova ICT Summit 2011	4.3
ICT Career Orientation	4.0
Best IT Journalist 2011	4.5
Networking events	4.5
Sectorial meetings	3.6
Entrepreneurship events (Launch48 and Startup Weekend)	4.3
Conferences on electronic payments	4.1
Trainings	3.9

4. Please rate the importance of the activities performed by ATIC during the year?

	Rating Score
The project on Fiscal Policy	4.6
The dialogue with Moldovan Customs Service	4.3
The dialogue with authorities on Education	4.4
The amendments of Law on Copyright and Related rights	4.0
MIEPO Coordination Council	2.9
Dialogue with the Ministry of Internal Affairs	3.0
Dialogue with Ministry of Information Technology and Communications	4.2
Dialogue with ANRCETI	4.5

FINANCIAL REPORT

INCOMES	MDL	EUR
Membership fees	926188	57886.75
Additional activity incomes	1629796	101862.3
Total	2555984	159749
Debts towards ATIC membership fees	128966	8060.375
Debts towards ATIC additional activity	15189	949.3125
Total debts towards the Association at the end of 2011	144155	9009.688

EXPENSES	Planned		Spent	
	MDL	EUR	MDL	EUR
Salaries	538346	33646.63	530455	33153
Infrastructure/Administrative	192720	12045	203669	12729
Networking events/Promotion	100000	6250	124044	7753
International Visits	40000	2500	18001	1125
Hiring third parties	62000	3875	54814	3426
Additional activities			1512322	94520
Total	933066	58316.63	2443305	152707

* 1 EUR=16 MDL

ATIC IN MEDIA

UNIMEDIA portalul de ştiri nr. 1 din Moldova

Naţional | Statistica UNIMEDIA

-10°C Dimineaţa | -9°C Ziua | -9°C Deseară | -1 La

Acasă | Politic | Social | Economic | Externe | **Media/IT** | Auto | Integrare Europeană | M

Youtube & FB

ora: 15:22, 13 Ian 2011   1848   1

Sectorul TIC din Republica Moldova — dinamică pozitivă şi tendinţe ascendente

http://uni.md/n7ij   Нравится   Класс   Recommend 1   +1 0

Foto: wall-street.ro

Potrivit datelor Asociaţiei Naţionale a Companiilor Private din Domeniul TIC (ATIC), sectorul IT din Republica Moldova a înregistrat o creştere semnificativă pe parcursul ultimilor 4-5 ani.

Principalii indicatori care atestă acest fapt sunt: majorarea semnificativă a numărului companiilor care activează în sectorul TIC (de la 376 înregistrate în anul 2005 la 1200 companii în anul 2010); majorarea cotei procentuale a sectorului TIC în PIB (de la 8,3% in 2005 la 10% in 2010); creşterea numărului de angajaţi din sectorul TIC (de la 16,5 la 20,5 mii în 2010, comparativ cu 2005).

Sectorul a reuşit sa depăşească cu succes criza economică, promiţînd atragerea investiţilor şi crearea unui număr important de locuri de muncă pe parcursul următorilor 3-4 ani. Strategiile de dezvoltare ale companiilor membre ATIC preconizează creşteri de pînă la 800 locuri de munca anual.

Asociaţia Naţională a Companiilor Private din Domeniul TIC are drept scop fortificarea capacităţilor sectorului TIC şi valorificarea plenară a oportunităţilor pe care acesta le generează, precum şi crearea premiselor pentru creşterea economică şi dezvoltarea durabilăa ţării.

Sursa: UNIMEDIA

MAGAZIN ECONOMIC
ECONOMIST

Acasă | Bănci&Finanțe | Piața de capital | Banii Tăi | Macro | Companii | Real-Estate | IT&Comu

Opinii

Companiile TIC se confruntă cu lipsa de cadre

MIERCURI, 13 IULIE 2011 11:47 ADMINISTRATOR

Tweet 0 | +1 0 | Îmi place

Cele peste 1.200 de companii din domeniu angajează peste 20 mii de specialiști și totuși se confruntă cu un deficit acut de cadre. Companiile TIC din Moldova sunt competitive pe piața globală și pot deveni, în viitorul apropiat, forța motrice a creșterii durabile a economiei și transformării guvernării. Domeniul tehnologiilor informaționale și comunicațiilor (TIC) devine unul strategic pentru Republica Moldova.

Tatiana MARCU

Premisa fundamentală în acest sens o constituie elaborarea și implementarea unor politici educaționale coerente și eficiente, racordate exigențelor, rigorilor și evoluției dinamice a sectorului TIC. În acest scop, Asociația Companiilor Private din domeniul TIC (ATIC) a organizat o conferință de presă cu tema: „Poziția oficială ATIC față de politicile educaționale ale Republicii Moldova".

ATIC afirmă că datorită evoluției și dezvoltării sectorului tehnologiilor informaționale în Moldova, producătorii de programe de calculator au nevoie de mai mulți specialiști. "Dorim ca țara noastră să fie cunoscută în lume nu doar ca un exportator de vinuri și produse alimentare, dar și ca un exportator de programe de calculator", a spus vicepreședintele ATIC, Radu Grosu.

Deocamdată, doar circa 800 din cei 25 mii de absolvenți ai universităților moldovenești sunt specialiști în tehnologii informaționale. ATIC consideră că ar putea crea ușor încă trei mii de locuri de muncă în domeniu, iar dacă Guvernul ar reuși să atragă firme de notorietate internațională, numărul noilor locuri de muncă ar putea ajunge la 6000.

MAGAZIN ECONOMIC
€CO NOMIST

| Acasă | Bănci&Finanțe | Piața de capital | Banii Tăi | Macro | Companii | Real-Estate | IT&Comu |
| Opinii |

Ce va fi cu sectorul IT dacă se exclud facilitățile fiscale?

VINERI, 23 SEPTEMBRIE 2011 13:20 ADMINISTRATOR

Tweet 0   +1 0   Îmi place

Sectorul Tehnologiei Informaționale are de departe cele mai mari ritmuri de creștere din țara noastră. Nu e de mirare, dat fiind faptul că și la nivel mondial acest domeniu este cu mult peste celelalte. Însă, dacă ținem cont de faptul că angajații din sector necesită o calificare înaltă, care trebuie remunerată pe potrivă, apare evident întrebarea, cum de Moldova reușește să se țină în rând cu celelalte state la acest capitol dată fiind sărăcia și economia subdezvoltată de la noi.

Ion CHIȘLEA

Răspunsul îl găsim în facilitățile fiscale de care beneficiază atât companiile IT cât și angajații lor începând cu anul 2005 și care oferă posibilitatea atât a unor salarii decente pentru specialiștii din domeniu dar și produse competitive pentru companii.

Situația s-ar putea schimba începând cu anul viitor, când, potrivit politicii fiscale, facilitățile expiră și companiile vor trebui să se raporteze cerințelor generale de fiscalitate. S-ar părea că e un lucru echitabil deoarece, de ce unii pot beneficia de scutiri iar alții nu? Asociația Națională a Companiilor Private din Domeniul Tehnologiilor Informaționale și Comunicațiilor (ATIC) consideră că țara ar pierde mult mai mult de la retragerea facilităților decât de la o sporire neînsemnată și de scurtă durată a veniturilor la bugetul de stat.

Pentru a demonstra acest lucru ATIC a solicitat companiei internaționale de audit Price Waterhouse Couper elaborarea unui studiu cu privire la facilitățile fiscale oferite companiilor IT, care a fost impactul lor și care vor fi urm[rile excluderii acestor facilități.

МОЛДОВА БЕЗ ПРОГРАММИСТОВ

Продлят ли налоговые льготы для IT-компаний?

1200
IT-компаний функционировало в Молдове в 2010 году

Жесткая конкуренция

Позитивные эффекты

Привлечь инвестиции

Около
32,8%
составил ежегодный рост объема продаж IT-компаний в 2005–2010 гг.

За и против

Комплексный подход

График 1. РОСТ ВВП МОЛДОВЫ ПО ГОДАМ

График 2. ОБЪЕМ ПРОДАЖ IT-КОМПАНИЙ МОЛДОВЫ ПО ГОДАМ

Банки и мобильные операторы вступят в связь

unimedia.md/?mod=news&id=40780

UNIMEDIA
portalul de știri
nr. 1 din Moldova

Acasă   Politic   Social   Economic   Externe   Media TI   Auto   Integrare europeană

Youtube & FM

Studenții și companiile din IT își dau întâlnire la ICT Career Orientation

Zeci de companii și sute de studenți și elevi se vor întâlni în cadrul unui eveniment de orientare profesională, desfășurat la data de 8-9 noiembrie 2011 în universitățile din Chișinău. Viitorii specialiști vor discuta cu potențiali angajatori, vor afla ultimele noutăți din domeniu, vor vedea cum se lucrează în companiile de succes și vor stabili contacte valoroase cu colegi, experți și manageri din IT.

Evenimentul este organizat de Asociația Națională a Companiilor Private din Domeniul TIC în parteneriat cu Guvernul Republicii Moldova, Ministerul Tehnologiei Informației și Comunicațiilor, cu suportul Proiectului Creșterea Competitivității și Dezvoltarea Întreprinderilor II (CEED II), finanțat de USAID.

Seminarul va fi găzduit de două universități din Chișinău. La data de 8 noiembrie, evenimentul va avea loc la Universitatea Tehnică a Moldovei, la 9 Noiembrie – Universitatea de Stat din Moldova.

ICT Career Orientation se adresează studenților de la specialitățile Tehnologii Informaționale și Comunicații (TIC) și absolvenților studiilor liceale și are drept scop motivarea și ghidarea tinerilor spre cunoașterea și capitalizarea oportunităților de creștere profesională în domeniul TIC.

Studenții și elevii vor beneficia de posibilitatea unică de a participa la sesiunile de orientare în carieră oferite de companii de top precum Endava, Pentalog, Smithsward, Moldcell, StarNet, Trimetrica, Remaxys, Red Sky, Simpals.

ЧЕСТНАЯ ИГРА В ИСПОЛЬЗОВАНИИ ПРОГРАММНОГО ОБЕСПЕЧЕНИЯ

8 декабря состоялось заседание круглого стола «Практические аспекты в области соблюдения прав интеллектуальной собственности в Республике Молдова». Большая часть обсуждения была посвящена сфере информационно-коммуникационных технологий, и конкретно — использованию лицензионного программного обеспечения. Событие было организовано Государственным Агентством по интеллектуальной собственности (AGEPI) в сотрудничестве с Ассоциацией производителей программного обеспечения (BSA - Business Software Alliance) и Ассоциацией частных IT-компаний Молдовы (ATIC).

Главная цель состоявшегося в AGEPI круглого стола — еще раз обозначить важность защиты интеллектуальной собственности и налаживание транспарентной кооперации между государственными ведомствами, общественными и коммерческими организациями. По мнению участников круглого стола, это событие отразило растущее внимание к соблюдению прав интеллектуальной собственности и обязательства Республики Молдова реализовать эту задачу на практике, в соответствии с европейскими нормами.

Свое мнение по проблемам, связанным с соблюдением прав интеллектуальной собственности в сфере программного обеспечения, высказали: министр юстиции Олег Ефрим, советник премьер-министра по проблемам молодежи Тудор Дарие, заместитель министра информационных технологий и связи Дорин Речан, первый заместитель генерального прокурора Андрей Пынтя, представитель посольства США в Молдове Джонатан Хайес. Как подчеркнула директор AGEPI Лилия Болокан, тема программного обеспечения интересна и актуальная для экономики нашей страны. Мы ожидаем, что дискуссии в рамках круглого стола будут способствовать выявлению наиболее слабого звена в практических аспектах соблюдения прав интеллектуальной собственности в данной сфере.

Как заявил представитель BSA в Молдове Даниел Мартин, наша международная некоммерческая организация действует более чем в 80 странах мира и объединяет самых известных производителей программного обеспечения. Штаб-квартира BSA находится в Вашингтоне. В Молдове нам предоставили право на защиту своей интеллектуальной собственности компании Microsoft, Adobe, Corel. Мы занимаемся защитой авторских прав производителей программного обеспечения, и наша конечная цель — это создание благоприятных условий для развития безопасного и легального рынка программного обеспечения.

Существующие в настоящее время в Молдове проблемы связаны, в основном, с применением законодательства по защите авторских прав на программное обеспечение и с отношением большинства населения к интеллектуальной собственности. Отношение это, скажем так, скептическое. Люди думают — зачем тратить деньги на покупку лицензионного программного обеспечения, если я могу скачать все что мне нужно из Интернета. Поэтому BSA делает ставку на проведение образовательных и воспитательных программ и мероприятий, которые должны содействовать увеличению и укреплению уважения к авторским правам на программное обеспечение. Это главное.

Но, к сожалению, только воспитанием и образованием не обойтись. Соответственно, в Молдове осуществляются проверки различных юридических лиц по использованию ими лицензионных программных продуктов.

- Хочу подчеркнуть, - продолжает Даниел Мартин, - что BSA не ставит акцент на осуждении нарушителей. Уголовные дела мы поддерживаем только в том случае, когда правонарушители не хотят признавать свою вину и не согласны возмещать нанесенный ущерб правообладателям программного обеспечения. Наша цель - создать атмосферу уважения к авторским правам.

- Прежде всего, заслуживает внимание тот факт, что обсуждение проблематики интеллектуальных авторских прав в сфере программного обеспечения происходит на столь высоком уровне, - говорит председатель Ассоциации частных IT-компаний Вячеслав Кунев. — Этим подтверждается, что вопрос является очень важным для государства. С точки зрения IT-компаний — мы заинтересованы в том, чтобы авторские права на территории Республики Молдова соблюдались. Мы потребляем программные продукты и ощущаем, как эти права реализуются на практике. Существующее в Молдове законодательство, в основном, соответствует европейскому. Однако огромной проблемой является использование нелицензионного программного обеспечения: согласно результатам проведенных исследований, уровень пиратства в Молдове за 2010 год составляет 90%.

- Хотелось бы отдельно подчеркнуть первостепенную роль государства в области регламентирования и применения законодательства по защите авторских прав в нашей стране, - отметил коммерческий представитель корпорации Microsoft в Молдове Сергей Шмыгалев. - Мы рады констатировать непосредственную заинтересованность и участие государства в области защиты авторских прав. Мы уверены, что только общими усилиями возможно существенно уменьшить уровень пиратства, что, в свою очередь, позитивно скажется на показателях экономического роста и развития страны.

Так, например, в рамках всемирного «дня честной игры» Global Play Fair Day 16 ноября 2011 года корпорация Microsoft представила результаты первого в своем роде исследования, которое рассматривает финансовые последствия и влияние использования нелегального программного обеспечения на конкуренцию в развивающихся странах.

В исследовании говорится, что производственные компании крупных стран БРИК (Бразилия, Россия, Индия и Китай), незаконно пользующиеся компьютерными программами, наносят ущерб в размере более 1,6 млрд долларов своим локальным конкурентам, которые пользуются легальным программным обеспечением. По оценкам данного исследования, по вине компьютерных пиратов в экономику не вкладываются миллиарды долларов, и ежегодно упускается возможность создавать более 200000 новых рабочих мест.

В Молдове, конечно, эти цифры не столь драматичны, однако в масштабах нашей страны они все равно будут достаточно впечатляющие. Практически, это означает, что сами у себя ежегодно воруем хорошо оплачиваемые рабочие места. Печально, что в этих вопросах, как и во многих других, мы не действуем с долгосрочной перспективой, а выбираем краткосрочную выгоду, подвергая себя различным рискам, связанным с безопасностью данных.

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WORKING PLAN 2012

EDUCATION

- ICT Career Campaign
- Work for alternative education initiatives to increase number of ICT specialists
- Thematic trainings (QLab)
- Incubator initiative
- Develop a small and medium business program
- Webtop (alternative contest)

TRADE & MARKET DEVELOPMENT

- ICT sector White Book
- Database of ICT companies
- Moldova ICT Summit 2012
- Measuring the ICT market
- Round tables to improve the communication with the government
- Industry Events and Meetings / Networking events
- Discount program for the ICT Community within ATIC

Software sector initiatives

- Regulatory initiatives related to fiscal administration framework
- Amendments to the Classification of occupations
- Additional projects development
- Positioning and promotion services for the companies

Hardware sector initiatives

- Analisys and Lobby for exclusion of certifications
- Analisys and Lobby for better public acquisitions rules
- Lobby for IPR changes
- Work with the Customs in improving the business environment

Telecom initiatives

- Creating favorable premises for loyal competition

- Copyright and Related Rights
- Collaboration with National Regulatory Agency for Electronic Communications and Information Technology (ANRCETI)

GENERAL

- General Assembly
- Quarter ICT networking events
- Monthly newsletters
- Recruitement of new members
- Marketing activities
- Modifications in the statute and name of ATIC