



«О сотрудничестве РУССОФТ с японским бизнесом в сфере разработки программного обеспечения»

Российско-японский Инвестиционный Форум,
Сентябрь 2006, Санкт-Петербург
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www.russoft.org

RUSSOFT

- **RUSSOFT** is the Association of 80+ leading software development companies from Russia, Byelorussia and Ukraine with more than 17000 software engineers and with over \$500 M of turnover
- **Part of the Russian Information and Computer Industry Association (APKIT)**
- Leadership in implementing CMMI/ISO standards in the Industry
- Organizer of marketing and PR activities in Russia and abroad together with **Fort Ross Ltd** (its marketing Agency)
- Active lobbyist of the IT Industry in the Russian Government (IT-parks, Export Promotion Agency, Law on better taxation, less Administrative barriers, etc.)
- **RUSSOFT** supports IT-parks projects of its members in St Petersburg, Nizhniy Novgorod, Novosibirsk, Moscow area



Figure 4. Russian software exports by volume, 2002-2007 (*-forecast)



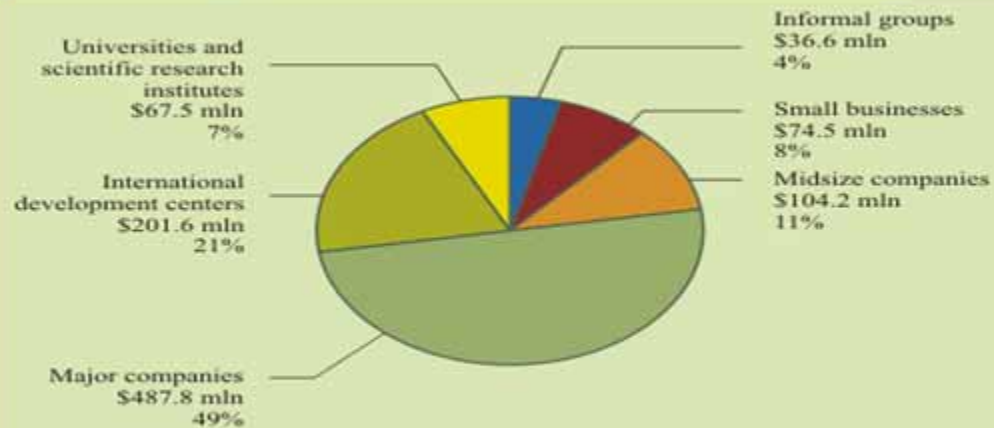
Source: third Annual Survey of the Russian Export Market for Programming Services, Solutions and Products. RUSOFT Association and Outsourcing-Russia.com, 2006

Table 6. Anticipated export income growth rates by size of company, %

	2006	2007
50 largest	33	30
Midsize	36	37
Small	52	47
Informal groups and individuals	30	30

Source: third Annual Survey of the Russian Export Market for Programming Services, Solutions and Products. RUSOFT Association and Outsourcing-Russia.com, 2006

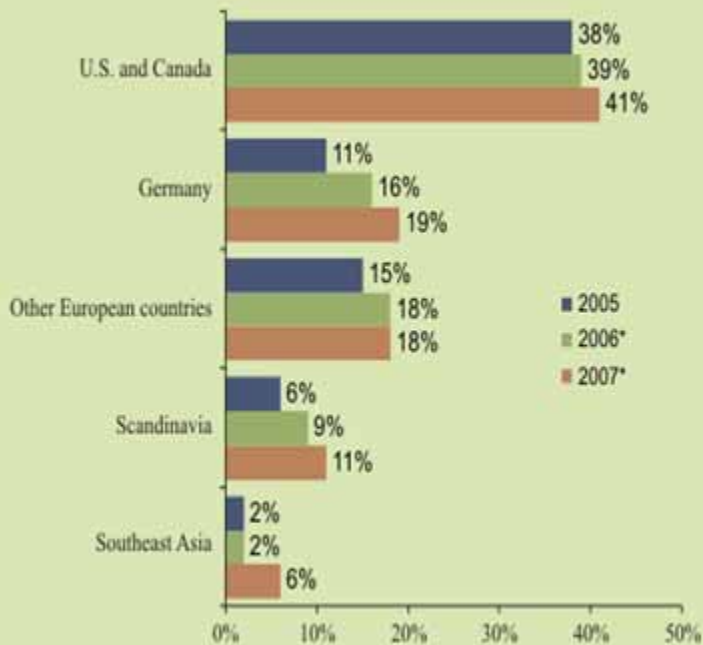
Figure 6. Distribution of total exports by type of producer



Source: third Annual Survey of the Russian Export Market for Programming Services, Solutions and Products. RUSOFT Association and Outsourcing-Russia.com, 2006

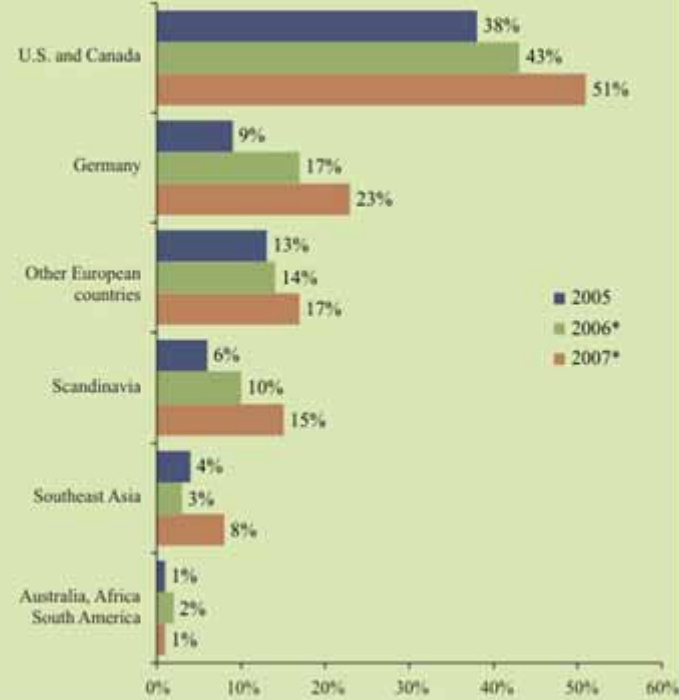
3. Foreign markets

Figure 10. Significance of foreign markets for Russian exporters, %



Source: third Annual Survey of the Russian Export Market for Programming Services, Solutions and Products. RUSOFT Association and Outsourcing-Russia.com, 2006

Figure 11. Presence of foreign representative offices in 2005-2007



Source: third Annual Survey of the Russian Export Market for Programming Services, Solutions and Products. RUSOFT Association and Outsourcing-Russia.com, 2006

Why Russia?

- Third Biggest World outsourcing service provider (appr.\$1 B of software export in 2005, 30%-40% annual growth rate)
- One of the biggest pools of software talents in the World, traditional Champions of ACM Contest
- Near-shore to Europe and to the Far-East
- Absolute European leader in CMM/CMMI implementation
- **Fastest growing internal IT-market with 25%-30% annual growth rate and bright prospects for foreign businesses**
- **Growing Governmental support to the IT industry which becomes reality!**

IT Outsourcing size. Outsourcing Destinations Countries 2004.

Source - NeoIT

- India \$ 12,2 B
- Canada \$ 8,2 B
- Ireland \$ 2,2 B
- China \$ 700 M
- **Russia \$ 550 M**
(mainly software development outsourcing)
- Philippines \$ 330 M
- South Africa \$ 220 M
- Brazil \$ 200 M
- Malaysia \$ 120 M
- Poland \$ 110 M
- Mexico \$ 100 M
- Check Republic \$ 60 M
- Hungary \$ 50 M
- Romania \$ 30 M

Leaders in Eastern Europe

- According to the research of [Global Services](#) and [NeoIT](#), four RUSOFT members: EPAM Systems, IBA, Luxoft, Auriga - hold leading positions among all IT services' providers from Central and Eastern Europe (*January 2006*)
- Among RUSOFT members - Intel, HP, Sun Microsystems, Microsoft as well as 80 big, mid-size and small companies from the CIS

Annual ACM International Collegiate Programming Contests

- **2000**
World Champions : St. Petersburg State University
Silver Medal: St. Petersburg Institute of Fine Mechanics and Optics
Among winners: Moscow State University, Novosibirsk State University
- **2001**
World Champions: St. Petersburg State University
Gold Medal: St. Petersburg Institute of Fine Mechanics and Optics
Among winners: Moscow State University, Ural State University, Southern Ural State University
- **2002**
World Champions: Shanghai Jiao Tong University, China
Silver medals: Saratov State University (European Champions),
Among 10 winners: Moscow State University, St. Petersburg Institute of Fine Mechanics and Optics
- **2003**
World Champions: Warsaw State University
Gold medals: Moscow State University, St Petersburg State University of Fine Mechanics and Optics
Silver medals: Saratov State University
- **2004**
World Champions: St Petersburg State University of Fine Mechanics and Optics
Gold medals: Belorussian State University, Penza State University
Silver medals: Izhevsk State University
- **2005**
World Champions: Shanghai University of Robotics
Gold medals: Moscow State University, St Petersburg State University of Fine Mechanics and Optics
- **2006**
World Champions: Saratov State University
Gold Medal (3rd) - Altai State University
Silver Medal (6th) – St Petersburg State University
Among 12 winners – 5 Russian Universities, among 20 Europeans – 10 Russians



International Cooperation Agreements with:

- BITKOM (Germany) – Russia is proclaimed as the Partner Country 2007 for BITKOM and for CeBIT
- Massachusetts Software Council (USA)
- Connecticut Technology Council (USA)
- Software Association of New Hampshire (USA)
- Vermont Chamber of Commerce (USA)
- US-Russia Chamber of Commerce of New England (USA)
- Israel Association of Electronics and Information Industries – IAEII
- Kansai Information Systems Association (Japan)



RUSSOFT partners in Japan

- KISA - Kansai Information Systems Association (Osaka, Japan) – includes hundreds of SMEs in the IT sphere. Headquarters in Osaka – sister-city of St Petersburg
- JISA – Japan Information Systems Association (Tokyo). Cooperation within WITSA (World IT&Services Alliance)



Cooperation with KISA

- **2004** – visit of KISA delegation to Russia (Moscow, St Petersburg). Signing of a Memorandum on Cooperation
- **2004** – visit of RUSSOFT delegation to Osaka (KISA) and Tokyo (JISA) within delegation of the Governor of St Petersburg
- **2005** – visit of RUSSOFT delegation to Osaka (participation in the Global Venture Forum with support of KISA). Visit to Tokyo (Seminar at the Russian Trade delegation to Japan) and to the IT-Park in Yokosuka.

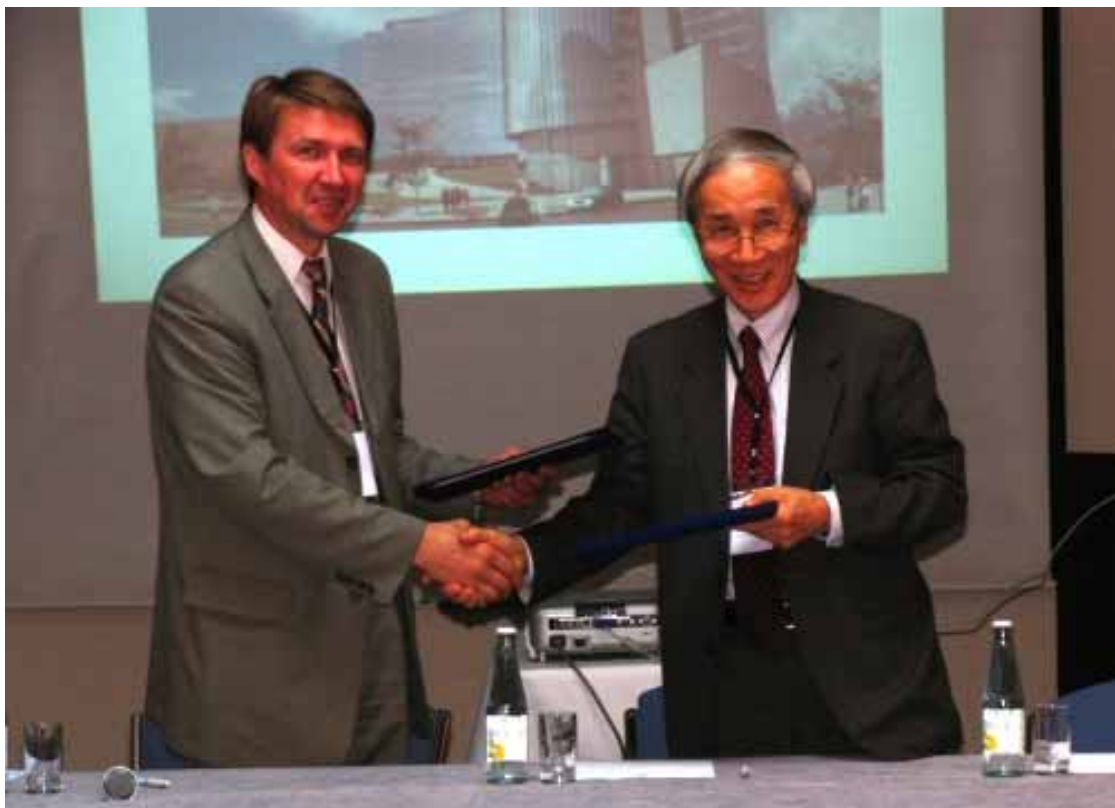
2006

- Visit of KISA delegation to St Petersburg and Moscow. Match-making Seminar, signing of a Cooperation Agreement between RUSSOFT and KISA.
- Participation of KISA in the **Interop Moscow Congress&Exhibition** (with support of RUSSOFT, Japanese Center in Moscow and of JETRO)



Cooperation Agreement between RUSSOFT and KISA is signed in St Petersburg on June 20, 2006 by their respective presidents:

Valentin Makarov and Ryo Yoshinaga



Areas of prosperous IT-cooperation

- Outsourcing of R&D and of High-End Solutions from Japan to Russia
- Joint localization, marketing and distribution of Russian High-Tech products in Japan and in the Far-East
- Facilitation of Japanese IT companies' access to the fast growing Russian market

(Interop Moscow – www.interop.ru,

Russian CIO Summit – www.cio-summit.ru)

Russian IT-Success stories in Japan:

- SPIRIT DSP
- Dr.Web
- Kaspersky Lab
- Artezio
- SeeStorm

