Romania’s IT Landscape

The Romanian Software industry in a few key figures
## Total market value of Software & IT services industry (billion Euro)

| Year | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
| 2017 | 4.6  | 5.4  | 6.6  | 7.6  | 8.7  |
### Total exports (billion Euro)

| Year | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
| 2017 | 3.2  | 3.8  | 4.6  | 5.3  | 6.1  |

### Total % of the Romanian exports

| Year | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
| 2017 | 16   | 17   | 19   | 20   | 21   |
### Total software & IT services companies

| Year | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
|      | 10,100 | 10,750 | 11,700 | 12,500 | 13,500 |

### Total employees in software & IT services

| Year | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
|      | 105,000 | 114,000 | 125,000 | 135,000 | 146,000 |
Cluj-Napoca || Profile

- the informal capital of Transilvania (NW Romania)
- approximately 500,000 inhabitants
- most active civic life in the country; multicultural community.
- Cluj-Napoca is the Romanian Capital of cluster organizations: IT, energy, agriculture, furniture, creative industries etc.
Cluj-Napoca || Profile

• Education and research center

• Home for 11 universities out of which 4 are ranked in Top 12 Romanian universities;

• Around 100,000 students/young people representing ¼ of our entire population.

• 15 research institutes
• **The economic engines of Cluj-Napoca**: education, IT&C, energy industry, business support services, specialized medical services, cultural & creative industries.

• According to the assessment of World Bank experts, the GDP/capita in Cluj-Napoca, adjusted to the purchasing power was, in 2016, **within the European average** of 26,000 euros.
Cluj-Napoca || Profile

- Cluj-Napoca has managed the transition from a predominantly manufacturing city to a city with a strong and balanced economic mix. An economic growth pole with high diversity is often a sign of economic maturity.

- Over the years, the IT sector has grown continuously in Cluj-Napoca, attracting skilled people from all over Romania. More than 20,000 people work in the local IT sector; approx. 1,200 IT businesses in the city.
• Innovation based value chain along the IT industry
• Formally established in October 2012
• Cooperation-based ecosystem based on the quadruple helix model
• Innovative approach to business consolidation that puts together local, regional, national and international stakeholders
Who we are || Membership

- Largest innovation eco-system and among the oldest clusters organization in the country, currently with more than 80 members
- 70+ companies: start-ups, SMEs and large companies (including multinationals)
- 5500+ employees
- 9 public universities (Cluj, Bucharest, Oradea, Sibiu, Petrosani) – unique in the country
- Support organizations: 10 public institutions and community organizations (startup associations, coworking, R&D private organizations etc.)
Who we are || International partnerships

• Active presence on the European Cluster Collaboration Platform (ECCP)
• Member of the European Digital SMEs Alliance (the largest association of digital SMEs in Europe representing more than 20,000 companies)
• Founding member of the Balkan and Black Sea ICT Network, a unique initiative (more than 15 umbrella organizations; includes countries from Western Balkans).
Who we are || Process model

What we do

- Transform the Industry
- Share Information
- Support Innovation
- Create Synergies
- Educate and Train
- Provide Networking Opportunities
- Encourage Internationalization
- Business Development
What we do ||
Transformative projects

• We promote regional initiatives to position Cluj as the main digital service provider in the CEE
• DIH4Society - recently established regional partnership as a one-stop shop for helping companies and organizations to improve their competitiveness by adopting digital technologies
• Selected by the Romanian Government among the 12 national DIHs proposed to the European Commission to become part of the European Network of DIHs
What we do || Transformative projects

• Strengthening the innovation ecosystem of Cluj IT through smart specialization, structural transformation and technological transfer
What we do | International partnerships

- Events to promote a culture of collaboration, knowledge sharing and development opportunities
- Cluj Innovation Days 2021, May 19 -21 (flagship event)
- A series of “Innovation Days” across the country (Petrosani, Oradea, Sibiu)
- Actively seeking partnerships; recent focus on South America (Chile, Argentina, Uruguay) and on Africa (Rwanda)
Why are interactions important?

- Expand network
- Create synergies and new opportunity tracks
- Facilitate knowledge transfer and long lasting relationship
- They help put your cluster organization on the map!
BUILDING INNOVATION, BRIDGING COMMUNITIES

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