



## SIVECO Romania & NESSI-RO

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Head of Unit EU Funds

## Who we are



- Leader of Romanian software houses
- 700 specialists
- One of the main suppliers and integrators of solutions for: **eBusiness, eLearning, eGovernment, eHealth, eAgriculture, eCustoms** and of turn key software projects in Romania
- Clients in countries from Europe, Middle East and CIS

## Mission of the company

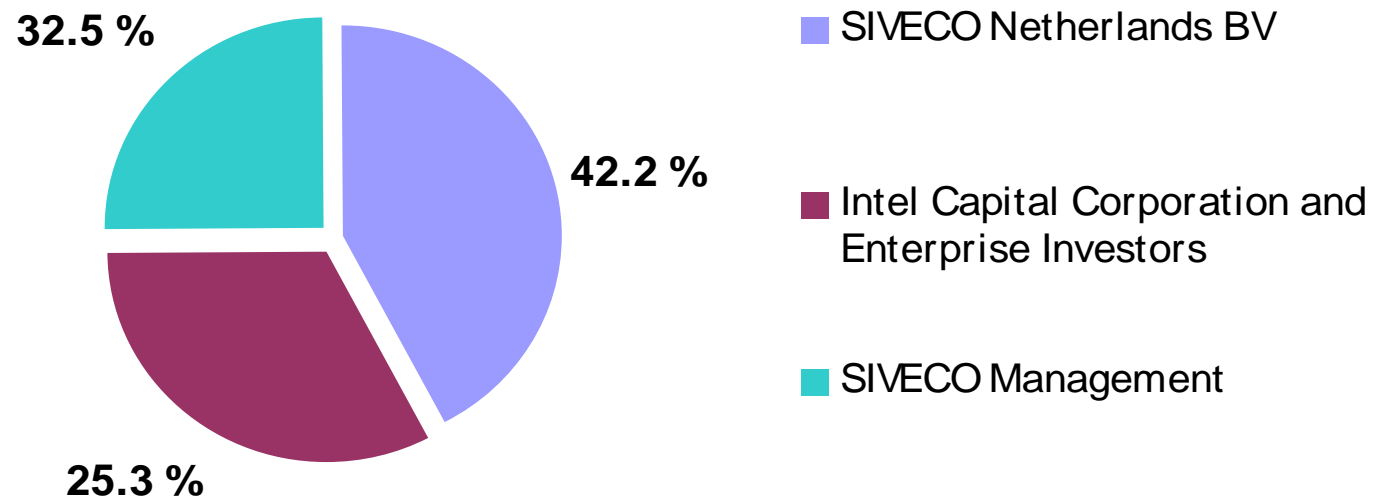


- For the next 5 years SIVECO Romania aims to evolve from the status of the most important Romanian software house to the one of **regional software integrator**.
- Moreover, in 10 years we aim to become **a leader at European level**
- In order to fulfill this mission we envisage to design **quality products and services** which will **satisfy the most demanding clients requirements**.



- Contribute to the development of the Information Society in Romania through investment in research & development activities
- Introduce IT in medium and large economic organizations
- Introduce IT into the education and health insurance systems in Romania
- Increase the quality of products and services
- Increase the team and develop international expertise
- Replicate successful national projects at international level
- Develop a network of national and international partners

## Company Shareholders



## Milestones of evolution

**2007** – year of **international projects**. The company is involved in several important projects:

- Implementation of the eLearning platform at the **American Creativity Academy**, important **schools network in Kuwait**;
- Implementation of the project for ADLIC type **-computer based distribution in high schools in Lebanon**;
- Launch the **eLearning pilot project** at national level in **Moldova**;
- Development and implementation of a **portal for the Ministry of Education in the United Arab Emirates** facilitating communication within the **national education system**.



## Milestones of evolution

In **2008**, SIVECO Romania becomes the first Romanian software company to fully acquire a foreign company: Latona Bulgaria



Investment in the Bulgarian market favor **SIVECO's expansion abroad through continuing and initiating complex IT projects**, setting an important step in the development strategy of SIVECO Romania towards the status of **regional leader in software integration**.

➤ 1992-2008 – over 75 national and international awards

➤ Critically acclaimed as the **best educational content in the world** for its creativity and quality, AeL eContent won the **World Summit Awards**, Tunis,

2005

- Worldwide contest for digital content which involved applications from 168 countries.



➤ **ADLIC 2001 - “Best Practice”**, from the European Commission at the eGovernment International Conference in Brussels



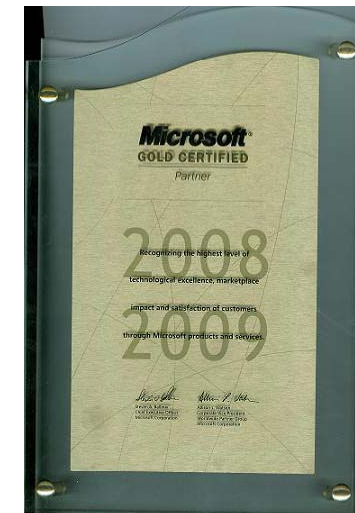
➤ *1992-2008 – over 75 national and international awards*

➤ **The IT-based Education System in Romania** is considered among the **most important achievements in project management worldwide** by The International Project Management Association (IPMA) - Krakow, **2007**



**International  
Project  
Excellence  
Award™ 2007**

- **First place at Research, Development and High tech** category at the 14th, 15th editions of Business Excellence Top - Romanian Chamber of Commerce, **2007, 2008**
- **Investor of the year 2005 in Romania**, Chamber of Commerce
- Recognition at the highest level of excellence in technology, customer satisfaction and the impact achieved through the use of products and services **Microsoft Gold Certified Partner, 2008**



## Portfolio of Solutions/ Products



- EAS (Enterprise Application Suite)
- eLearning
- eHealth
- eCustoms
- eAgriculture
- SIVADOC
- SIVABON

### ➤ SIVECO Applications

- complete EAS solution
- entirely developed in Romania
- for large and medium-sized organizations
- 26 integrated components for managing business



### ➤ Characteristics:

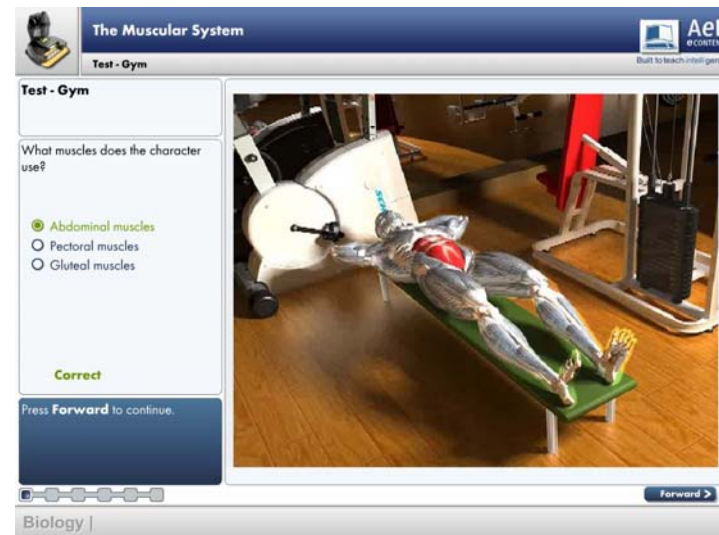
- enterprise administration
- data flow automation
- data consistency and coherence
- quick information tracking, retrieval and report
- information flow redefinition

➤ AeL Integrated learning and content management system



- More than **3,700 hours** of rich multimedia content based on **21 subjects**
- **16,000** interactive Reusable Learning Objects
- Successfully initiated in **15,000 schools and colleges** as an essential component of major governmental projects
- **7 million beneficiaries**

Migration from “Learning by memorizing” towards “Learning by doing”



Development and implementation of health insurance and health care -software solutions by increase the quality of medical and pharmaceutical services.

➤ **The Unique Integrated Information System (SIUI):**



- 11316 family doctors
- 3855 pharmacies
- 464 hospitals
- 2689 clinical ambulatories
- 1011 paraclinical ambulatories
- 4279 stomatological ambulatories
- 48 ambulances stations
- 153 suppliers for home care services
- 2213 suppliers of medical devices

## ✓ References

- **National Health Insurance House (CNAS)**
  - integrated information system for the management of activities within CNAS
- **Ministry of Health in Croatia (HZZO)**
  - information system for the centralization of data supplied by all medical offices
- **Concentrateur Global Nepenthes (France)**
  - management system of the flow of invoices in the health system
- **Ministry of Health in Bulgaria**
  - implemente an IT based integrated system for the National Health Insurance House in Bulgaria

## ✓ Awards

- **Prize of excellence RoCS 2007** “For outstanding contributions to promotion and implementation of the eHealth concept into the transparent management of medical activities in Romania

Development and implementation of advanced solutions for improving the communication between different custom house organizational levels:



- Real time access
- Data centralization
- Data validation

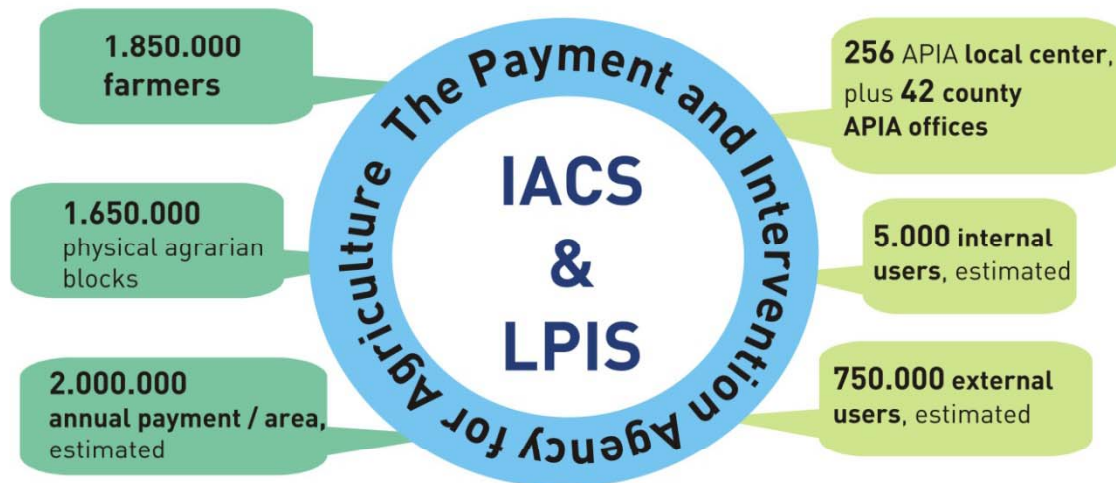
#### References

- ✓ Romanian National Custom Authority - financial accounting application for customs
- ✓ Turkish Customs Authority – New Custom Transit System (NTSC)

Development and implementation of IT solutions necessarily in agriculture area.

**References**

- ✓ APIA – Implementation of an Integrated Administration and Control System (IACS) for agriculture in Romania



➤ **Workflow and Document Management System**

Electronic Register

Archive management

Managing common use documents

Managing documents within organization's archive

Processing flows within organization

Security and control on information access



**References:**

- ✓ City Hall of Bucharest Municipality
- ✓ City Hall of Buzau
- ✓ Feldmann
- ✓ National Institute of Statistics

- ✓ Ministry of Education, Research and Innovation
- ✓ Congaz
- ✓ University Politehnica from Bucharest
- ✓ Transilvania Bank



### The first Credit Bureau in Romania

- Manages a shared database focused on information about the retail clients, debtors, fraudulent persons, and their accounts;
- Information management tool regarding the credit risk;
- Works with positive and negative data;
- Allows the use of score cards for centralize scoring or specific banking scoring;
- Provides credit reports for clients using uniform criteria;
- Offers real time access at information regarding retail clients.

- SIVECO's participation in R&D projects is consistent with the company's strategic R&D directions:
  - e-Learning
  - e-Health
  - E-Gov
  - Security (Innovation and Technology, Infrastructure)
- Accumulate strong R&D expertise in key areas
- Strategic partnership with Universities and Research Institutes in several R&D areas
- Investment in R&D activities (R&D projects are 50% co-financed by the company)

## Involvement in R&D projects

- Involved as **technological partner** in:
  - European R&D and support projects:
    - FP7 (1 project)
    - FP6 (4 projects)
    - eContentplus (2 projects),
    - Leonardo da Vinci (2 projects)
    - ITEA 2 (1 project)
  - National R&D projects (16 projects)
- Built a **strong in-house R&D team**
- **Own technology and products** with European references

## FP6 projects

- *ACGT* - Advancing Clinico-Genomic Clinical Trials on Cancer
- *P.CEZANNE* - Integration of Nano-Biology and ICT to Provide a Continuous Care and Implantable Monitoring System for Diabetic patients
- *ALIS* -Automated Legal Intelligent System
- *LD-CAST* –Local Development Cooperation Actions Enabled by Semantic Technology

## R&D technical expertise

- Service oriented architecture
- Grid computing
- Business Process Management
- Decision Systems
- Data Warehouse

- Title: **Advancing Clinico-Genomic Clinical Trials on Cancer**
- Aims to create and deliver to the cancer research community an **integrated clinico-genomic ICT environment** enabled by a **powerful GRID infrastructure**
- Coordinator: ERCIM (the European Research Consortium for Informatics and Mathematics)
- Partners: Foundation for Research and Technology Hellas - A. Persidis & SIA O.E. - University of Crete - Institute of Communications and Computer Systems (GR), University van Amsterdam - Philips Electronics Nederland B.V. (NL), Association Hospitaliere de Bruxelles – Centre Hospitalier Universitaire Bordet – Custodix - Facultes Universitaires Notre-Dame de la Paix (BE), Institut Suisse de Bioinformatique (CH), Lunds Universitet (SE), Universidad de Malaga - Universidad Politecnica de Madrid (ES), Fraunhofer-Gesellschaft zur Foerderung der angewandten Forschung - Unisersitaet Hannover - Universitaet des Saarland - Universitaet Hamburg (DE), Instytut Chemii Biooganicznej pan w Poznaniu (PL), The Chancellor, Masters and Scholars of the University of Oxford (UK), Hokkaido University (JP), Istituto Europeo di Oncologia s.r.l. (IT)
- Duration: **48 months**
- <http://www.eu-acgt.org/>

- Title: **Integration of Nano- Biology and ICT to Provide a Continuous Care and Implantable Monitoring System for Diabetic patients**
- Aims to develop a **nano-glucose implantable sensor supported by an ICT system** for continuous real time data collection and delivery to the Central Monitoring service
- **Coordinator:** Meir Hospital (CLALIT HEALTH SERVICES), Israel
- **Partners:** OSM-DAN Ltd, Afcon Industries Ltd., Tadiran Batteries Ltd., Bar Ilan University (Israel), Polymer Institute of the Slovak Academy of Sciences Research, Foundation of Research and Technology (Greece), Centro Nacional de Micro-electronica (Spain), Fraunhofer Institute (Germany), Robert Bosch GmbH (Germany), Philips – FIMI (Italy), Micro – Tech Srl, Labman Automation Ltd (UK), Protech – AF Limited (UK)
- **Duration: 48 months**
- <http://www.p-cezanne.eu/>

- Title: **Automated Legal Intelligent System**
- Aims to **ease the access** and the **use of legal systems** and other regulatory systems by creating a **platform that gathers legislative information and offers legal counseling**
- Coordinator: **ORT France**
- Partners: Alma Mater Studiorum Universita di Bologna - Italy, Sineura - Italy, Exalead -France , Peisse Dupichot Zirah et associés - France, Imperial College London- UK, ALMA Consulting Group - France, ATOS Origin - Spain, Research Centre for Legal and Economical Aspects of Electronic Communication - Poland, TU Darmstadt -Germany
- Duration: **42 months**
- <http://www.alisproject.com/>

- Title: **Local development cooperation actions enabled by semantic technology**
- Aims to build an **European network** of LD-CAST Portals that will enable end users (mainly private companies) to **access** in a seamless mode the **services provided by public organizations**
- Coordinator: **ELSAG DATAMAT S.p.A, Italy**
- Partners: Retecamere SCRL (Italy), Libera Universita Internazionale degli Studi Sociali (Italy), Romanian National Institute for R&D in Informatics (Romania), Chamber of Commerce and Industry of Romania (Romania), Center for Research and Technology CERTH/ITI (Greece), BOC Asset Management GmbH (Austria), Bulgarian Chamber of Commerce and Industry (Bulgaria), Lower Silesian Chamber of Commerce (Poland)
- Duration: **30 months**
- <http://www.ldcastproject.com/>

### **Eurocancercoms - Establishing an efficient network for cancer communication in Europe**

- Aims to develop a unique virtual collaboration platform for the European organizations working in the cancer domain
- Coordinator: **The European Institute of Oncology – IEO**
- Partners: ECCO – the European CanCer Organisation, ecancermedicalscience, European Association for Cancer Research, European Organisation for Research and Treatment of Cancer, International Society for Paediatric Oncology, Organisation of European Cancer Institutes, The European Society of Breast Cancer Specialists, Philips, The European Society for Medical Oncology, The Foundation for Research and Technology – Hellas, The European Cancer Research Managers Forum, GE Healthcare, Brandcast, Tenovus, The Spanish National Cancer Research Centre, Centre for Technological Research of Crete
- Duration: 24 months
- <http://www.eurocancercoms.eu/>

### GUARANTEE - A Guardian Angel for the Extended Home Environment

- The project will develop technology to address the specific personal safety needs of private people in the residential environment.
- Coordinator: Philips Electronics Nederland B.V.
- Partners: Philips Consumer Lifestyle B.V., Spikes, COMmeto, Innohome OY, VTT Technical Research, Active Life Village, Videra Ltd., Rinnekoti-Saatio, Laurea University of Applied Sciences, Forthnet, TeiCrete, Orange Logic, Institute of Cardiology of Kaunas University of Medicine, Geriatric Clinic of Kaunas University of Medicine, Kaunas University of Technology, Actimage S.A., University of Twente, Noldus Information Technology B.V., Eagle Vision Systems, Sound Intelligence, AltFactor, Visual Tools S.A, UPM, University of Deusto, ETIC, ESI-Tecnalia, Ibermatica, iDeal Technologies Inc., Mobilera, Valensas Teknoloji Hizmetleri, Hemosoft.
- Duration: 36 months
- <http://www.guarantee-itea.eu/>

*EduTubePlus* - A European curriculum related video library and hybrid e-services for the pedagogical exploitation of video in class

<http://www.edutubeplus.eu/>

Coordinator: Research Academic Computer Technology Institute - Greece

*ASPECT* - Adopting Standards and sPecifications for Educational ContenT

<http://aspect.eun.org/>

Coordinator: EUN Partnership AISBL - Belgium

*AVE EXEMPLO* - Assessment, Visibility and Exploitation of non-formally required competencies of EXperienced EMPLOYees in Enterprises

<http://www.aveexemplo.org/>

Coordinator: Turkish Employers' Association of Metal Industries (MESS) - Turkey

*CoMaVet* - Competence Management in the European VET Sector

<http://www.comavet.eu/>

Coordinator: Palle Damkjær Consult ApS - Denmark

## R&D activity results

- 1<sup>st</sup> place for R&D activity in 2008 in the top of Bucharest companies ( Bucharest Chamber of Commerce)
- Good recommendations from European and National partners in current R&D projects
- Fruitful collaboration with universities and R&D institutes (National and European)
- Strong expertise developed in the R&D in-house team

NESSI – RO  
Networked European Software and Services  
Initiative

## NESSI-RO

Established in 2006 by the initiative of PREMINV center in Politehnica University of Bucharest (Prof. Marius. Guran) and SIVECO Romania, by supporting letters of:

- HP Romania
- IBM Romania
- Oracle Romania
- Bull Romania
- Alcatel Romania
- Total Soft
- Forte Business Services SRL
- Freescale Semiconductors
- S&T Romania
- INTRAROM
- Comsys
- ROMSYS
- Politehnica University of Bucharest
- West University of Timisoara
- Technical University of Cluj Napoca
- Technical University of Iasi
- University of Craiova
- Technical University of Brasov
- ICI – National Institute for Research and development in Informatics
- ATIC – ASociation for IT and communication in Romania
- ANIS – Patronal association of the soft industry and services
- ARIES - Romanian Association for Electronic and Software Industry

❑ SIVECO Romania is the representative of NESSI-RO

Prof. Traian Ionescu (SIVECO Romania & UPB)

Monica Florea (SIVECO Romania)

❑ Adhesion to European NESSI in 2008

❑ Collaboration with West University of Timisoara related to SPRERS project (started in 2009)

❑ Collaboration with NESSI ETP:

- participation at PhCs

- propose projects ideas in collaboration with

European partners

### NESSI –RO Roadmap consists of:

- Members adhesion (by signing declaration of collaboration)
- Define NESSI – RO mission and strategic drivers
  - Services architectures and software infrastructures
  - driving the knowledge-based economy
- Define NESSI – RO research areas
- Define NESSI-RO Strategic Research Agenda
- Implement NESSI-RO Research Strategic Agenda
- Join NESSI Working Groups (eHealth WG, iGOV WG, etc)
- Establish new WGs in NESSI (like eLearning WG, etc)
- Foster the collaboration with other ETPs
- Preparation of project proposals for the R&D calls

## R&D calls of interest

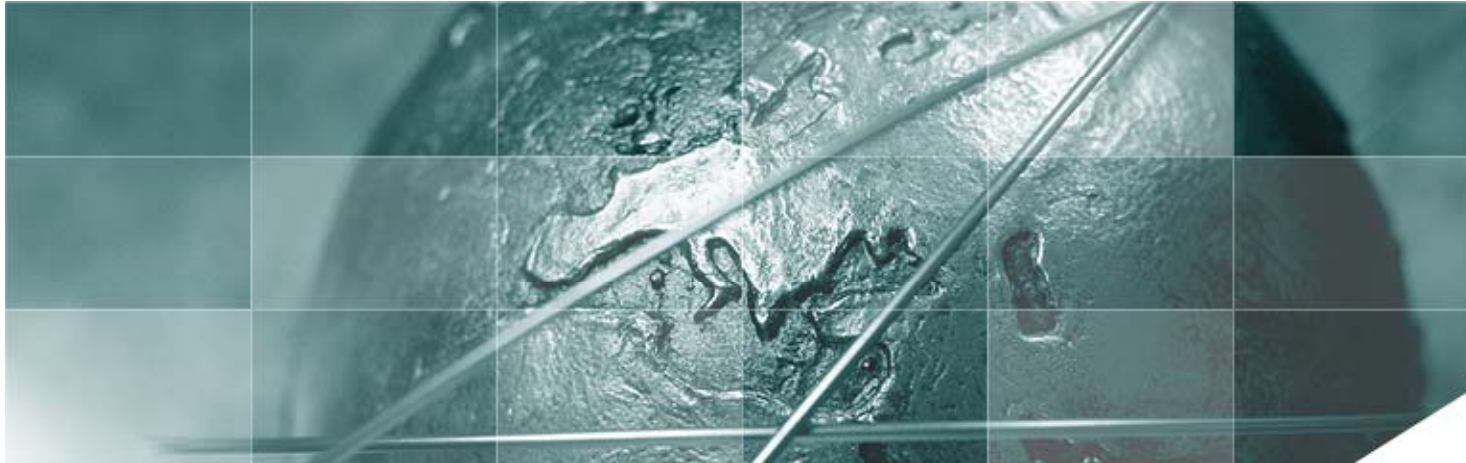
### European R&D Calls

- 7<sup>th</sup> Framework Programme
  - ICT
  - Health
  - Security
  - Capacities Science in Society
  - Capacities Research Infrastructures
  
- ICT Policy Support Programme (ICT PSP)
  
- Safer Internet plus
  
- ITEA 2
  
- EUREKA

### National R&D calls

- Structural Funds
  
- PN II programme

- NESSI-RO members adhesion (Industry, Academia, NGOs etc)
- Steering Committee election
- Action plan set up
- Participation to SPRERS project activities
- Foster collaboration with EU NESSI members
- Project proposals preparation
- Q&A



Thank You!

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