

# ComputerLand Romania Group

Corporate profile

**ComputerLand<sup>®</sup>**  
ROMÂNIA

Business to business. Person to person.



# ComputerLand Romania Group

Committed to provide effective and integrated solutions for clients with ever more complex needs, ComputerLand Romania, founded in 1991, has constantly expanded its capabilities, setting up new entities for each development direction. The main development was in the field of technology, IT & telecommunications but also consumer electronics and white goods.

Today, the companies of the ComputerLand Romania Group provide IT & telecommunications solutions for individual users, small, medium and large enterprises, as well as professional applications for key-accounts clients. The span of expertise and experience of the member companies gives ComputerLand Romania a competitive edge unequalled in Romania.

The owners of the Group took advantage of long term business partnerships opportunities and developed the portfolio of the Group, by adding activities outside of the initial scope of business. As such, two companies in the Group own and operate the national franchises of Pizza Hut and KFC, and some other companies have interests in four and three stars hotels, as well as in diverse real estate developments.

In 2004 ComputerLand Romania Group added to its portfolio the production of process equipment for refineries, petrochemical and gas industry, cement & rubber industry, fertilizer & chemical industry, water desalination, environmental protection.



# MBL Computers - ComputerLand Romania

*established in 1991*

MBL Computers - ComputerLand Romania is one of the first companies present on the emerging Romanian IT market and it was created on a multivendor structure, for IT products and services.

The company concluded a franchise agreement with ComputerLand Europe Luxembourg, which represented the first recognition of its potential, as well as a guarantee of the quality provided.

The main business target of the new company was to introduce to the emerging Romanian market a wide range of products and services, including data processing and office equipment, as well as consumer electronics and domestic appliances.

From the very beginning, **MBL Computers** focused its attention on the evolution of an ever-changing market, which enabled it to provide the right product at the right time, setting high quality standards for the Romanian IT market.



# MBL Computers – ComputerLand Romania

## Range of Products

*Hardware:* Intel and RISC servers, storage solutions, PC's, laptops, graphic stations, video and audio presentation systems, printers, multimedia equipment, monitors, memory devices, scanners, video projectors, and peripheral accessories;

*Networks:* network active elements, adaptors and interfaces, LAN and WAN Equipment;

*Software:* operating systems for INTEL and RISC servers (Windows and UNIX), network applications and database management, software applications, back-up and storage software, graphics and multimedia, antivirus protection systems, security network and applications, IT management and governance.

# MBL Computers – ComputerLand Romania

## Range of services

Aiming to identify the best solution for each project, MBL Computers provides, besides the possibility to choose from a wide range of brand names, a large variety of services:

- ◆ Support services provided by the **Service Center**, designed to offer maximum customer satisfaction, include delivery, network connection, maintenance and technical support;
- ◆ Equipment authorized service;
- ◆ Turn-key projects – hardware and software installation and integration, training for technicians, administrators and system operators;
- ◆ Equipment configuration and installation (Intel and RISC servers, storage solutions);
- ◆ Network design;
- ◆ Hardware/software consultancy;
- ◆ Configuration upgrade, reinstallation and completion
- ◆ Antivirus solutions and system debugging
- ◆ Network security solutions
- ◆ Data recovery services



# MBL Computers – ComputerLand Romania

## Accreditations

MBL Computers most important accreditations are:

- ◆ **IBM Advanced Business Partner (for X-series, P-Series and software solutions)**
- ◆ **IBM Authorized Service Provider**
- ◆ **HP Business Partner**
- ◆ **HP Authorized Support Provider**
- ◆ **LENOVO Business Partner**
- ◆ **LENOVO Service Partner**
- ◆ **Microsoft GOLD Partner**
- ◆ **Symantec Silver Partner**
- ◆ **INTEL Technology Provider Gold 2012**
- ◆ **CISCO Registered Partner**
- ◆ **Oracle Gold Partner**
- ◆ **VUE Authorized Pearson Center**
- ◆ **PROMETRIC Authorized Testing Center**
- ◆ **GEMALTO Business Partner**





# MBL Computers – ComputerLand Romania

## Training Center

The first MICROSOFT CTEC since 1996, MBL Computers Training Center provides Special training and seminar packages for IT specialists and users.

IT specialists can be trained on: Unix (AIX, HP-UX, HP Tru64 Unix), Linux, Microsoft Windows 2000/2003/Vista/ Windows7, Microsoft 2003 Enterprise Servers Microsoft 2008 Standard and Enterprise Servers, TCP/IP Network Administrator, Network Interoperability, Software Development, Database Administrator (SQL server 2000/2005/2008, Access, Oracle), Programming.

Users can be trained on Windows, Microsoft Office, Network Services, and Programming.

MBL Computers is Training Partner of IBM Romania and HP Romania.

Training Center is also Authorized VUE and PROMETRIC Testing Center, qualified to hold the testing exams of Microsoft, IBM, CISCO, LPI, CompTIA, GMAT, LNAT, IFS etc.

# MBL Computers SRL - ComputerLand Romania

## Quality Certifications

The SR EN ISO 9001/2001 certification proves the quality of the design and implementation of IT solutions, of the production, sales and service activities, for the PCs, IT and telecommunication equipment. All internal activities of the company are based on well-defined general and specific procedures.

MBL COMPUTERS implemented the production and medium quality according with SR EN ISO 9001:2001 since 1999, SR EN ISO 14001:2005 since 2009 and also achieved in December 2010 certification for SR OHSAS 18001:2008, SR ISO/CEI 27001:2006 and SR ISO/CEI 27002:2008 standards.



ComputerLand Romania Group - Companies

# Radcom

*established in 1993*

Radcom is a major player on the Romanian market for development and customization of software and hardware for Telecom and Information Industry, offering complex communication services for Telco Operators, Transportation, Industry, Health, Public Institutions and others .

 **RADCOM**



# Radcom

## Divisions

### 1. TELCO Division

Telco Division is specialized in developing custom software for telecom applications. As interest and needs in this field grew up in Romania, Telco Division develops 24 hour available components and solutions for the mobile operators, but also on bringing the telecommunication technology closer to many different kinds of users.

**Projects:** Mobile Streaming Service, Mobile Apps. (Android, iPhone, iPad Applications), SMS/MMS Info Services, USSD Services, Calls and SMS Smart Routing Platform, Mobile portal, IVR and Call Center Services, VoIP services, Fax to E-mail & E-mail to Fax Services, SIM apps.





# Radcom

## 2.WEB Division

- Including analysts, designers and developers, WEB Division provides quality custom website design and online applications. The experienced WEB professionals are dedicated to provide and maintain the highest degree of customer satisfaction as reflected in numerous projects.
- **Projects:** WebShop, WebCare, Single Sign On, e-Mall.

## 3.TELEMATICS Division

- Telematics Division is consistently engaged in development of telematics projects while ensuring the utmost reliability and long-term serviceability of their applications. The design is specially addressed to dispatchers and fleet managers.
- **Projects:** Public Transportation Companies: Timisoara, Arad, Oradea, Cluj, Ploiesti, Bacau, Constanta; Romprest Dispatching Application; Carrefour Dispatching and Order management Application.



# Radcom

## 4. EMBEDDED Division

- ◆ Having a special combination of skills and product knowledge, Embedded Division designs hardware and firmware products for complex electronic systems with applicability in transportation industry. It also covers embedded systems integration, firmware, device driver and communication protocol development.
- ◆ **Products:** On Board Computer (Light e-Track, iCanTrack & E-Track), E-Check Contactless Validator, E-Check Dual Validators (RFID & thermal printer / RFID & barcode reader), LED Information Displays.

## 5. O&M Division

- ◆ O&M Division is able to host platforms, to maintain and support services in a specially designed location. RADCOM Data Center is equipped in accordance with the latest technologies and it is prepared to provide an adequate answer to today's market challenges as hosting is concerned.

# Radcom

## Technologies:

- ◆ **Software:** Java, Java EE, C++, C#, PHP, Borland C, Visual C, Visual C#, iOS, Android SDK, Ajax, Spring, Hybernate, Liferay, SQL Server, SQL Lite, Oracle SQL, Oracle APEX, MySQL, PostgreSQL;
- ◆ **Hardware:** Design of PCB (printed circuit) with different number of layers using SMD technology - Altium Designer, AVR & ARM technology, FPGA Programming, LCD and Touch Screen, Different types of communication technologies: Wi-Fi, GPRS/3G modems .



# ASGO TELECOM

*established in 2004*

Fully integrated solutions for telecommunications / radio communications networks and fiber optics or cable, providing turnkey projects in deployment of telecommunication networks.

ASGO TELECOM was involved in several international projects in more than 20 countries all over the world:

- ◆ Europe: Greece, Bulgaria, Slovenia, Republic of Moldavia, Israel;
- ◆ Asia: Philippine, Palestine, India, Emirates;
- ◆ Africa: Nigeria, Mali, Senegal, Cote d'Ivoire, Congo;
- ◆ South America: Caraibes: Brazil, Honduras, Costa Rica.



# ASGO TELECOM

## **Product & Services Portfolio:**

### **1. Design of Telecommunication and IT Networks**

- ◆ Site Acquisition, including permits, authorizations
- ◆ Site construction design (ACAD)
- ◆ Telecommunication Networks Topology
- ◆ Radio Design, Radio Survey

### **2. Construction of Telecommunication and IT Networks**

- ◆ Civil works: Foundation casting and tower erection / antenna masts; Technical rooms / shelters; Cable trays; Grounding and lighting system; Warning light system
- ◆ Construction of fiber optic networks, aerial or underground
- ◆ Power supply on the site
- ◆ Acceptance tests



# ASGO TELECOM

## Product & Services Portfolio:

### 3. Installation, commissioning and integration of Telecommunication and Data/ IT

#### Equipment

- ◆ GSM, UMTS, CDMA
- ◆ WIMAX
- ◆ Fiber optic networks
- ◆ Microwave equipment: PDH/ SDH
- ◆ ADSL, DSLAM equipment
- ◆ WLAN (GFSK, OFDM) equipment
- ◆ Subscriber units (WIMAX, WLAN)
- ◆ Satellite communication equipment
- ◆ Aerial systems installation

### 4. Maintenance for Telecommunication and IT Networks

# ASGO TELECOM

## Main customers:

- ◆ Orange Romania
- ◆ Huawei
- ◆ Alcatel-Lucent
- ◆ Motorola
- ◆ Nec
- ◆ ZTE
- ◆ Romtelecom
- ◆ Cosmote
- ◆ Alvarion
- ◆ RCS & RDS
- ◆ Tadiran
- ◆ Inspectoratul General al Comunicatiilor Romania
- ◆ Romatsa



# ALL COM Services

*established in 2004*

A telecommunication company activating at national level as distributor for an entire range of products and services:

- telecommunication networks design and infrastructure implementation ;
- installation of antennas and RF cables;
- installation of telecommunication equipment;
- testing and commissioning of equipment;
- integration / communication with other compatible systems;
- maintenance of communication systems;
- selling vehicle fleet management systems and passenger information panels;
- consulting services in the various projects implemented by Radcom;
- selling Maxon, Motorola, Hustler radio equipment.



## ComputerLand Romania Group – Companies

# MEDIA SAT

*established in 1997*



- ◆ One of the most important telecommunications companies operating on the Romanian B2B market, providing business critical telecom solutions to expert customers
- ◆ Constant presence in TOP 20 Romanian Telecom Operators
- ◆ One of the pioneers in the telecommunications field, with services provided right from market inception
  - ◆ Internet Service Provider since 1997
  - ◆ Telephony Service Provider since 1998
  - ◆ SMS service provider since 2004
  - ◆ 1<sup>st</sup> Romanian Messenger
  - ◆ 1<sup>st</sup> comprehensive Cloud PBX service



## ComputerLand Romania Group – Companies

# MEDIA SAT

## Services



### INTERNET



INTERNET Service Provider  
Fiber Optics, Wireless, DSL & CATV,  
Satellite  
Data Center, Traffic Defense Solution

### Computer Telephony



Call Center Services  
SMS Mobile Marketing  
SMS Mobile Payments  
SMS & Voice VAS

### Telephony



Fixed Telephony Operator  
Post-Paid & Pre-Paid services  
Alonia –First Romanian Messenger  
Alonia Business - Cloud Virtual PBX  
Services

### Broadcasting



Satellite Broadcasting TV&Radio  
NewsSpotter –Professional Video Live  
Satellite Services  
C-Comsat – iNetVu authorized  
Distributor for auto-pointing  
antennas



**MEDIA SAT**  
Communications, no limits



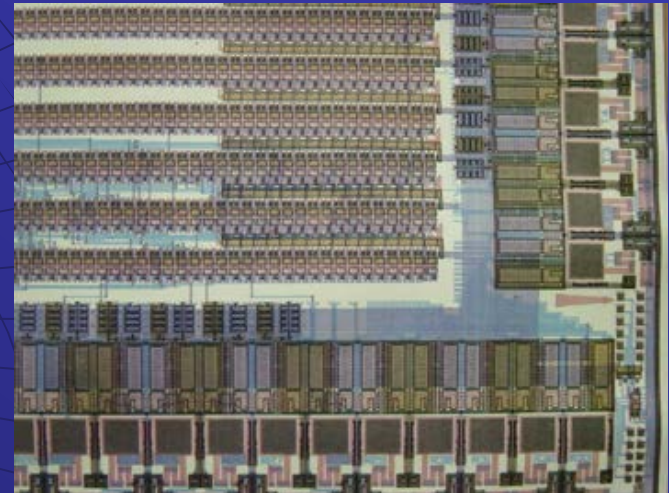
# MICROELECTRONICA

*established 1981*

## Innovative Products and Technologies

### ◆ MOS Technologies

- Solar cells with 11.5% efficiency of the solar energy transfer on 4" wafers.
- 16, 18, 24, 28, 40 pins ICs, on the wafer cut or uncut, in a custom design way.
- D-MOS transistors, ASICS, IGBT or dedicated IC, including masks.
- Pressure sensors
- Holograms (2D, 3D).



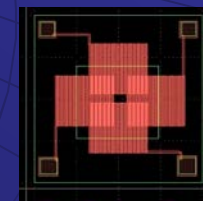
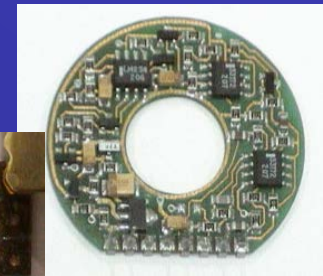
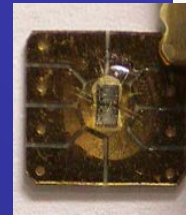
Artă prin Știință

**microelectronica**

Str. Erou Iancu Nicolae, nr. 126, com. Voluntari, jud. Ilfov  
Tel.: 230.94.45, Fax: 490.84.05  
e-mail: jaclyn@jaclyn.ro; www.microel.ro

# MICROELECTRONICA

- ◆ **Missile Ignition IC and Full System Control**
- ◆ **ID smart card complete product and technology**
- ◆ **Solar Cells Panel, 14% yield, for Mobile telecommunication application**
- ◆ **Pyrolytic sensor product and technology for IR high distance detection**



Artă prin Știință  
**microelectronica**

Str. Erou Iancu Nicolae, nr. 126, com. Voluntari, jud. Ilfov  
Tel.: 230.94.45, Fax: 490.84.05  
e-mail: jaclyn@jaclyn.ro; www.microel.ro



# MICROELECTRONICA

- ◆ First LED bulb, replacing Edison classic bulb
- ◆ Flat Traffic Light (LED made)  
Intelligent Systems  
Traffic Light based on sensors, LEDs and emitting/receiving transmission.
- ◆ LED lighting- **First White LED**  
Internal research patented technology based on “rare earth” elements.
- ◆ **Full range of LED products**
  - indoor and outdoor, street
  - lighting, back-light etc.





# Relco SA

*established in 1993*

- ◆ Distribution and maintenance of complete range of audio, video and white goods
- ◆ Service and maintenance through its own national Service Network.
- ◆ Partnerships : Philips, Daewoo, Merloni, Olivetti (cash registers).
- ◆ Distribution channels:
  - The cash & carry networks (METRO and SELGROS)
  - Hypermarkets (Carrefour, Cora, Real, Auchan)
  - Independent retailers
  - Large local specialized shop chains
  - On line shops
- ◆ shareholder in RCD (100%)
- ◆ shareholder in GRIRO

RELCO S.A.



# Unitech Electro Power

*established in 1993*



A leader of power supply solutions in Romania, Unitech is associated with advanced technology, reliable quality and strong partnerships with worldwide recognized suppliers and prestigious institutions.

Unitech product range includes retail of IT equipment, Fujitsu professional scanners, electric feeding systems, power generators and power backup solutions, printing equipment.

1. Unitech is a distributor of power supply solutions for:

- ◆ the entire range of UPS from Eaton, Borri, MGE and Socomec
- ◆ consulting, tendering, installation and full technical support services for Cummins Power Generation and AKSA Jenerators customers, some of the world's largest manufacturers of generator sets and cogeneration systems.
- ◆ whole range of batteries from CSB Battery Technologies





## Unitech Electro Power

2. Unitech distributes ALPHACTP for preparing printing plates, SAKURAI offset printing machines, MAXIMA and IDEAL paper cutting machines, finishing machines (INTROMA wire sewing, folding and creasing; HORIZON folding, binding, collating and stitching machines ), KERN envelope inserting machines.
3. Unitech provides professional IT&C services and signed strong partnerships with prestigious international suppliers: Fujitsu (Professional Scanners ), Microsoft ( trading partners), IBM Romania, Alcatel, Ericsson (projects).



ComputerLand Romania Group – Companies

# ELECTOTRADE ROMANIA

*established in 1999*

ElectoTrade Romania is the authorized distributor of equipment and supplies, values and strategies of Mitsubishi Electric Europe ( Electronic Visual Systems).

Present on the Romanian market of photo image, photo ID and complex security systems, ElectoTrade Romania is the market leader in two of its main applications : Medical and Photo.

By connecting with medical technology and high class photo, ElectoTrade Romania offers a terminal of imaging applications, a witness and a support in the specialized diagnosis.

ElectoTrade Romania is the single authorized distributor of equipment and supplies, values and strategies of MITSUBISHI ELECTRIC EUROPE (ELECTRONIC VISUAL SYSTEMS).





# COMPUTERLAND SOFTWARE

Computerland Software is a software development and consulting company and implements, integrates and supports software for Asset and Service Management, as well as custom web and mobile applications development.

## 1. Asset Management

- ◆ IBM Maximo, the best and most complete Asset Management solution
- ◆ IBM Tririga products
- ◆ Copperleaf C55.



# COMPUTERLAND SOFTWARE

## 2. Service Management

As a IBM Tivoli system integrator with a complete portfolio of services and a team of ITIL v3 Certified Experts, Computerland Software helps its customers to reach the required levels of visibility, control and automation, enabling them to deliver the best IT services for their organization.

## 3. Custom Application Development

Customization services for IBM Maximo or IBM Smart Cloud Control Desk, as well as development of new applications, that can enhance, or bring new functionality to current applications portfolio.





# IQ MANAGEMENT

*established in 2005*

## 1. Developing application for Intranet networks

IQ Management developed the following intranet ERP systems:



National Sanitary Veterinary and  
Alimentary Security Authority Intranet



Veterinary Surgeon Association Intranet



IQ Management Intranet



Grain Grade National Commission Intranet



Edelweiss Group Intranet ERP

## 2. Animal Identification & Registration

## 3. Data Processing System for Banks and non-Banking Companies Document management



# COMPUTERLAND CONSULTING

- ◆ Monitoring solutions
- ◆ Process definition and optimization
- ◆ Business service management solutions
- ◆ Methodologies creation
- ◆ Work Flow implementation
- ◆ ITIL Consulting
- ◆ Project management and implementation
- ◆ Cost and Risk Management
- ◆ QA technologies



## ComputerLand Romania Group – Companies

# ELICOM

*established in 1991*

During the first 8 years of its activity ELICOM was involved in developing the infrastructure for the national paging system. Starting with 1999, based on its experience in telecommunications and with the experience of building the first Call Center in Romania for its own national paging service, ELICOM turned towards the development of call center applications and externalizing these services for local companies.

Today, ELICOM provides Call Center Services and Virtual Call Center Services for some of the largest Romanian and multinational companies, from IT&C market to FMCG market.

Technical experience and expertise, competitive prices and trained human resource, present ELICOM as a trusting partner for the externalization of Call Center Services for Romanian, as well as worldwide companies, building and consolidating profitable relations with partners and customers with significant cost reduction.



# PEPPER PR

*established in 1994*

PEPPER PR is a Public Relations and Communication Agency.

The Agency has successfully initiated, planned, organized and evaluated projects and programs for prestigious clients, such as:

- ◆ Porsche Romania
- ◆ International Business and Trading Corporation
- ◆ Kentucky Fried Chicken
- ◆ Comtek Expositions
- ◆ Pizza Hut
- ◆ Dinamo Bucharest Football Club

PEPPER PR was a partner of the Romanian Foreign Affairs Ministry in organizing the OSCE (The Organization for Security and Co-operation in Europe) Reunion in Bucharest.



# PEPPER PR

PEPPER PR covers the following domains:

1. Consumer Relations (corporate identity, corporate image, launching and promoting products, organizing exhibitions)
2. Media Relations (media events: press conferences, press realises, news and reports, organizing press visits, public appearance counselling; round table discussions; lobbying)
3. Internal Environment Relations (community relations, official institutions relations, market studies, sponsorships, charity activities).



# EXPOTEK

With an experience of over 15 years, Expotek is specialized in organizing exhibitions and conferences for :

- ◆ information and communications technologies
- ◆ image processing technologies, photographic equipment, multimedia systems, Hi-Fi
- ◆ home entertainment
- ◆ automotive industry.





# INFO RURAL

ComputerLand Romania Group – Companies

*established in 2008*

INFORURAL developed a network of 31 centers of information, training and expertise, within a project targeting to improve life quality in rural areas, by providing integrated services:

- ◆ communications and information technology
- ◆ insurance
- ◆ banking and financial products distribution.

These centers provide the following functions:

- ◆ information on funding opportunities
- ◆ project development
- ◆ implementation of best European practices
- ◆ training centers for the rural population for acquisition and upgrading the skills required on Labour Market
- ◆ training for managers and entrepreneurs
- ◆ Information and Promotion centers for rural areas



# RCD-Rom Control Data

*established in 1974*

Administration and maintenance of rental facilities :

- ◆ Offices
- ◆ Production
- ◆ Warehouses.



ComputerLand Romania Group – Companies

# GRIRO

*established in 1897*

Starting more than 100 years ago to produce and repair locomotives and railways for Romanian National Railways, GRIRO is today at the cutting edge of technology, manufacturing process equipment for:

- ◆ Power Plant Stations
- ◆ Refinery, Petrochemical and Gas Industry
- ◆ Cement & rubber industry
- ◆ Fertilizer and chemical industry
- ◆ Water desalination
- ◆ Environmental protection





# GRIRO

## Authorizations&Certifications

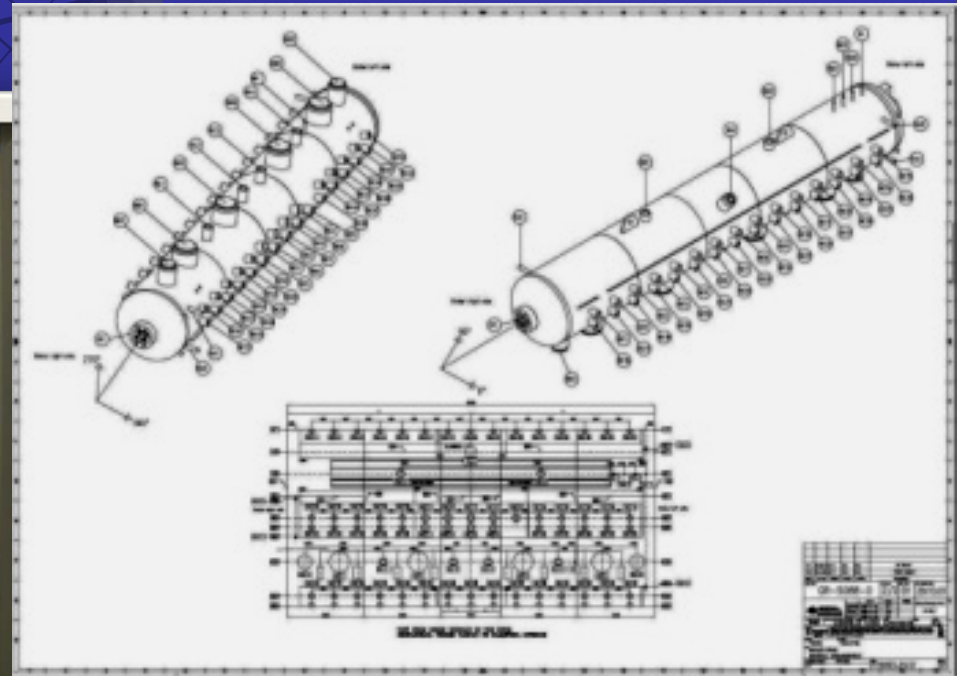
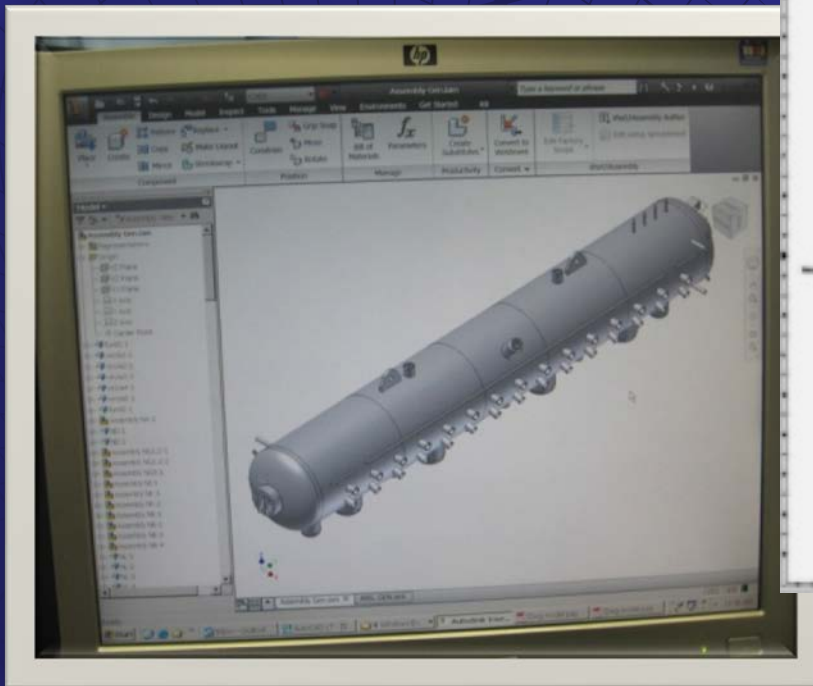
- ISO 9001:2008 certification by Lloyd's Register Quality Assurance
- PED 97/23 EG Modul H & H1
- ASME (S, U and U2 stamps) by American Society of Mechanical Engineers
- GRIRO S.A. is authorized CNCAN (National Commission for Nuclear Activity Control) for Nuclear Installation Components fabrication (No. 9-047)
- AD 2000 Merkblatt HP 0 by TÜV RHEINLAND Group
- ONORM EN ISO 3834-2 by TUV Austria
- LABORATORIES accredited acc. to SR EN ISO 17025:2005 (No. LI 813)
- ISO 14001:2004 certification by Lloyd's Register Quality Assurance
- ISO 18001:2007 certification by Lloyd's Register Quality Assurance
- Manufacture License of Special Equipment (Boiler Level A) certification by General Administration of Quality Supervision; Inspection and Quarantine of P.R.China;
- Manufacture License of Special Equipment (Pressure Vessel Level A1 and A2) certification by General Administration of Quality Supervision; Inspection and Quarantine of P.R.China
- DIN 18800-7:2008-11 by TÜV RHEINLAND Group
- (GPN) Belarus GOSPROMNADZOR





# GRIRO

Engineering & Design Division has experienced and qualified engineers, authorized to perform multidisciplinary projects including design and structural analysis calculation.



**GRIRO** S.A.

# GRIRO

## Manufacturing Capabilities and Facilities

### Cranes

#### Lifting capacity

2 x 160 Ton

5 x 50 Ton

6 x 30 Ton



**GRIRO** S.A.

# GRIRO

Towers , Reactors and Heat Exchangers



# GRIRO

Solid and Overlaid Heavy Wall Reactors and Pressure Vessels



# GRIRO



Propane Tanks 1000 m<sup>3</sup>

Tank Container type 5 IMO

# US FOOD NETWORK

*established 1994*

Master franchise for KFC

111 restaurants in Romania, Italy and R.  
Moldavia



# AMERICAN RESTAURANT SYSTEM

*established 1994*

Master franchise for PizzaHut

29 restaurants

9 PizzaHut Delivery Centers



# MANUFUTURE

MANUFUTURE is a national nongovernmental organization, member of MANUFUTURE EUROPE, bringing together the most relevant private entities (from Romania and R. Moldavia) active in Research, Innovation, Manufacturing, Micro- and Nano –Technologies, and a complex network of human connections, focusing on research, technological development and innovation.

## MISSION

- ◆ to propose a national strategy based on research, technological development and innovation, able to speed up Romania's industrial transformation
- ◆ to generate jobs in domains with high added value
- ◆ to increase the national quota of production in an internationally recognized economy



# MANUFUTURE

The areas in which MANUFUTURE is active are:

- ◆ Information and Communication Technology
- ◆ Food
- ◆ Agriculture
- ◆ Biotechnology.

## Technical Objectives

Supporting the implementation of a Regional Network (Romania, Moldavia, Bulgaria, Serbia) for:

- ◆ Atom-Scale Science
- ◆ Micro – Nano – Engineering
- ◆ Manufacturing

using the MANUFUTURE paradigm as the basis for research, development, innovation and production activities.



# MANUFUTURE

## Sectors within the TP:

- ◆ Electrical Sciences, including Microelectronics, Lasers, Piezoelectronics a.s.o.
- ◆ New Materials and Chemistry, including ceramics, magnets, polymers, composites etc.
- ◆ Aeronautics
- ◆ IT
- ◆ Towards Knowledge Age

## ManuFuture pillars tackled by the TP:

- ◆ New, added-value business models
- ◆ New advanced industrial engineering
- ◆ New emerging manufacturing science and technologies
- ◆ Transformation of existing R&D and education infrastructure to support world - class manufacturing



# MANUFUTURE

## **Research & Development activities:**

- ◆ Electrical Sciences, including Microelectronics, Lasers, Piezoelectronics a.s.o.
- ◆ New Materials and Chemistry, including ceramics, magnets, polymers, composite etc.
- ◆ Aeronautics
- ◆ IT and Towards Knowledge Age
- ◆ Atom-Scale Science (Nano-technologies, Nano-manufacturing)
- ◆ Strategic Research Agenda (SRA)



# MANUFUTURE

## Stake holders

### 1. Education:

- ◆ University POLITEHNICA of Bucharest
- ◆ Technical University of Iasi
- ◆ Technical University of Cluj-Napoca
- ◆ Technical University of Chisinau (Moldavia)

### 2. Research

- ◆ ICCE – Institute for Electrical Sciences Research – Bucharest
- ◆ ICPE – CA – Institute for Advanced Research in ElectroTechnics – Bucharest
- ◆ IFPRL – Institute for Plasma Physics, Radiation and Lasers – Bucharest
- ◆ Institute of Chemistry “Raluca Ripan” – Cluj-Napoca
- ◆ National Centre For Nano-Technologies – Chisinau
- ◆ National Agency for Innovation and Technological Transfer – Chisinau



# MANUFUTURE

## 3. Production

- ◆ Microelectronica S.A. – semiconductors and and pressure sensors, optoelectronics LED;
- ◆ Piezoelectronica S.R.L. – quartz crystal resonators piezoelectronic devices, deposition sensors for nano-structured layers (vacuum deposition);
- ◆ CERAMica Ingenua S.R.L. – ceramic composite materials;
- ◆ Photonica S.R.L. – opto-electronic (including photonic) components, interferential filters; cut-off/pass-band/stop-band filters; anti-reflexion (many-layers) structures; LASER mirrors; LASER lenses; LASER beam splitters
- ◆ ComputerLand Romania – IT and computers
- ◆ Unitech S.R.L. – Software and Information Society
- ◆ Tanno S.R.L. – nanostructured layers coating for photovoltaic elements on non-conventional supports
- ◆ Anstec-Net S.R.L. – development of solar cell metalization and non-conventional deposition
- ◆ AmocomS.R.L. – nanocomposites, polimers, nanowires and protection against nanowaves
- ◆ Aselteh S.R.L. – Durification by alloying under sparks;
- ◆ Isomer S.R.L. – Bio-stimulated nanomaterials



# MANUFUTURE

## 4 . Academy

- ◆ Romanian Academy
- ◆ Academy of Science of Moldavia
- ◆ Technical Academy of Moldavia

## 5. ETPs

- ◆ EuMatRo – Romanian Platformon Materials



# Center for European Studies for the Balkans, Mediterranean and Eastern Europe

*established 2009*

The purpose of the Association is to create a "think-tank" to bring together representatives of different social structures from Balkans, Mediterranean and Eastern Europe, in order to centralize and disseminate information needed to create, enhance, reduce, remove or optimize some functional departments of the society and to create a Platform for the debates on EU policies and priorities .

# Center for European Studies for the Balkans, Mediterranean and Eastern Europe

The objectives of the Association are:

- ◆ To initiate and coordinate research projects in domains considered to be foreground at EU level
- ◆ To develop debating forums in countries from the Balkans, the Mediterranean and Eastern Europe
- ◆ To attract and manage financial resources through profile programs
- ◆ To actively participate to activities of dissemination of research and funding programs developed by the European Union and / or by special institutions from the Balkans, the Mediterranean and Eastern Europe.
- ◆ To initiate, train, support the formation of experts groups in various areas of research and to create interdisciplinary structures.

# Center for European Studies for the Balkans, Mediterranean and Eastern Europe

- ◆ To organize seminars (workshops) and conferences on major topics of debate at the level of European Union and the countries of the Balkans , the Mediterranean and Eastern Europe.
- ◆ To organize data banks, computerized documentation centers and national and international communications networks To elaborate studies and recommendations for better coordination of development policies in various sectors of regional and national interests along with the European Union ones.
- ◆ To collaborate with experts, academics, opinion makers, as well as with domestic or international public or private institutions in order to fulfill the objectives of the Association.
- ◆ To produce, edit and disseminate books and magazines, audio - video and other such activities related to the objectives of the Association .
- ◆ To organize scientific meetings and exhibitions in order to support the mission of the Association.

# Felix Telecom SRL

*established in 1992*

**Felix Telecom** is a telecommunication systems solution provider, integrating equipment and applications from one of the most important world suppliers, NORTEL, as well as developing its own solutions.

Felix Telecom is ISO 9001:2008, ISO 14001:2005, OHSAS 18001:2007, ISO 27001:2005 certified.

Design, installation and maintenance for IT&C systems (voice/data/multimedia) applications development; distribution of IT&C system components – equipment and accessories.

# FELIX TELECOM

## Products and Services

1. IP / TDM Voice communications
2. Multimedia Contact Centres
3. Data Networking
4. Optical Communication Networks
5. Radio Communication
6. Structured Cabling systems



THE RIGHT CHOICE IN COMMUNICATIONS

# FELIX TELECOM

## 1. Voice communications IP / TDM

- ◆ 1992 – 2009: Gold Partner Nortel
- ◆ Large base of installed digital switches Meridian and Communication Server 1000
- ◆ After 2009: Silver Partner Avaya
- ◆ IP Voice Communication Solutions
  - Avaya IP Office
  - Avaya Communication Manager
  - Avaya AURA®

## 2. Multimedia Contact Centres

- ◆ Multimedia Contact Centres Nortel / Avaya implemented by Felix Telecom at Vodafone, Orange, Cosmote and other important clients from all domains.
- ◆ IVR equipment applications developed for clients in Romania, Europe and Middle East.
- ◆ Solutions for Multimedia Contact Centres:
  - Avaya Aura® Contact Centre
  - Avaya Contact Centre Elite
  - Avaya MPS IVR / Experience Portal



THE RIGHT CHOICE IN COMMUNICATIONS

# FELIX TELECOM

## 3. Data Networking

- ◆ Solutions for all architectures :
  - LAN: ERS 2000, 3000, 4000, 5000 Series
  - WAN: VSP 4000, 7000, 9000 Series
  - Cloud Services: Collaboration Pod, SDN

## 4. Optical Communication Networks

- ◆ Felix Telecom implemented the first ATM national network based on Nortel Passport equipment)
- ◆ Ciena Gold Partner
  - Converged Packet Optical
  - Packet Networking
  - Optical Transport

## 5. Structured Cabling Systems

- ◆ One of the first providers of structured cabling systems (1996 – Bucharest Financial Plaza), Felix Telecom continued to provide solutions for important clients using different technologies: 3M, Systimax, Nexans.



THE RIGHT CHOICE IN COMMUNICATIONS

# Orange Romania

- ◆ part of Orange Group, one of the world's leading telecommunications operators
- ◆ market leader in Romania
- ◆ strong brand
- ◆ complete range of communication solutions
- ◆ innovative digital marketing approach
- ◆ strong investment program
- ◆ focus on customer experience, quality of network and new technologies



# Orange Romania

- ◆ 2012 - renewal of 2G/3G licenses for 15 years and acquisition of 4G spectrum
- ◆ launch of 4G services
- ◆ creation of Orange Foundation
- ◆ Orange Business Services / Equant integration – division dedicated to customized corporate solutions
- ◆ 2013 – launch of Orange TV on multi-screen
- ◆ Top Employer 2013 at European level, according to CRF Institute



# Orange Romania milestones

- ◆ December 6<sup>th</sup> 1996 - Mobil Rom obtained GSM License for 75 mil \$
- ◆ 6<sup>th</sup> of June 1997 - Commercial launch under the brand names Dialog & ALO
- ◆ April 5<sup>th</sup>, 2002 - Dialog and ALO became Orange
- ◆ October 2004 - Orange became market leader with 5 mil customers
- ◆ 10<sup>th</sup> of March 2008 - Orange announced 10 million customers
- ◆ September, 2012 - Acquisition of LTE license
- ◆ December, 2012 - 4G commercial launch
- ◆ June, 2013 - Orange TV launch



# ComputerLand Romania Group



ComputerLand Consulting





# ComputerLand Romania Group

affiliated to CPISC (Employers' Confederation from Industry, Services and Trade)

