# Software Development



SOFTECH
Committed To Excellence

25 YEARS

# Cluj-Napoca. Transylvania. Romania

## THE CITY

- 2nd city of Romania
- 25% Young Population
- ~500.000 (inhabitants + temporary residents)
- 1 Airport (50 international destinations)

## ACADEMIC CENTER

- 11 universities
- > 100.000 students
- ICT graduates > 1.000 students / year
  - UBB - the biggest University in Romania
  - UTCN - Technical University of Cluj-Napoca

## IT AND R&D CENTER

- 1.330 IT companies
- 1 out of 11 employees works in the IT sector
- ~20.000 persons are currently working in IT
- +16.000 active software engineers
- 1st software export hub of Romania
- ~200 research units and laboratories
- 4 Technology Parks
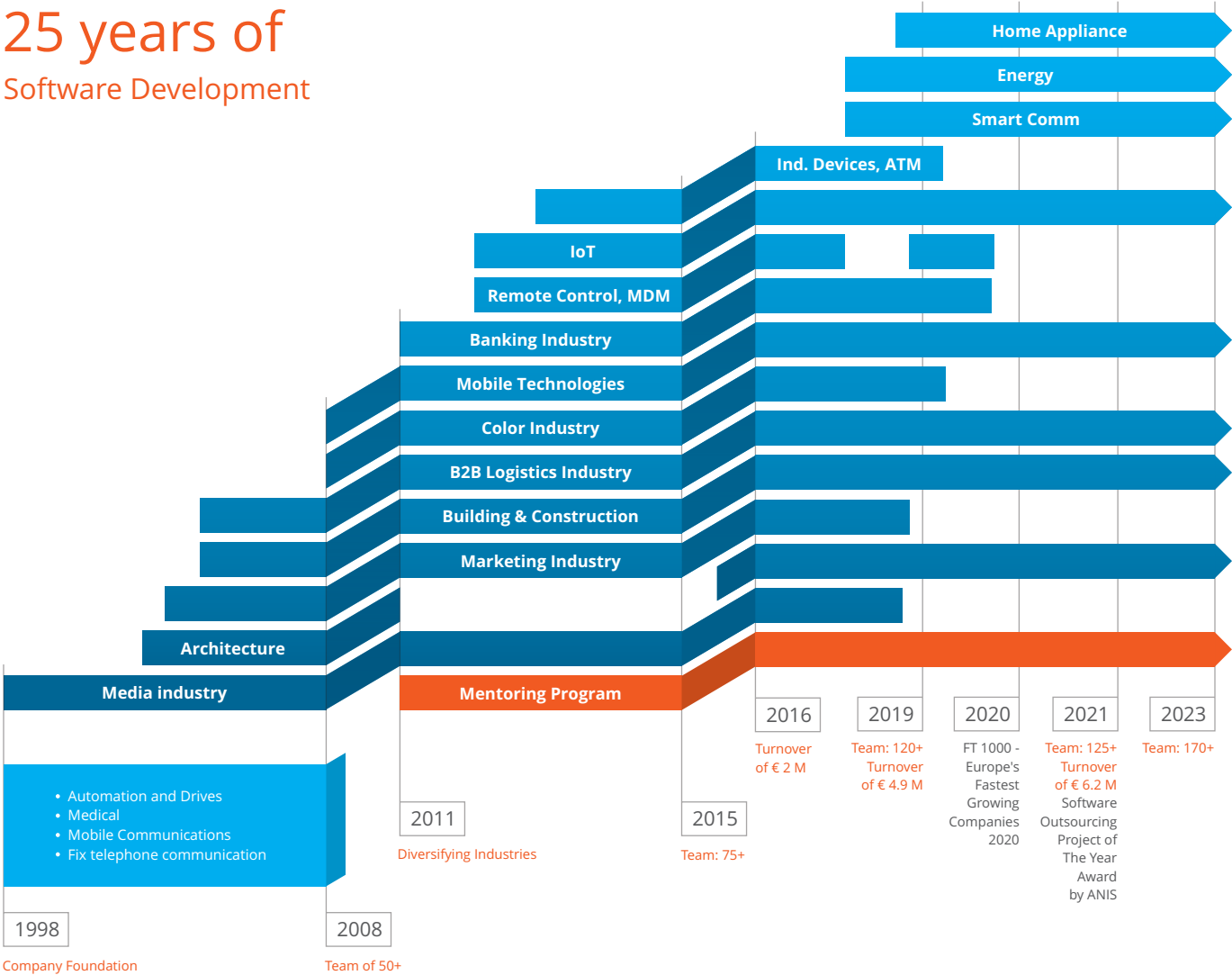- 1 Innovation Park: Cluj Innovation City

## CITY AWARDS & RANKINGS

- 2020 European Capital of Innovation Awards - Finalist city (*European Commission*)
- 2019 The best-ranked Romanian city in Global Quality of Life Index
- 2018 First city in Romania in terms of public services quality (*Institute for Public Policies*)
- 2017 European Award for Innovation (*OISPG – DG Connect, European Commission*)
- 2017 Excellence in Digitalization Award (*Association of Romanian Municipalities*)
- 2017 Cluj-Napoca best Romanian City for Creative Economy (*EUROSTAT*)

# SOFTECH's History

## 25 years of
Software Development

Home Appliance

Energy

Smart Comm

Ind. Devices, ATM

IoT

Remote Control, MDM

Banking Industry

Mobile Technologies

Color Industry

B2B Logistics Industry

Building & Construction

Marketing Industry

Architecture

Media industry

Mentoring Program

- Automation and Drives
- Medical
- Mobile Communications
- Fix telephone communication

**1998**
Company Foundation

**2008**
Team of 50+

**2011**
Diversifying Industries

**2015**
Team: 75+

**2016**
Turnover of € 2 M

**2019**
Team: 120+
Turnover of € 4.9 M

**2020**
FT 1000 - Europe's Fastest Growing Companies 2020

**2021**
Team: 125+
Turnover of € 6.2 M
Software Outsourcing Project of The Year Award by ANIS

**2023**
Team: 170+

# CEO's Message

**Dear Partners and Friends,**

We are proud to reach a new landmark in the history of our company based in Transylvania, Romania: this year, we are celebrating 25 years of software development and delivery excellence!

Even if last year, the political and economic context of Eastern Europe was shaken by the war in our neighboring country, we are grateful that our colleagues and international strategic partners stood their ground. As a mature provider of full application life cycle development, we validated once again the fact that the software industry is of great use during tough times too.

During 2022 we have consolidated our territorial presence in Transylvania: each of the software development teams from Cluj-Napoca, Târgu- Mureș and. Odorheiu Secuiesc is steadily growing. Our collaborative fine-tuning and organic growth approaches proved to match the expectations and development models of both our customers and colleagues.

As our company's key facts will show, the refined DevOps capabilities, selected range of technologies and proficiency in developing integrated software systems have set a reliable competency base for your future projects.

IoT development, embedded systems, cluster platforms, rapid prototyping and cloud development are some of the areas where we count top performing solutions. This 25 anniversary is definitely possible thanks to our long-term partners and colleagues who, together, deliver outstanding software solutions.

Thank you all,

**Levente Szélyes**
CEO

# Complex Solutions For Industries



COMPLEX SOLUTIONS FOR INDUSTRIES

For the past 25 years, SOFTECH team has been developing complex software solutions for different industries. As the industry is shifting from the computerized and automated systems to the cyber-physical systems, the integration of any software system in the wider ecosystem became a greater challenge.

Integrated software ecosystems rely on the functional relationship between business, organizations and software architecture. The complexity of these relationships require expertise and solid know-how in order to effectively approach the development of such large systems.

Through our working experience, SOFTECH has been developing integrated software ecosystems for various industries such as building and construction, industrial application, media and publishing, finance & banking, home and industrial appliances and energy.

Our integrated software ecosystem development services are specialized in:

| IoT application development | Cloud application development | Mobile application development | Rapid software prototyping | AI software development | Cluster Based DevOps |
|---|---|---|---|---|---|

These main capabilities are based on our team's experience, technical skills and interests.

# Fine Tuning

SOFTECH has been working with various customers since the foundation of the company. The key success factor of these long-term cooperations is our ability to fine-tune the business relationships with our customers.
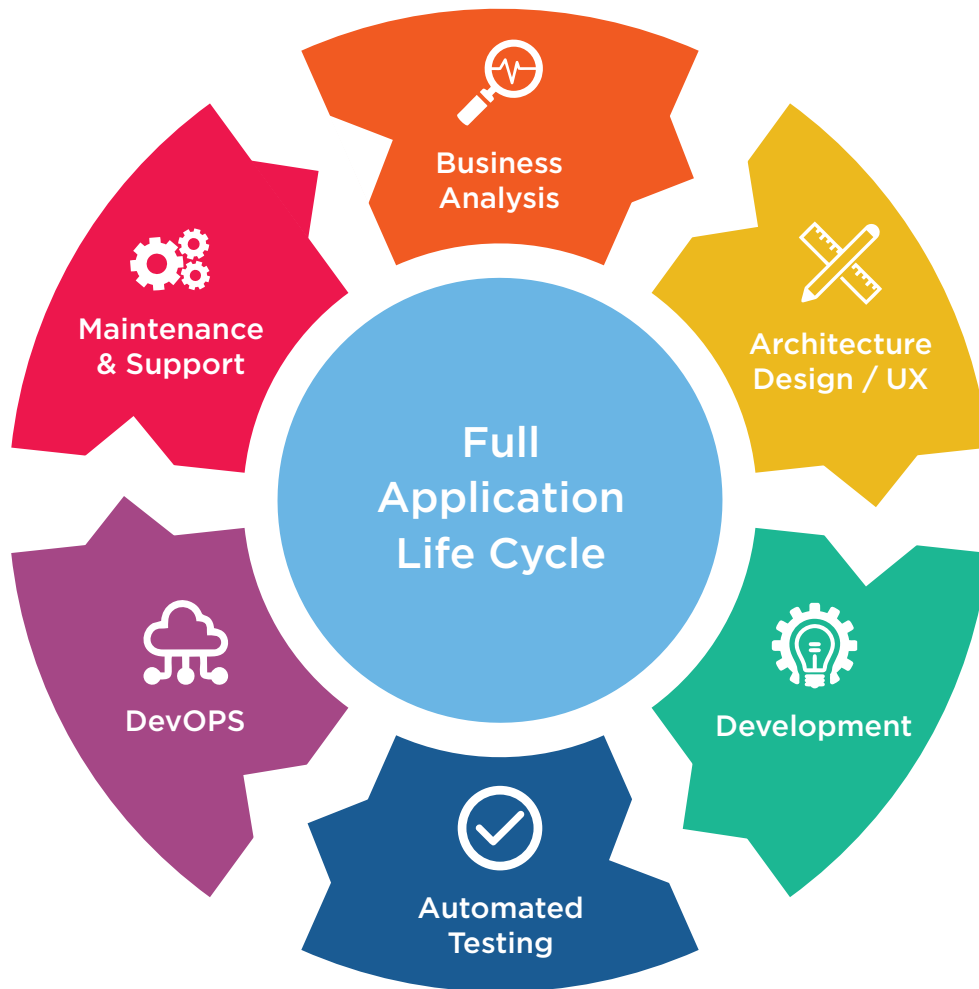
The five pillars of SOFTECH's fine-tuning model are:

- **Governance** – the steering committee of the project
- **Responsibility** – for what will be responsible each team.
- **Software Development Process / Model** – which is the most suitable method or model.
- **Team Collaboration** – the way in which the teams will work on the project.
- **Human Resources** – what are the roles, and how will we set up each team.
- **Infrastructure** – setting up the necessary infrastructure in all locations.

# Full Application Life Cycle

SOFTECH delivers full application life cycle development based on the agile model. Due to the recent technology progress, we are proud to count ourselves among the software development teams that are capable of designing innovative solutions from scratch.



Full Application Life Cycle

- Business Analysis
- Architecture Design / UX
- Development
- Automated Testing
- DevOPS
- Maintenance & Support

# Agile Methodologies
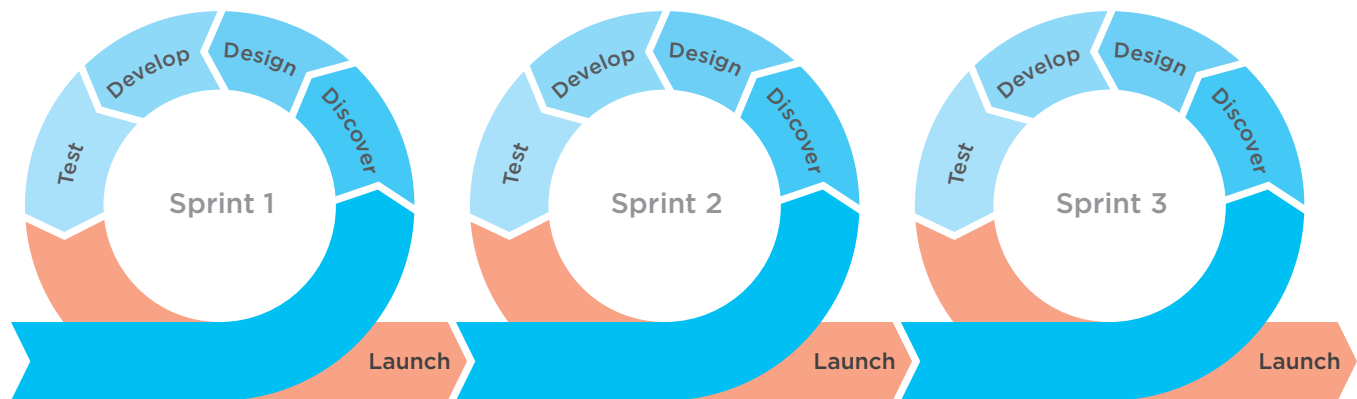


Adaptabily to fast changing conditions is a must for any contemporary software development team. From our experience, early delivery and flexible response to change would not be possible without a continuous preoccupation to improve solutions through collaborative effort between our software development teams and the customer's teams.

That is WHY we have been practicing agile development over the last decades and empowered our team and strategic partners to embrace the **fine-tuning** philosophy.

At the moment, the key methodology for agile software development that you will find at SOFTECH is **DevOps** and the key process framework is **Scrum**. Their approach converges towards the same purpose: to constantly push the entire software solution towards the best possible version that is ready for launch.

In practice, you will benefit of **CD (Continuous Delivery)**, **CI (Continuos Integration)** enhanced with **container orchestration system** (ex. Kubernetes), **Cloud based solutions**, new **collaborative** approaches and **evolving models**. Self-organizing and cross-functional teams working together with our customers' team increase the effectiveness of the entire process, while getting faster and closer to the desired software solution.

# DevOps
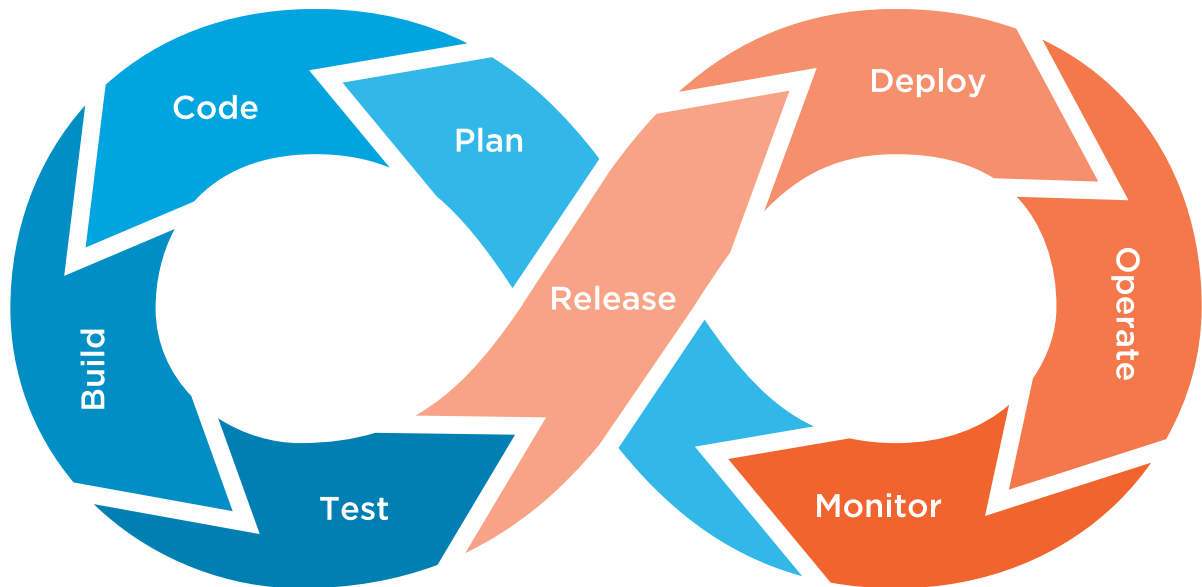


The entire **DevOps philosophy** is centered on increased efficiency of the software development process. At SOFTECH we have embraced its finest tools and methods as it fitted our agile approach.

Based on the **Pipeline reference model**, we team up with the customers in order to produce value outcome in short, regular intervals. This leads to a faster quality product release.

The DevOps elements in practice at SOFTECH:

- GitLab (Source control, project management)
- Containers (Docker)
- Cluster Platforms (Kubernetes)

- Continuous Integration
- Continuous Delivery
- Automated Testing

# Organic Growth Ecosystem
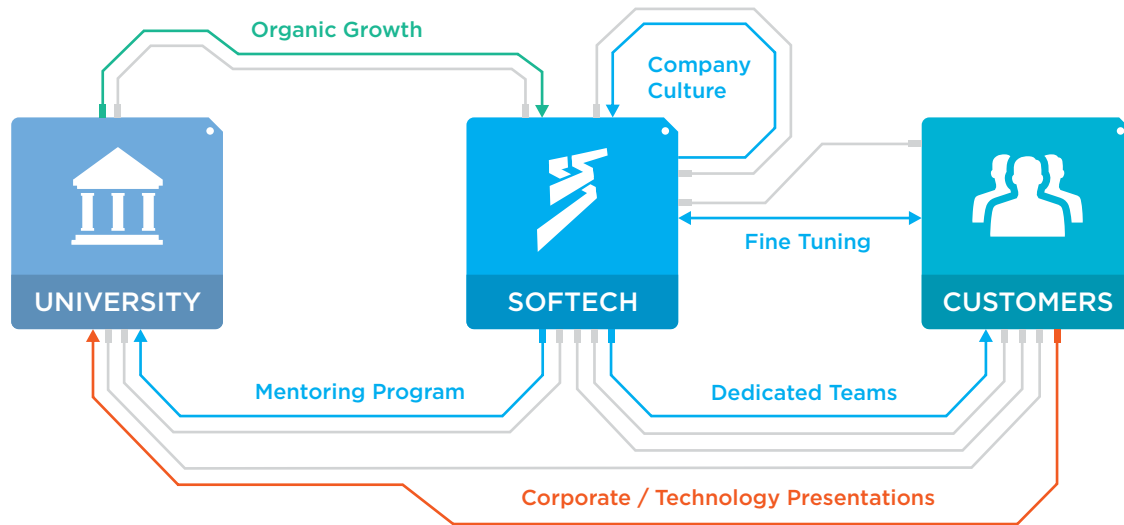


Strong organic growth is key to the success of any business, and vital for the future of long-term software development cooperation. Our **organic growth ecosystem** links academia, with our Company and further on with our Customers.

The main vehicle is our **Codespring Mentoring Program** as a common project with the local elite universities. Students in informatics and computer science have the opportunity to have a hands-on experience during a 2.5 years period, within our Company.

At the end of their university years, they can apply for a job at SOFTECH and be assigned in dedicated teams for our Customers' projects. Customers have also the possibility to hold technical presentations for the students at the University.

The annual output of the program is of about **15 – 20 students** who benefit from specialized trainings and supervision.

# Team. Competencies. Capabilities

## 170+ PEOPLE
software engineers, architects, developers, testers
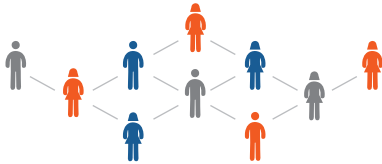
## SOFTECH TEAM SENIORITY LEVELS

Attrition rate < 5%

- 28% > 10 years working experience
- 22% < 10 years working experience
- 16% < 5 years working experience
- 34% < 3 years working experience

## DEMOGRAPHICS

- 27.35% Women
- 72.65% Men
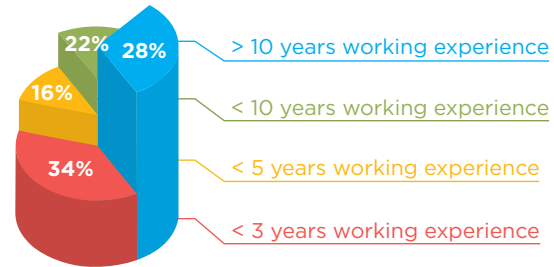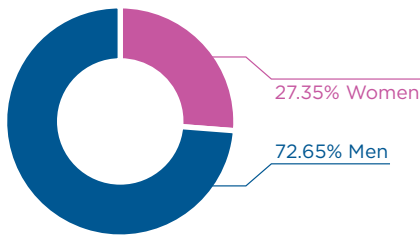
## 2022 EMPLOYEE RETENTION

- 9%
- 91% Retained Employees
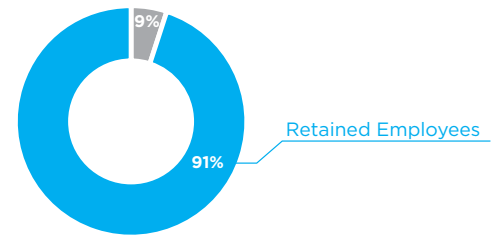
## 25 YEARS EXPERIENCE
with various technologies and programming languages

Java  Kotlin  C/C++  C#  Objective C  JavaScript  TypeScript  Python  Go  Swift
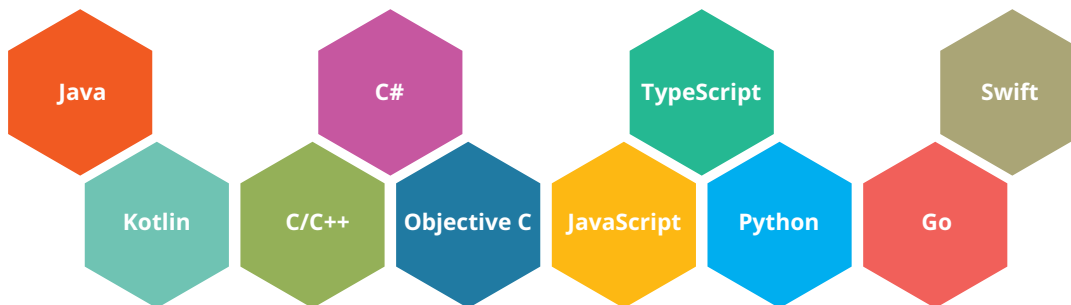
# Industry Verticals

During the long term software development cooperations and the project based works, SOFTECH has built indepth knowledge in a set of major industry verticals.

The complexity of these fields has challenged our software development team to accurately break down the business processes and build customized software solutions. This wealthy experience has translated into a valuable knowledge for integrating new software solutions with existing ecosystems.

| | | |
|---|---|---|
| | **Industry 4.0** | **Smart industry** |
| | **Banking & Finance** | **Online banking system, ATM, self-banking system** |
| | **B2B Logistics** | **World's top B2B communication systems** |
| | **Building & Construction** | **5D modelling, CAD systems** |
| | **Color Management** | **Leading color management solutions** |
| | **Energy & Power Supply** | **Solar power and heating systems, smart grid** |
| | **Event Management** | **Tradeshow management** |
| | **Home Automation & Appliances** | **Smart homes, smart appliances, IoT applications** |
| | **Media & Entertainment** | **Professional video streaming, AI applications** |
| | **Travel** | **Latest mobile technology** |
| | **Security & Alerts** | **Crisis management app** |

# Technology Stack

The core of our software development business relies on technology know-how. At SOFTECH we like to think that we bring technology at your service. Software Development is the essence of our business. For that, mastering multiple programming languages, platforms, systems and databases is a must.

**Systems:** IoT, Embedded, Mobile, Cloud, Desktop, Web Applications, Web Services, Microservices, Serverless
**Platforms:** Windows, Mac OS, iOS, Linux, Embedded Linux, Android, Cloud: AWS, Azure, GCP
**Frameworks:** Spring, .NET, .NET core, Angular, React, React-Native, Node.js, KMM, Swift UI
**DevOps:** Terraform, Ansible, ELK, CI/CD, Docker, Kubernetes, Grafana, Prometheus
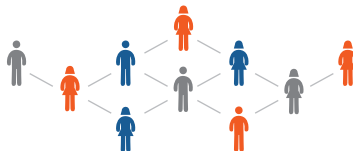**Programming Languages:** Java, Kotlin, C/C++, C#, Objective C, JavaScript, TypeScript, Python, Go, Swift
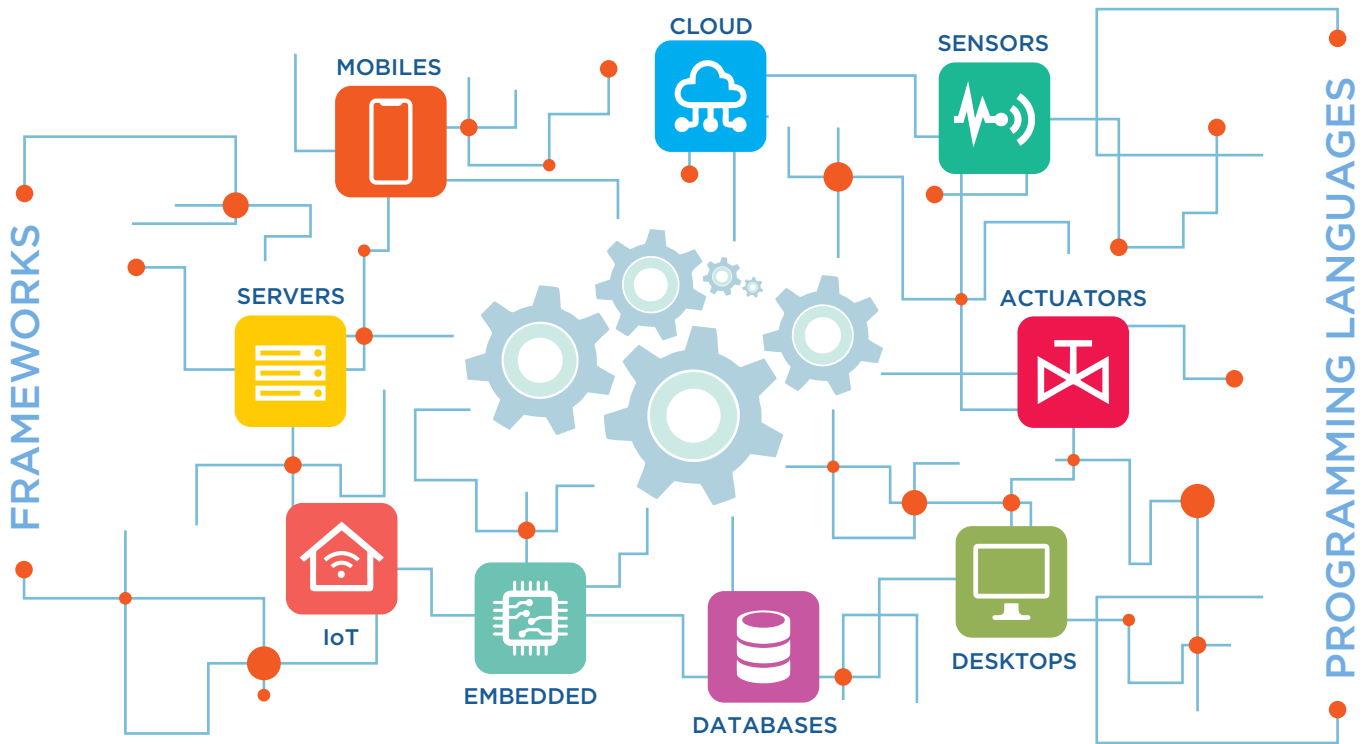
# Figures & Facts

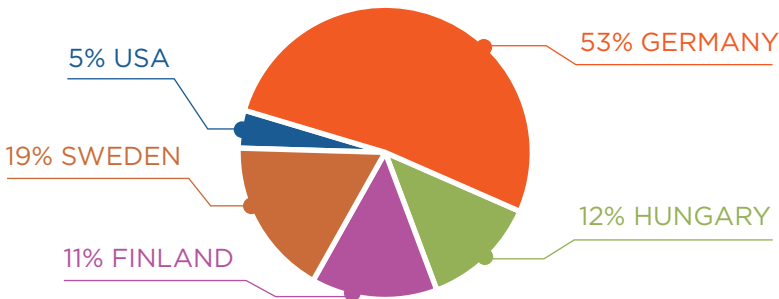## 25 YEARS
of software development

## TEAM
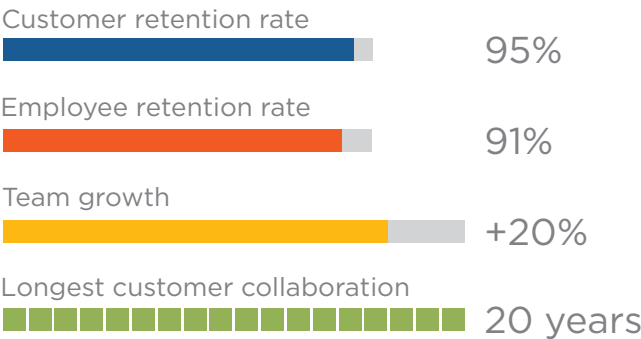170+ people

## LOCATION ON MAP
Cluj-Napoca, Romania

Târgu-Mureș
HQ Cluj-Napoca
Odorheiu Secuiesc

## SOFTECH MARKETS

## SPOKEN LANGUAGES

🇬🇧 ENGLISH          🇭🇺 HUNGARIAN
🇩🇪 GERMAN           🇷🇴 ROMANIAN

- 5% USA
- 53% GERMANY
- 19% SWEDEN
- 12% HUNGARY
- 11% FINLAND

## RECENT RANKING     FT 1000 -  Europe's Fastest Growing Companies 2020

## PERFORMANCE

Customer retention rate
**95%**

Employee retention rate
**91%**

Team growth
**+20%**

Longest customer collaboration
**20 years**

## SOFTECH TURNOVER   (Euro)

| Year | |
|---|---|
| 2015 | |
| 2016 | |
| 2017 | |
| 2018 | |
| 2019 | |
| 2020 | |
| 2021 | |
| 2022 | |
| 2023 | |

(Y-axis: 0, 1.000.000, 3.000.000, 5.000.000, 7.000.000, 9.000.000)

# Success Stories

BOSCH

GRAPHISOFT.
A NEMETSCHEK COMPANY

TERACUE

VICO SOFTWARE
Integrating Construction

SEEBURGER
BUSINESS INTEGRATION

datacolor

Electrolux

Trimble.
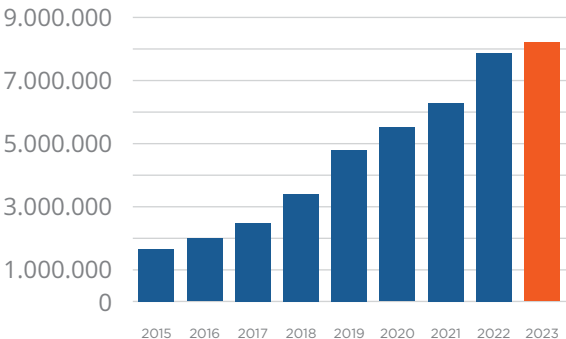
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VAT Number: RO11358358

**Website**
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25 YEARS