



**POSITIONS
OF RUSSIAN
SOFTWARE
COMPANIES
IN THE GLOBAL
IT MARKET**



THE OUTSOURCING CYCLE

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Today, the Russian market for digital solutions development is characterised by large companies' move to in-house development and acute staff shortages. Looking back, the IT world is no stranger to this situation: the shift from in-house to outsourcing is cyclical. The first wave of development outsourcing began in the late 1980s and was fueled by dramatic falls in the costs of communication and the rise of the Internet. It became cheaper and easier to reach all corners of the world, which led to a boom in business process outsourcing (BPO), and later, external software development for international corporations. Most of the outsourcing went to India, but Russia was also involved in the latter stages of this trend, including Reksoft, which was created in 1991. It was then that Ascom, Mitel, Saxo Bank and other large companies became our clients. During this period, external developers were viewed exclusively as a production resource. Everything that could be outsourced was outsourced, including entire IT departments.

In the 2000s, companies realised that, along with development, they had let go of some important business functions, and the reverse process of pulling IT specialists back on staff began. The balancing act between external and

internal development proved hard to sustain. Many companies were in a frenzy, with people recruited and laid off a couple of years later, leaving these workers to rue their salary expectations when they could find themselves barred from the labour market.

Now Russia is experiencing another leap in interest in internal development. The idea of optimising costs has receded, with business becoming digital, and large companies are recruiting IT specialists in the belief that they will be able to home-grow software production that rivals the external market. This misconception is well documented in Frederick Brooks' *The Mythical Man-Month*, whose main point is that increasing IT development team does not automatically increase production. Instead, after a short while, the reverse happens. We are already witnessing the way more enlightened businesses are again turning to service companies to build a professional project office and set up supplier management processes.

Obviously, the digitalisation of business leads to a sharp increase in competition in all industries through the organisation of digital channels of communication with the customer. You can survive on the market only through original solutions

that allow you to communicate with the customer faster, better and in a more compelling way than your competitors. This is why 90% of customers come to Reksoft.

Today, developing a modern, high-load solution is a complex production process. Having a large number of developers on staff does not mean that they are well managed. Managers must have a proven track record of successful implementation of large digital projects, and be able to work with complex project management and corporate architecture in all key domains including business, data, applications and infrastructure. This is exactly what Reksoft has been offering to its international and Russian clients, including public sector ones, for over 30 years. It is only by combining developed tools for organising digitalisation infrastructure and the team's competencies in the implementation of large projects that you can guarantee to connect the client's strategic business objectives with technology – and give them the potential to thrive in the new digital reality.

Russian ICT market

RUSSOFT does not conduct its own research of the Russian IT market. Analysts of the Association draw conclusions about its state only on the basis of the analysis of data obtained from numerous open sources (reports of research companies, published ratings, official indicators of the largest Russian IT companies).

RUSSOFT, based on information from its own research, can only assess the correctness of measuring the software segment of the IT market, since it has information about the sales of Russian software developers in the domestic market.

The volume of the Russian IT market, according to IDC, reached \$25 billion in 2019 (RUB 1.609 trillion, which is 7 % more than in 2018). Most of the segments grew by more than 10 %. The indicators for sales of IT equipment (“hardware”) turned out to be worse. However, the smartphone market grew in dollar terms, according to IDC, by 4.5 %. Other companies determining the size of the hardware market have similar increase. Server deliveries to Russia increased by 7.6 % (IDC data). The supply of printing devices increased almost as much – by 7.7 % in dollar terms, although in pieces a 1 % drop was recorded.

Decline was noted only in the “Personal computers” segment. In pieces, their number decreased by 7.8 %. At the same time, the average dollar price is unlikely to have increased. Sales of IT equipment as a whole increased by 3 %.

Various analytical data, indicators of large distributors and largest companies, as well as their own calculations of software sales of domestic companies allow RUSSOFT to assume that the entire IT market of Russia has grown not by 3.9 %, but by 7–8 %, and its volume is at least \$29 billion.

Russian IT market in 2013-2020 according to IDC

		2013	2014	2015	2016	2017	2018	2019	2020
View of foreign companies	in dollars (growth/decline per year)	\$33 billion (-1%)	\$28 billion (-16%)	\$17,8 billion (-39%)	≈\$17 billion (-3-4%)	\$21,8 billion (+17%)	≈\$24 billion (+9.5%)	\$24,86 billion (+3.9%)	\$25,35 billion (+2.0%)
View of Russian companies	in Rubles (growth/decline per year)	RUB 1.05 trillion (+3.9 %)	RUB 1.063 trillion (+1.2 %)	RUB 1.08 trillion (+1.6 %)	RUB 1.137 trillion (+5.3 %)	RUB 1.27 trillion (+2 %)	RUB 1.51 trillion (+18.7 %)	RUB 1.61 trillion (+7 %)	RUB 1.83 trillion (+14.0 %)
	Change in Rubles adjusted for inflation	-2.4 %	-9.1 %	-9 %	≈0 %	≈0 %	+13.8 %	+4 %	+8.7 %

The question of what the Russian IT market has become in 2020 is even more confusing. We can say with confidence that it grew in Ruble terms by at least 14 %, and in dollars – by at least 2 %. However, there is reason to believe that the growth turned out to be at least a few percentage points higher.

An increase of 14 % in Rubles and 2 % in dollars was reported in April 2021 by IDC when summing up the preliminary results for the year. With such an increase, the Russian IT market in 2020

reached RUB 1.83 trillion (for the first time, IDC presented this indicator in Ruble terms) or \$25.35 billion. However, in these preliminary data, the growth of all mentioned segments turned out to be more than 14 % (in Ruble terms). At the same time, for each segment, it looks quite realistic. Apparently, IDC company did not mention those segments that had a slight increase or even a fall when presenting the preliminary results.

By September 2021, the final data for the entire market was never provided.

There was only a clarification on the growth of the IT services segment and the volume of sales of corporate software was presented. IDC appears to be cutting back on public disclosure of its own research.

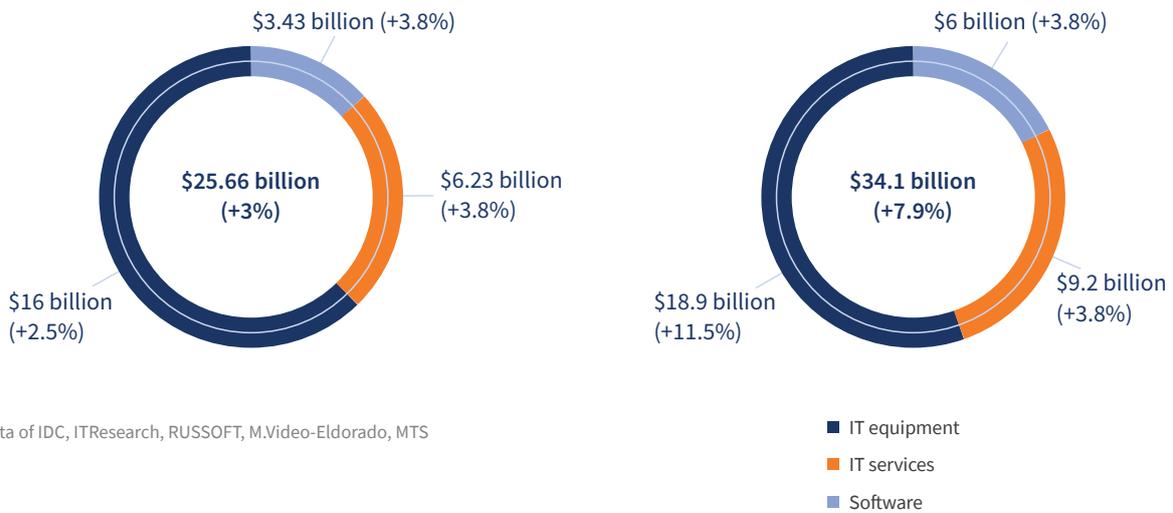
Therefore, a general idea of the entire market and its largest segments (first of all, the “Software Market”) has to be obtained on the basis of the analysis of various data. In addition to the partially disclosed information from IDC, there are the results of studying certain

segments of other research companies, official Russian statistics, reports on the year results of the largest companies (first of all, the turnover of distributors and system integrators is of interest). In addition, RUSSOFT has its own data on sales of Russian software companies in the domestic market.

Analysis of information obtained from various sources allowed us to form a certain range of both the size of the Russian IT market and its growth (with division by segments, as was the case with IDC in previous years). If we focus on the minimum indicators, then the market size at the end of 2020 amounted to \$25.66 billion with an increase of 3 % (in

Rubles – by 15 %). That is, it is something very similar to the preliminary results presented by IDC. If you focus on the maximum indicators, it turns out that the size of the IT market reached \$34.1 billion with an increase of 7.9 % over the year (in Rubles – RUB 2.46 trillion with an increase of 20.6 %).

RUSSOFT’s assessment of the Russian IT market and its individual segments at the end of 2020



Source: Data of IDC, ITResearch, RUSSOFT, M.Video-Eldorado, MTS

There is reason to believe that the minimum indicators reflect the existing underestimation both in absolute terms and in terms of growth, while the real state of affairs is fully consistent with the maximum market size with the corresponding growth. This conclusion is based on some important indicators that characterize to some extent the situation in the Russian IT market.

In particular, this indicator is the total revenue of the 100 largest Russian IT companies in the CNews rating. It exceeded RUB 2 trillion (almost \$28 billion), having increased over the

year by 28.6 % (in dollars – by 15.1 %).

The version of the underestimation is also confirmed by the data on the IT costs of organizations in the Rosstat reference book “Russia in Figures 2021”: they exceeded RUB 1.6 trillion at the end of 2019 (\$25 billion). Most likely, these are the costs of only large and medium-sized enterprises, which are required to report to the statistical office. The received RUB 1.6 trillion definitely does not include purchases of computers, smartphones, printing devices and software by individuals. Taking into account the growth in 2020 and taking into account

the costs of small businesses and households, total IT spending in Russia may well amount to at least \$34 billion.

The underestimation of the Russian software market by IDC is especially evident. Its volume of this market amounted to about \$3.5 billion, but according to RUSSOFT, sales of software products of Russian software companies exceeded \$4 billion, and imports, according to the Central Bank of the Russian Federation, amounted to \$4.5 billion.

However, the IDC figures cannot be considered wrong. We can talk about different approaches and techniques.

RUSSOFT bi-currency index

IDC and other foreign analytical companies usually measure the Russian market in dollars, although the national currency in Russia is rubles. Using both dollars and rubles can be justified. A lot depends on which market segments are being studied and what research objectives are set. If you focus on the interests of foreign corporations, which measure their income in dollars or euros, then naturally the use of the American or European currency will be justified. The dollar, being the world currency, has an advantage over the euro. If we focus on Russian IT developers and consumers,

the significance of ruble measurements increases.

In order not to get confused in various growth indicators (in dollars and in rubles), RUSSOFT suggests focusing on its own bi-currency index. It implies measuring the sales of those solutions that are made in Russia in rubles, and imported devices and systems in dollars (taking into account their weight in the total volume of the IT market in Russia).

According to the bi-currency index, the Russian market grew by 5 % in 2019. At the same time, the calculations are based only on IDC data, which RUSSOFT considers somewhat underestimated. If we focus on the bi-currency index, then in 2019 there was a slowdown in growth rates, since in 2018 this index

corresponded to an increase of 10 %, and in 2017 – of 9 %. However, taking into account the fact that, according to RUSSOFT, the growth rates of the IT services and software markets should be higher than that of IDC, it can be argued that over the past three years the development of the IT market has been the same. The growth rates were quite decent, but not very high.

At the end of 2020, the bi-currency index amounted to 1.134, which corresponds to an increase of 13.4 %. The growth of this indicator provided a high demand for computer equipment, which arose largely due to the pandemic and the associated transition to a remote mode of work, education, trade and entertainment.

Structure of the Russian IT market

Structure of the Russian IT market at the end of 2019

	share (a year earlier)	change (of the absolute value)
IT equipment	62.6 % (63 %)	+3 %
IT services	24.1 % (24 %)	+5.5 %
Software	13.3 % (13 %)	+6 %
Total:	100 %	+3.9 %

Source: Calculated by RUSSOFT based on IDC data

Structure of the Russian IT market at the end of 2020

	share	change (of the absolute value)
IT equipment	55.4 %	+11.5 %
IT services	27.0 %	+3.8 %
Software	17.6 %	+3.8 %
Total:	100 %	+3.9 %

Source: Assessment of RUSSOFT

The Russian IT market was considered immature due to the too high share of equipment sold on it. In part, it remains so if the specified maturity criterion is applied, but after many years of a slow increase in the share of IT services and software, in 2014–2015 there was a sharp jump in IT services: their share increased from 20 % to 25 %. In 2016, the share of services remained almost unchanged, and by the end of 2017 it increased by another percentage point – up to 26 %. Such a change in 2014–2015 was caused primarily by a significant increase in the cost of imported equipment as a result of the ruble devaluation due to the crisis in Ukraine with a very small number of Russian analogues, which led to a

decrease in its sales. However, the factor of the ruble devaluation in 2017 could no longer work to increase the share of IT services, since this year there was a significant strengthening of the ruble.

In 2018, IDC determined a significant increase in sales of IT equipment in Russia (in dollar terms – by 15 %), but IT services and software remained almost unchanged. Consequently, there was some retreat and return to the structure that was before 2014, although the share of IT services (24 %) still remained higher than it was in 2014 (20 %). In 2019, the market structure did not change significantly, but the share of IT services and software slightly increased.

At the end of 2020, RUSSOFT made its own assessment of the Russian IT market, according to which the share of IT services and software turned out to be higher than in IDC's calculations. At the same time, over the year, the share of IT equipment, according to RUSSOFT, slightly increased, and that of IDC, perhaps even slightly decreased, since, according to preliminary data presented in April 2021, the growth of the software market turned out to be slightly higher than the growth of the entire IT market, the growth of the IT services market (there are final results for it) remained at about the same level.

Russian software market

At the end of 2020, IDC switched to providing data on the Russian IT market in rubles. According to the preliminary results announced in April 2021, the Russian software market grew by 16 % (the final results of the year at the time of this report were not published yet): from RUB 213.5 billion to RUB 247.6 billion. When converted into dollars at the IDC exchange rate (RUB 64.69 for 2019 and RUB 72.32 for 2020), we get an increase from \$3.3 billion to \$3.42 billion (by 3.8 %).

If the growth rate looks quite realistic (sales of Russian software companies on the domestic market also grew by about 16 % in ruble terms), then the absolute value seems to be underestimated. It can be assumed that the IDC methodology does not cover all types of software sold in Russia.

According to the methodology used by RUSSOFT, sales on the domestic market of Russian software companies

traditionally turn out to be much larger than the capacity of the entire market. At the end of 2020, sales of Russian software companies within the country amounted to \$9.5 billion, with an increase of 4.5 % (in rubles, an increase of 16.5 %). However, this figure includes revenue from custom software, which IDC classifies as IT services.

Nevertheless, sales of domestic software products within Russia amounted to approximately \$4.5 billion, with an increase of 1 %, which turns out to be the largest of the entire software market determined by IDC. This phenomenon is explained by the fact that RUSSOFT has a double count in this indicator, since when creating a solution on the platform of some vendor, the cost of its software is taken into account twice: in the income of the developer of the final solution and in the income of the platform supplier. However, this double count is unlikely to exceed \$0.5 billion (most likely it is much less).

If we assume that foreign developers of software products sell in Russia for at least \$2 billion, then it turns out that the entire Russian market of software products alone has reached \$6 billion in 2020.

Foreign software may account for much more than \$2 billion, because, according to the Central Bank of the Russian Federation, imports of computer services amounted to \$4.5 billion in 2020, with an increase of 25 % compared to 2019, according to the results of which it was estimated at \$3.59 billion. This import also includes custom software (some foreign vendors develop custom-made systems based on their platforms, and some Russian companies order software development abroad), but the supply of relevant services from foreign companies is not large-scale (hardly they exceed \$1 billion).

Such a big difference (between indicators of IDC and RUSSOFT) is fully explained

by different approaches and methods. The methods, goals and objectives of researching certain markets can vary dramatically. Indeed, there can be many options for how to measure the software market. Because of this, there are serious discrepancies in research results. Should custom software be included in the software market or not? Should SaaS be classified as IT services or software? Should we take into account the income of software companies from the implementation and support of software or not? If a company does custom development for a specific customer, but on its own replicated platform, is this a service or a typical solution? If a software

company serially sells a software and hardware complex created on the basis of its standard software, are these the sales of hardware or software? There are many such questions. In most cases, methodological difficulties are associated with whether to classify a particular segment as the IT services market or the software market.

Rosstat in its reference book "Russia in Figures 2021" indicated that the costs of organizations for the purchase of software in 2019 (this figure is calculated with a delay of more than a year) were RUB 488 billion (\$7.5 billion). Perhaps, this indicator is even underestimated,

since it can be obtained on the basis of statistical reporting. It also includes custom software, but minus this software, the entire corporate software market should be about RUB 260 billion (\$4 billion). According to the most conservative estimates, in 2020 this figure exceeded RUB 290 billion (in dollars it turns out not about \$4 billion, but over \$4 billion).

Since in previous years the Russian software market was measured in dollars, to reflect the dynamics for 2020 it is also presented in the US currency, but with duplication in rubles.

Main characteristics of the Russian software market in 2015-2019

		2016	2017	2018	2019	2020	Notes
Market size (change per year)	\$	\$2.2 billion (-4 %)	\$3 billion (+19 %*)	\$3.07 billion (+2.2 %)	\$3.3 billion (+6 %)	\$3.42 billion (+3.8 %)	IDC version
	RUB	—	—	—	RUB 213 billion (+8.7 %)	RUB 247 billion (+16 %)	
	\$	\$6–7 billion (+11–12 %)	\$7.3–8.5 billion (+20–22 %)	\$8–9.3 billion (+10–11 %)	at least \$10 billion (≈+10 %)	at least \$10.4 billion (+3.8 %)	version of RUSSOFT (together with custom software, SaaS and implementation services), \$
	RUB	—	—	—	RUB 646 billion (+12.5–13 %)	RUB 750 billion (+16 %)	
Change in Rubles taking into account the official inflation rate		+16–17 %	+3.5 %	+5.5 %	+7 %	+10.6 %	

* – the growth indicated by IDC is most likely obtained after adjusting the data for 2016.

Use of internet technologies

According to the Russian Association for Electronic Communications (RAEC), in 2020 the Runet economy continued to grow despite the coronavirus pandemic. The contribution of the Internet segment to the Russian economy reached RUB 6.7 trillion, while the volume of the e-commerce segment amounted to RUB 6.07 trillion (+22 %). The audience of the Runet reached 97.4 million people, the audience of the mobile Internet – 89.5 million people.

In general, the Runet economy grew by 22 % over the year, while the contribution of the marketing and advertising segment amounted to RUB 349.8 billion, e-commerce segment RUB 6.07 trillion, infrastructure segment RUB 152.3 billion, digital content segment RUB 123.4 billion.

Runet audience reached 97.4 million people, or 79.5 % of the country's population over 12 years old, while 92 % of Internet users log on to the network daily.

The audience of the mobile Internet in Russia has reached 89.5 million people (73.1 % of the population).

The number of users of the Portal of Government Services increased in 2020 by 24 million and amounted to 126 million people.

The volume of the e-commerce segment in 2020 amounted to 6.07 trillion Rubles, an increase of 22 % compared to 2019.

Online retail grew over the year to RUB 1968.4 billion (+52 %), the Internet services market – up to RUB 986.5 billion (+22 %), the electronic payment services market – to RUB 1,794 billion (+34 %), while online travel fell to RUB 335.5 billion (-54 %).

The volume of the infrastructure segment in 2020 reached RUB 152.3 billion (+20 %). SaaS market reached RUB 17.3 billion (+14 %); infrastructure market (cloud hosting, IaaS, PaaS, etc.) reached RUB 123 billion (+23 %).

In mobile applications, Russian users spent \$1.33 billion (+25 %) over the year. The number of active users of social media in Russia in 2020 reached 64 million (+30 %).

According to the Federal State Statistics Service (Rosstat), in 2020 online sales accounted for 3.9 % of the retail trade turnover in the Russian Federation against 2 % in 2019. Thus, the share of e-commerce almost doubled over the year, which was largely facilitated by the COVID-19 coronavirus pandemic: because of it, people began to spend more time at home and order goods online.

The largest share of the online sales channel is registered in Moscow – 9.3 % at the end of 2020. Novosibirsk is in the second place (8 %), in the third place is Sevastopol (7.8 %). In St. Petersburg, annual Internet sales reached 7.3 % of total retail sales.

According to Ngenix, a Russian provider of cloud services, the number of accesses to government web services in Russia at the end of 2020 approximately doubled (depending on the month, the growth was in the range of 1.8–2.35 times) compared to 2019.

Telecommunications market

The volume of the telecommunications market in Russia in 2020

	Absolute value	Growth/decline in 2020	Growth/decline in 2019	Source
Russian telecommunications market	RUB 1.73 trillion (\$23.98 billion)	-0.7 % (-10.5 %)	+2.1 % (-0.4 %)	TMT Consulting
	RUB 1.79 trillion (\$24.81 billion)	+2 % (-8.7 %)	n/a	ACRA
Income from communication services	RUB 1.9 trillion (\$26.33 billion)	+1.7 % (-9.0 %)	n/a	the Ministry of Digital Development, Communications and Mass Media

According to TMT Consulting research company, the volume of the Russian telecommunications market in 2019 reached RUB 1.74 trillion (the final results of the year are not publicly available). The income growth rate was 2.1 %, which is lower than in the previous two years. At the end of 2020, the size of the telecommunications market remained almost unchanged if measured in rubles (it decreased by 0.7 %), but in dollars, the decline was significant – by 10.5 %.

The deterioration in dynamics is primarily due to the slowdown in growth in the mobile communications market (at the end of 2020, the growth was only 0.3 %): forming 57 % of all telecom revenues, it is this market that primarily determines the dynamics of the communications industry. Other negative factors were a slowdown in the still fast growing Pay TV market (+1.5 % in 2020), as well as a consistently high rate of decline in revenues in the fixed-line telephony markets (-11.6 %) and inter-operator services (-5.8 %). Subscribers continue to abandon home telephones (in 2020, 2.3 million subscribers abandoned fixed telephony, service penetration fell by 3 p.p. to 27 %), and they also optimize the costs of telephony at enterprises and organizations. The inter-operator market is shrinking due to market consolidation and a drop in revenues in a number of international destinations. Internet access services grew by 1.1 %.

The next increase in tariffs began at the end of 2019, which was supposed to affect the performance of the telecommunications industry at the end of 2020. Most likely, there was an impact: without an increase in tariffs, the drop could have been more significant.

In the summer of 2021, Russian providers announced plans to increase tariffs for wired Internet. The price increase will be at least 4 %, and in some cases

subscribers will have to pay 15 % more. However, this increase cannot have a serious impact on the entire telecommunications market.

According to the Ministry of Digital Development, Communications and Mass Media, revenues from communication services in 2020 increased by 1.7 % compared to 2019 and reached RUB 1.9 trillion. The difference from the calculations of TMT Consulting company, apparently, lies in the fact that the Ministry of Digital Development, Communications and Mass Media classifies income from postal services as these services.

In 2021, data on the telecommunications market appeared from another source: its indicators were presented by the Analytical Credit Rating Agency (ACRA). According to it, the volume of the Russian telecommunications industry in 2020 reached RUB 1.79 trillion, which is 2 % more than a year earlier. Not only the absolute value of the ACRE turned out to be slightly larger than that of TMT Consulting, but also instead of falling, a slight increase was revealed.

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Russia and Russian cities in the world IT ratings

There have been no serious shifts of Russia in the world ratings in recent years. It is especially worth noting the continued rise in the Doing Business rating in 2020, which can be considered the most important among all world ratings. However, in most cases, there was a slight slide to lower positions in 2020, and in 2021, a slight increase could be seen more often. Apparently, the general negative informational background concerning the state of affairs in Russia affects, and this affects the creators of the ratings.

At the same time, any change in Russian positions in world ratings has a weak connection with real changes. Long-term observations allow us to determine the following pattern: the less the rating takes into account subjective expert assessments, the higher is the place of Russia in it. Therefore, the decrease or increase in the rating of Russia, first of all, reflects how it is treated abroad. This is also important, but it is not worth judging the real situation in a particular field of activity in the country by the positions in the ratings.

In many respects, the position of the country in the rating is influenced by the information received from Russia.

Purposeful work with rating compilers (sometimes inviting them to get acquainted with the situation on the ground) often gives a positive result. However, even in this case, the sharp increase in the rating does not so much reflect a serious improvement in the real situation, but rather the receipt of additional important information by analysts. There is progress in Russia in various directions, but in almost all cases it happens evenly and without leaps.

In March 2020, at the request of the Ministry of Digital Development, RUSOFT interviewed its members in order to understand how Russia's position in world ratings affects their business (promotion of software products and custom software development services abroad). No examples have been identified that such an influence exists. Most often, the respondents answered categorically: they had never come across the fact that Russia's position in the ratings positively or negatively influenced the conclusion of contracts.

For companies, only the ratings and reports of analysts dedicated to specific enterprises or their products (in particular, reports from Gartner, as well as IDC, Forrester and the rating of the

Association of Outsourcing Professionals) can matter. There are a lot of companies on the world market whose affiliation to any country is difficult to determine. Therefore, most often the consumer focuses on the brand. In most cases, clients are not interested in the country at all, except in the case of public procurement. In these cases, over the past seven years (since the events in Ukraine), the geopolitical aspect has been influencing.

When asked how the desire to change Russia's position in world ratings could affect the digitalization process and the development of ICT infrastructure within the country, the respondents were not ready to give a definite answer.

According to the answers of the respondents, it was possible to draw the following conclusion (it is available in the answer of one of the respondents): "It is necessary to welcome the advancement of Russia in these ratings, but only due to the real development of the corresponding areas. It is necessary to monitor these ratings, but at the same time take into account their conventionality, without dwelling on them."

Changes in Russia's positions in the ratings of countries' competitiveness, innovation and ICT use

No.	Rating name	Year/place of Russia in the ratings (↑ or ↓ relative to the previous version)						
		2015	2016	2017	2018	2019	2020	2021
Competitiveness and business environment								
1.	Doing Business	62 (↑)	51	40	35	31	28	—
2.	The IMD World Competitiveness Yearbook	45 (↑)	44	46	45	45	50	45

No.	Rating name	Year/place of Russia in the ratings (↑ or ↓ relative to the previous version)						
		2015	2016	2017	2018	2019	2020	2021
3.	The best developers (ranked by average score across all HackerRank Challenges) (the rating of developers)	—	—	2	—	—	—	—
Innovation and use of ICT								
4.	Bloomberg Innovation Index	14 (↑)	12	26	25	27	26	24
5.	Global Innovation Index	48 (↑)	43	45	46	46	47	—
6.	E-Government Development Index	—	35 (↓8)	—	32	—	36	—
7.	UN Global Cybersecurity Index (GCI)	—	—	10	—	26	—	5

City ratings

Changes in the position of Russian cities in the Innovation Cities Global Index, ranked position

City name	2015 (↑ or ↓ relative to the previous version)	2016–2017	2018	2019	2021
Barnaul	-	446	467	476	469
Vladivostok	367 (↑14)	415	439	447	428
Volgo-grad	365 (↑13)	432	436	444	401
Ekaterinburg	220 (↓7)	358	402	416	385
Izhevsk	400 (↓6)	454	466	482	455
Kazan	223 (↓1)	339	375	393	366
Kaliningrad	303 (↑11)	397	426	437	404
Krasnoyarsk	280 (↑23)	412	443	438	437
Moscow	45 (↑18)	43	48	38	34
Nizhny Novgorod	273 (↑9)	388	421	421	423
Novosibirsk	244 (↑9)	394	416	405	406
Omsk	362 (↑9)	421	441	449	439
Orenburg	406 (↑1)	448	473	473	454
Perm	340 (↑14)	419	440	441	450
Rostov-on-Don	289 (↑28)	392	425	419	425
Samara	282 (↓16)	434	427	440	421
St. Petersburg	48 (↑33)	75	93	109	121
Saratov	341 (↑14)	437	456	463	448
Togliatti	407 (↑1)	455	474	475	465
Tomsk	339 (↑4)	444	462	460	452
Total cities in the rating	442	500	500	500	500

Innovation Cities Global Index 2018

In 2018, 500 cities from different countries were included in the list of the most innovative cities in the world, the Innovation Cities Index. The rating allows you to determine the potential of participants in the field of creating, implementing and broadcasting innovative ideas. Cities are assessed according to 162 special indicators, including the development of market relations, investments in technological progress, the business climate, the level of development of science, education, health care, culture, as well as the sports, financial and information and communication infrastructure of the city. The year of the rise of Russian cities was 2015, while 2017 was unsuccessful for all cities, except Moscow: cities literally collapsed in the rating, losing from 27 to 152 positions. In 2018, the decline affected all Russian cities, including the capital. In 2019, only a few Russian cities improved their positions (including Moscow).

There seems to be no reason for such a downgrade in the ratings of almost all Russian cities, since economic problems should not greatly affect the creation, implementation and broadcast of innovative ideas. The changes that have taken place in Russia over 3 years have influenced innovation both negatively and positively, since the same economic crisis often forced companies and government structures to be more innovative.

In 2021, out of 20 Russian cities included in the rating, 15 improved their positions, and 5 had a decline (usually very small).

The most promising cities for investment in technology, innovation and startups

According to the Tech Cities of the Future rating, Moscow entered the TOP-20 of the most promising cities in Europe in 2020. The cities were evaluated in terms of attracting capital, availability of qualified employees and infrastructure development. The five leading cities included London, Paris, Dublin, Amsterdam and Berlin. The overall rating was based on the results that cities scored in each of five categories: Economic Potential, Innovation and Attractiveness, Foreign Direct Investment Level, Startup Ecosystem, and Profitability. The capital city took the 18th position out of 76, and in one of the five categories of the rating (“Ecosystem of startups”) it rose to the 10th line.

In 2021, Moscow climbed to the 14th place in the overall rating, and in the Startup Ecosystem category – to the 6th.

Best Ecosystems for Startups (StartupBlink)

StartupBlink ranks not only countries, but cities as well. In its last rating, presented in 2021, Moscow retained the 9th place, which it occupied a year earlier, St. Petersburg dropped from the 147th place to the 199th. Novosibirsk (the 400th place, dropped by 34 positions), Kazan (the 428th, 87 positions lost), Chelyabinsk (the 637th place, 11 positions lost) and Yekaterinburg the 680th place (138 positions lost) were also below. Kaliningrad rose by 289 positions to the 610th place, Tomsk – by 272 positions to the 677th.

The World’s 100 Best Cities

In October 2020, Resonance Consultancy, a real estate and economic development consulting company, released a revised version of The World’s 100 Best Cities rating of the world’s best cities for living, business and tourism. Moscow is in the fourth place against the fifth place a year earlier. The authors of the study noted the leadership of Moscow in the “Product” category, once again recognizing it as the best in terms of infrastructure (in particular, the airport network), cultural sites and attractions. In addition, the Russian capital was included in the top three megalopolises in the “Place” category, in which the quality of the urban environment and safety is analyzed. The city also improved its position in the “People” category, moving from the 143rd to the 12th line in a year. Moscow ranked second in the world in terms of the number of residents with higher education.

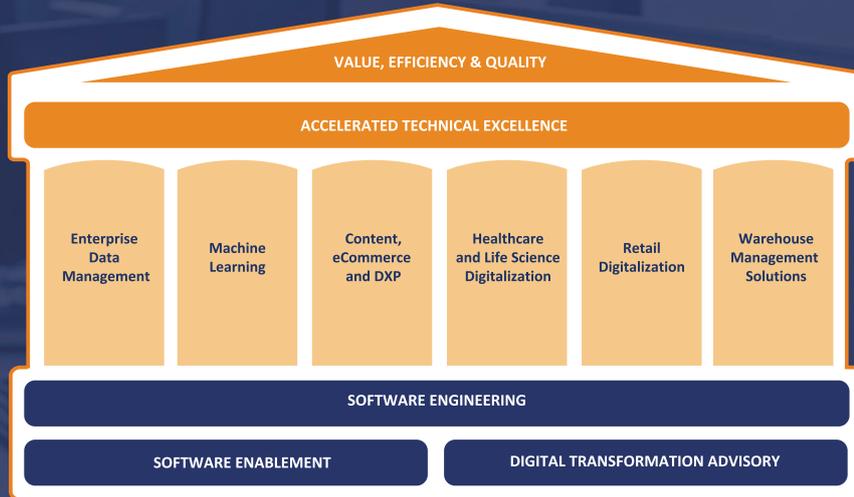
St. Petersburg was also included in the rating, being in the 16th place in 2020 (in the previous list, the Russian city was in 35th place).



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VLADIMIR LITOSHENKO

Senior Vice President of First Line Software,

Chairman of the Export Committee of RUSSOFT

«We have been working in Russia and abroad for more than 10 years. Despite the difficult economic situation in the world caused by the pandemic, we opened an office in Australia, and now we are opening a new office in Poland. Today we are actively expanding the geography of the company's sales. We on the NP RUSSOFT Export Committee help our colleagues to explore new markets. Russian software developers are highly regarded all over the world due to their high level of expertise. Therefore, despite the current situation, most IT companies are actively building new online sales channels and are showing strong growth abroad. Our company is a direct confirmation of this.»

PARTNERS, AWARDS, ACHIEVEMENTS



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Russian companies in the Gartner magic quadrant

Name of the Gartner Magic Quadrant	Publication year	Company name
Endpoint Protection Platforms	2021	Kaspersky
Enterprise Data Loss Prevention	2017	InfoWatch Zecurion SearchInform
Enterprise Backup and Recovery Software Solutions	2021	Veeam Acronis
Treat Intelligence	2014	Kaspersky Lab Group IB
Application Security Testing	2018	Positive Technologies
Operational Technology Security	2016	Positive Technologies
Data Center Backup and Recovery Software/Solutions	2020	Veeam Acronis
Integrated Revenue and Customer Management for CSPs	2019	Nexign
Sales Force Automation	2021	bpm'online* (Terrasoft)
CRM Lead Management	2020	bpm'online (Terrasoft)
CRM Customer Engagement Center	2021	bpm'online (Terrasoft)
Meeting Solutions	2020	TrueConf
Insight Engines	2021	EPAM

* – the company promotes its bpm'online solution in foreign markets under the Creatio brand

Magic Quadrants of Gartner

Some of the most prestigious ratings for product companies (manufacturers of software products) are the ratings of the

analytical agency Gartner Group, which annually compiles the so-called Gartner Magic Quadrants. They identify products and companies that are among the leaders in certain software segments.



Russian IT companies have solidly continued worldwide growth in 2020 and 2021, in spite of the global pandemic. The European Union, US, and Canada market has been sharply increasing, while the markets in Africa, Southeast Asia and the Middle East have kept a steady upward trajectory. The trigger has been the digitalization of many sectors of the economy and increased demand for IT solutions and services. The government's continued support in this endeavor undoubtedly helped this movement and momentum.

Vladimir Litoshenko
Senior Vice President,
First Line Software



Publications in foreign media about high technologies in Russia

The analysis of the foreign press is carried out on the basis of publications in English. It is they who still influence the sales of Russian software companies in their main markets (North America and Western Europe) most of all, although the situation has changed in recent years: the share of their sales in other regions is steadily growing. Apparently, the increase in the importance of customers outside the US and EU for Russian IT companies will continue in the future. Therefore, it is necessary to study publications in other languages (from Arabic and Spanish to Chinese and Hindi), although such monitoring is much more difficult. In addition, there are still not so many relevant publications to draw conclusions from them. Therefore, it is not yet possible to carry out such a study.

In the last 2 years RUSOFT decided not to carry out laborious monitoring of the English-language media, since it no longer makes sense. One should not expect significant improvements in the representation of Russia and the Russian high-tech sector of the economy in this media. The nature of the publications can only be worse, but most likely insignificantly. More important is the survey data, which indicate which impact the external factor “Negative attitude towards Russia in the Western media” has on the Russian IT business. In 2020, the importance of this factor in respondents’ responses increased, but this year, with a small number of respondents, there was a high proportion of those companies that depend on the attitude towards Russia and Russian companies, which is formed by foreign English-language media. Therefore, it is more correct to focus on the results of a full-fledged survey in 2021. They confirm that companies have begun to suffer more from the “negative attitude towards Russia in the Western media” than until 2019 inclusive, but the degree of this influence is still slightly lower than the 2020 survey showed.

The detailed analysis of articles in English, which was done several years ago, is becoming less interesting for another reason. Such articles are dominated by predictable negativity with a sharp narrowing of topics after 2014. The Russian information technology sphere is now represented mainly in connection with its alleged influence on elections in the United States and a number of other countries, including Ukraine and the Baltic States, as well as in connection with espionage and cyberattacks attributed to “Russian hackers”. If in 2015–2017 they together accounted for 2/3 of the analyzed articles, then in 2017–2019 – already about 3/4 (taking into account the repetition of the same topic in different media – 83 %).

By and large, for a year with a lot of publications, there were not very many reasons for their appearance. Most of the articles are devoted to the fact that Russian companies (primarily Kaspersky) necessarily use their own espionage software sold abroad in the interests of the Russian special services. Of the “evidence”, the “strongest” is the following: “If the headquarters is in Moscow, then the company cannot but cooperate with the special services”. Explanations according to which Kaspersky simply by the nature of its activity must cooperate with the special services – Russian, American, European and Chinese – are not accepted.

In the second place is the multiple repetition of the assertion about the influence of “Russian hackers” on elections in the United States (not only presidential elections, but also elections at the state level) and in other countries. Whether it was just an attempt or something did work out: nobody managed to explain the mechanism of this influence, and why Russia needs it, but for the authors of publications it is not important.

There are also many reports of cyberattacks on critical systems in different countries, which are again attributed to “Russian hackers”. However, it is not always possible to assert that these cyberattacks did take place. If a cyberattack is committed on systems in the United States, then only Russian specialists are to blame. If Russian enterprises and banks in Russia have suffered from cyberattacks, they are still to blame, because they are not able to provide protection.

A few years ago, the main negative was associated with the attacks of the so-called “Russian hackers” on banks with the aim of stealing money from accounts or for the sake of extortion, that is, a banal crime without politics. At the same time, when receiving more detailed information, it turned out that these “Russian hackers”, if they were arrested, were often former citizens of Ukraine or Georgia who had moved abroad. By 2013, journalists nevertheless began to correct themselves, calling them not Russians, but Russian-speaking.

After the aggravation of Russian-American relations in 2014, such messages suddenly almost disappeared. As if all Russian hackers in a year or two switched from banal crime to political activity. According to information security experts, criminal groups, as a rule, are international and have a division by specialization. Some think over the operations, knowing the work of banks, others write malware, and the rest are engaged in its distribution.

Also, reports of software vulnerabilities identified by Russian companies have almost completely disappeared. In addition, journalists completely stopped contacting them if they had a need to get expert comments on various incidents, identified new problems in the field of information security, or when preparing

review material. Until 2014, such comments were constantly addressed, for example, to Kaspersky Lab.

Such a quick, radical and inexplicable switch from one topic to another indicates the launch of anti-Russian

information campaigns. Based on the number of mentions of Kaspersky Lab in the topic of spy mania, it can be assumed that work was purposefully carried out against this company in order to oust it from the American and European markets. Judging by the reports of the

American media, the company's sales in the United States have been steadily decreasing from year to year in the last 5 years, but they are still quite large – \$156 million (a few years ago it was about \$200 million). Consequently, the crowding out is quite successful thanks to the media.

Distribution of publications by topic, % of all publications for the period 01.05.2017 – 30.04.2019

Spy mania, cyber attacks, hackers and sanctions against Russian software companies	Electoral interference	Situation in Russia	Activities of Russian high-tech companies
51%	23%	21%	9%

In the English-language media, in connection with spy mania, first of all, one specific company is mentioned: it is Kaspersky (until recently, the company was called Kaspersky Lab). Nevertheless, the negative attitude of the press affects a large circle of Russian software companies. The annual RUSOFT survey shows that in 2019 45 % of domestic software developers, including those who do not work at all in the far-abroad countries, felt the detrimental effect of the “negative attitude towards Russia in the Western media” in 2019. A year earlier, there were 35 % of them.

A sharp increase in the influence of this factor was recorded in 2020: the average score dropped from -0.63 to -1.20. But it is more correct to focus on the results of a full-fledged survey in 2021, since a year earlier it was not possible to conduct it due to the pandemic. However, a sharp increase in the influence of this factor was also revealed in 2021, but not as large as in 2020 (the average score was -0.96 and -1.20, respectively). Since other factors in 2021 had a slightly smaller impact (the pandemic -0.95, and

Western sanctions -0.71), the information background in the Western media has become the most serious external factor negatively affecting the business of Russian software companies.

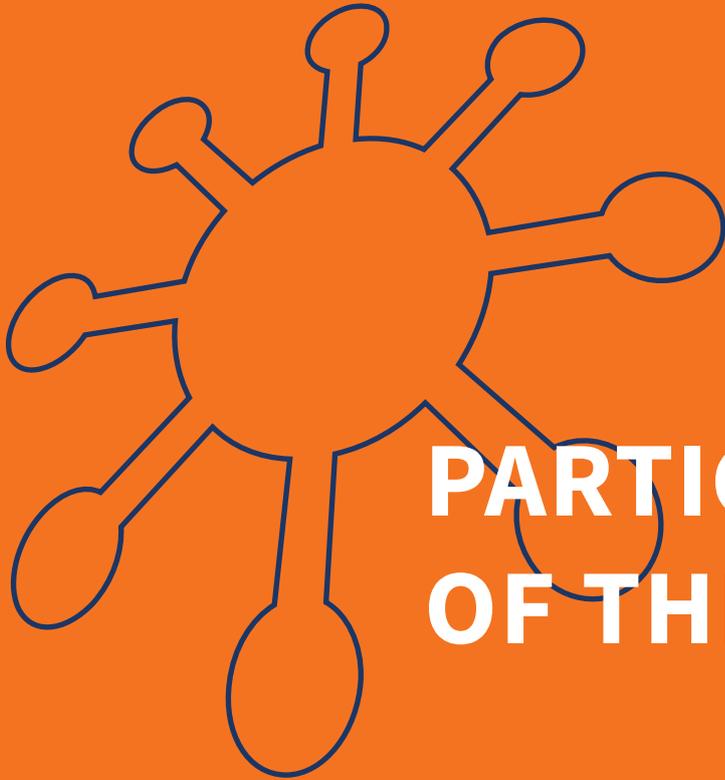
If companies operate in Western markets or plan to enter them in 2021–2022, then this negative impact is felt even more. The average score according to the survey of such companies is -1.20, and if the company operates in the United States or plans to enter the American market, then the average score reaches -1.25.

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Assessment of the influence of the external factor “Negative attitude towards Russia in the Western media”, the share of the companies surveyed

	survey 2017	survey 2018	survey 2019	survey 2020	survey 2021
Very negative (-3 points)	7 %	7 %	2 %	13.3 %	14.1 %
Negative (-2)	12 %	13 %	16 %	33.3 %	18.8 %
Negative, but insignificant impact (-1)	11 %	15 %	28 %	13.3 %	19.4 %
No impact (0)	63 %	55 %	52 %	40.0 %	45.3 %
Positive, but insignificant impact (+1)	1 %	0 %	1 %	0.0 %	1.8 %
Positive (+2)	0 %	0 %	1 %	0.0 %	0.6 %
Very positive (+3)	0 %	0 %	0 %	0.0 %	0.0 %
I find it difficult to assess	6 %	10 %	12 %	9 %	17.5 %
Average point	-0.58	-0.68	-0.63	-1.20	-0.96

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PARTICIPANTS OF THE SURVEY

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
3iTech	Moscow	3itech.ru	info@3itech.ru	(495) 645-4306	Text and media processing products	Artificial Intelligence, Big Data & BI, Smart City
3kex	Krasnoyarsk	3ksigma.ru	info@3ksigma.ru	(902) 945-6719	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Smart City
404studio	Orel	404studio.ru	office@404studio.ru	(4862) 78-2696	Website designing	
4px	Moscow	4px.ru	we@4px.ru	(495) 181-1619	Full Cycle Digital Agency	Artificial Intelligence, Big Data & BI, Blockchain Technology
7 Red Lines	Moscow	7rlines.ru	a.gavrilovich@7rlines.com	(965) 277-9107	Custom software development	AR & VR Development, Big Data & BI
A2B	Ufa	a2b.su	zaripov@a2b.su	(905) 355-9194	Replicated enterprise (institution) management, document flow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
ABISoft	Saint-Petersburg	abisoft.biz	info@abisoft.spb.ru	(921) 936-1280	Custom software development	
AGNEKO	Moscow region	agneko.com	sales@agneko.com	(495) 660-3590	Custom software development	
AIC	Moscow	en.aic.ru	reception@aic.ru	(499) 350-5674	Intelligent design, plain and simple.	Big Data & BI
ALFASATCOM	Moscow	Alfasatcom.ru	info@alfasatcom.ru	(916) 601-3838	Custom software development	BigData & BI, IoT
Alliance+ (Internet-agency)	Bryansk	alianscompany.ru	sergejkonet@mail.ru	(920) 605-9345	Custom software development	Artificial Intelligence, Big Data & BI
Andsoft	Saint-Petersburg	andsoft.ru	admin@andsoft.ru	(921) 301-2085	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	
Aquarius Software	Kostroma	aqua-soft.ru	info@aqua-soft.ru	(910) 660-4618	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools) , Custom software development	

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Aquilon Software Technologies	Kazan	aquilon-st.ru	dir@aquilon-st.ru	(843) 524-7366	Custom software development	Big Data & BI
AraxGroup	Moscow	araxgroup.ru	info@araxgroup.ru	(495) 504-8263	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence
Arcadia	Saint-Petersburg	softwarecountry.com	info@softwarecountry.com	(812) 610-5955	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT
A-Real Consulting	Yaroslavl	xserver.a-real.ru	hello@a-real.ru	(800) 555-9297	Information security solutions	
Artezio	Moscow	artezio.com	sales@artezio.com	(495) 981-0531	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology
		<p>Artezio is an international technology company that specializes in professionally solving complex tasks in digital business transformation and custom software development.</p> <p>Artezio is included in the list of the world's best outsourcing service providers (The Global Outsourcing 100) and one of the top developers in several professional categories according to Clutch, the rating and reviews platform. The company's experience and professionalism have been highlighted by a number of international analytical agencies.</p> <p>Among Artezio's clients are customers from Russia, Europe, and the US. We create innovative solutions in various spheres: banking and finance, healthcare and tourism, and build solutions that are used by millions of people around the globe.</p> <p>Artezio's development centers are located in Moscow, Saratov, Nizhny Novgorod, Saint Petersburg, Minsk, Vitebsk, and Mogilev. Additionally, the company has representative offices in the US, Canada, and Poland.</p>				
ASD Technologies	Nizhny Novgorod	asdtech.co	dfeshin@asdco.ru	(963) 672-7526	Developers of personal accounts / self-service portals for fintech, telecom operators and service providers.	Big Data & BI
AssetData	Moscow	assetdata.market	au@assetdata.market	(965) 320-8512	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI, IoT
ASV	Perm	asv.ru	a.kazymov@asv.ru	(912) 885-3300	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Auriga 	Moscow	auriga.com	pr@auriga.com	(495) 713-9900	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT
<p>Established in 1990, Auriga (www.auriga.com) is recognized as one of the Top-100 leading outsourcing software R&D providers worldwide. Headquartered in Boston, MA with 600+ employees, seven development centers across six time zones, 13+ embedded testing R&D labs and 100+ projects yearly for medical device, automobile and construction tools manufacturers, telecom and power management companies, chip manufacturers, our company offers maximum flexibility in terms of processes, communications, issue resolution while conduct project in strict compliance to quality and risk management standards (ISO 13485).</p>						
Axbit	Samara	axbit.ru	info@axbit.ru	(495) 414-1404	IT Services from site development and mobile applications to comprehensive enterprise automation.	AR & VR Development, Smart City
Axilon Consulting	Moscow	axilon.ru	info@axilon.ru	(916) 815-3499	Information and Analysis Platform (CPM, BI)	Big Data & BI
BACUP IT	Novosibirsk	bacup.ru	a.r.rakhimov@bacup.ru	(383) 325-0771	Custom software development	Artificial Intelligence
BaseALT	Moscow	basealt.ru	org@basealt.ru	(903) 288-1093	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	
Bee Pitron	Saint-Petersburg	beepitron.com	all@beepitron.com	(812) 740-1800	Replicated enterprise (institution) management, document flow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	IoT
BellSoft	Saint-Petersburg	bell-sw.com	info@bell-sw.com		Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	BigData & BI, Blockchain Technology, IoT
BETA	Saint-Petersburg	beta.spb.ru	info@beta.spb.ru	(906) 259-3820	Custom software development	Artificial Intelligence, Big Data & BI, IoT, Smart City
Bitrixoid	Novosibirsk	b-id.ru	info@b-id.ru	(383) 380-5259	Website designing	
Budget and Finance Technologies	Moscow	bftcom.com	info@bftcom.com	(495) 784-7000	Software and consulting solutions for public sector and business	Big Data & BI

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Business Automatics	Moscow	npc.ba	info@pba.su	(495) 221-2965	Build and support complex, intelligent information and analysis systems	Artificial Intelligence, Big Data & BI, Smart City
CEREBRO	Moscow	cerebrohq.com	info@cerebrohq.com	(499) 110-3482	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
Chilisoft	Moscow	chilisoft.ru	info@chilisoft.ru	(905) 537-2692	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	BigData & BI, IoT, Smart City
CodeInside	Penza	codeinside.ru	info@codeinside.ru	(8412) 63-6736	Custom software development	Artificial Intelligence, IoT, Smart City
CommFort software	Novosibirsk	commfort.com	support@commfort.com	(383) 380-4274	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
CrossTech Solutions Group	Moscow	ct-sg.ru	info@ct-sg.ru	(495) 741-8864	Information security solutions	Artificial Intelligence, Big Data & BI, IoT
CVisionLab	Taganrog	cvisionlab.com	info@cvisionlab.com	(905) 454-3313	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT, Smart City
CyberTech	Saint-Petersburg	trikset.com	mikhail@trikset.com	(911) 917-6186	Educational solutions for the study of modern technology and robotics	IoT
Diasoft	Moscow	diasoft.ru	pr@diasoft.ru	(495) 780-7575	Global provider of financial technologies	Artificial Intelligence, Big Data & BI
Digital Mind Development	Krasnoyarsk	dmdevelopment.ru	dmd@dmdevelopment.ru	(3912) 05-0778	Custom software development	Artificial Intelligence
DIP (stp "dip")	Saint-Petersburg	ntp-dip.ru	dip_zenit@mail.ru	(911) 928-8478	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	
Directum	Izhevsk	directum.ru	office@directum.ru	(3412) 72-1100	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
DocLab	Ufa	freshdoc.ru	avtushov@freshdoc.ru	(495) 212-1484	Custom software development	Artificial Intelligence
Dom programm	Saint-Petersburg	domprog.com	info@domprog.com	(812) 337-2136	Custom software development	Artificial Intelligence
Ecomash IT	Moscow	ecomash-it.ru	kodeks@ecomash.info	(495) 481-2220	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Econophysica Ltd	Tomsk	econophysica.com	contactus@econophysica.com	(3822) 90-03-10	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology
eidos	Rostov-on-Don	facebook.com/lubarsky.ru	sergey@lubarsky.ru	(918) 558-3785	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	Artificial Intelligence, Big Data & BI
EmDev Limited	Saint-Petersburg	emdev.ru	akakunin@emdev.ru	(812) 385-5778	Custom software development	
EPAM Systems	Moscow	epam.com	ask_ru@epam.com	(495) 730-6362	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT, Smart City
ErmineSoft	Novosibirsk	erminesoft.com	denis@erminesoft.ru	(913) 926-2697	Custom software development	AR & VR Development, Artificial Intelligence, IoT, Smart City
EuroMobile	Saint-Petersburg	euromobile.ru	info@euroml.ru	(812) 331-7576	Information security solutions	BigData & BI, IoT, Smart City
eVeloopers	Saint-Petersburg	evelopers.com	info@evelopers.com	(812) 032-4321	Custom software development	
EveryTag	Moscow	everytag.ru	hello@everytag.ru	(495) 008-1695	Information security solutions	
Fast Reports	Rostov-on-Don	fastreport.ru	info@fastreport.ru	(863) 227-0740	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	
FayGroup	Moscow region	faygroup.ru	info@faygroup.ru	(964) 786-6003	Custom software development	

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
ForClasses	Ekaterinburg	moyklass.com	info@moyklass.com	(495) 108-5239	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Foresight	Moscow	fsight.ru	info@fsight.ru	(495) 137-5498	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI, IoT, Smart City
GDC Services	Kazan	icl-services.com	pr@icl-services.com	(800) 333-9870	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT
Geoscan Group	Saint-Petersburg	geoscan.aero	info@geoscan.aero	(812) 363-3387	Professional unmanned technologies	AR & VR Development, Artificial Intelligence, IoT
GS Labs	Saint-Petersburg	gs-labs.ru	alexey.goilo@gs-labs.ru	(911) 000-3347	Integrated solutions for the formation of ecosystems for the creation and delivery of digital products based on proprietary technologies	IoT, Smart City
HARMAN Connected Services	Nizhny Novgorod	harman.com	Olga.Sheinfeld@harman.com	(905) 664-1155	Global leader in connected car technology, lifestyle audio innovations, professional audio and lighting solutions, and design and analytics	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT, Smart City
		<p>HARMAN Nizhny Novgorod (founded in 1991, staff – 700 eng.) is following modern trends in Artificial Intelligence, Machine Learning and Natural Language Processing. Our end-to-end software engineering, IoT and data analytics services enable the world's top automotive, mobile and communications, retail and healthcare and software-enabled businesses drive innovation-led growth. HARMAN NN provides cloud technology services, services supporting the Internet of Things and Mobile Applications for Android, iOS, QNX, Java and other mobile platforms. In March 2017, HARMAN became a wholly-owned subsidiary of Samsung Electronics. Customers: Samsung, Jaguar-Land Rover, Mercedes, OnStar/GM, PSA PeugeotCitröen, MSC Cruises, Nielsen, Huawei, Thales, Roche, MainCare, Facebook etc.</p>				
High Technologies Center	Izhevsk	htc-cs.ru	dpletnev@htcmail.ru	(906) 818-7668	Custom software development	Artificial Intelligence, Blockchain Technology
IBIK LLC	Moscow	ibik.ru	director@ibik.ru	(977) 261-1668	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	
IceRock Development	Novosibirsk	icerockdev.com	info@icerockdev.com	(495) 109-7329	Custom software development, Mobile applications	Blockchain Technology, IoT

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Infoopteka	Moscow	infoopteka.com	office@infoopteka.com	(495) 150-3426	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
INFOPRO	Moscow	info-pro.ru	post@info-pro.ru	(800) 600-2401	Information security solutions	BigData & BI, IoT, Smart City
Information Systems and Services	Novosibirsk	isands.ru	ashovkun@isands.ru	(913) 377-9002	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City
Inostudio Solutions	Taganrog	inostudio.com	russoft@inostudio.com	(8634) 32-0318	Custom software development	AR & VR Development
INOVENTICA Technology	Moscow	inoventica-tech.ru	info@inoventica-tech.ru	(495) 646-7308	Information security solutions	
Inreco LAN	Vladimir	inrecolan.com	sergey.pyatigorskiy@inrecolan.com	(4922) 44-4090	Custom software development	Artificial Intelligence
INTERFACE	Novosibirsk	interface.nsk.su	interface@interface.nsk.su	(913) 912-2216	System Integration	Big Data & BI
Internet-Frigate	Novocherkassk	ifrigate.ru	main@ifrigate.ru	(86352) 2-4110	Navigation systems & Geographic information systems (GIS)	Artificial Intelligence, Big Data & BI, IoT, Smart City
IQ300	Naberezhnye Chelny	IQ300.ru	info@iq300.ru	(927) 480-6426	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Blockchain Technology, Smart City
iSpring	Yoshkar-Ola	ispring.com	valentina.bulygina@ispring.com	(960) 099-0074	Online Training Software	
ISPsystem	Irkutsk	ispsystem.ru	k.petrunina@ispsystem.com	(914) 001-7106	Embedded software (equipment, devices)	
IT "Design Soft"	Ekaterinburg	d-soft.ru	info@d-soft.ru		Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
IT Pro	Moscow	biqube.ru	mail@biqube.ru	(499) 347-8480	Custom software development	Artificial Intelligence, IoT

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
IT Universe	Samara	it-universe.ru	info@it-universe.ru	(846) 979-8080	Software development	Artificial Intelligence
Ittransition	Saint-Petersburg	ittransition.com	info@ittransition.com	(495) 640-8937	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT
IVCS Ltd	Innopolis	iva-tech.ru	m.tuktarova@iva-tech.ru	(916) 794-2562	Developers of innovative IT solutions for building a modern digital infostructure	Artificial Intelligence
IW Group	Simferopol	iw-group.pro	alexey@ideas-world.com	(978) 015-6915	Custom software development, Mobile applications	
IZZIO	Moscow	izz.io	info@izz.io	(905) 520-3080	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT
		<p>IZZIO, LLC is a software design and development studio for the digital transformation of different-sized businesses and gov agencies, which specialize in web and mobile applications, high-load information systems, developing and embedding CIPF in the software. The company creates projects based on various technologies: blockchain, AI, Big data, IoT, as well as has a number of own developments for different areas. IZZIO, LLC has an indefinite Russian Federal Security Service (FSB) license to develop solutions using CIPF.</p> <p>The flagship product of the company (in the List of Russian software) is the IZZIO blockchain platform with an integrated module based on GOST (Russian National Standard) cryptography: an infrastructure based on the LCPoA consensus algorithm and a set of tools that allow you to easily and cost-effectively create various products based on blockchain technologies.</p>				
JoyCraft Games	Saint-Petersburg	joycraft-games.com	company@joycraft-games.com	(981) 862-7328	Computer games	
KAMIS	Saint-Petersburg	kamis.ru	info@kamis.ru	(812) 274-3522	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City
King Bird Studio	Moscow	kingbird.ru	ask@kingbird.ru	(495) 540-5229	Mobile applications	AR & VR Development, Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT, Smart City
KODEKS	Saint-Petersburg	kodeks.ru	kodeks@kodeks.ru	(812) 740-7887	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development, Artificial Intelligence

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
KOMINTEL	Saint-Petersburg	kom-intel.ru	konstvkv@kom-intel.ru	(812) 931-1272	Custom software development	Big Data & BI
Kosta	Saint-Petersburg	kostasoft.ru	info@kostasoft.ru	(812) 320-0607	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
LABS	Moscow	advalange.ru	info@advalange.com	(499) 350-2599	Embedded software (equipment, devices)	
LANBilling	Moscow	lanbilling.ru	itdep@lanbilling.ru	(495) 795-0677	Developers in the billing system for telecom operators	
Lanit-Tercom	Saint-Petersburg	lanit-tercom.ru	contact@lanit-tercom.com	(931) 330-9982	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, Blockchain Technology
Lartech	Saint-Petersburg	lar.tech	info@lar.tech	(812) 339-4501	Turnkey solutions for a wide variety of industries where long-distance data transmission is required, high autonomy, ease of installation and quick payback of implementation	IoT, Smart City
League Of Code	Saransk	leagueofcode.ru	welcome@Lcode.pro	(963) 149-1199	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Leantech	Omsk	leantech.ai	info@leantech.ai	(923) 676-0266	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology
Lexema	Ufa	lexema.ru	market@lexema.ru	(3472) 84-7000	Development in the field of ai and robotization of business processes	Artificial Intelligence
LOGUS	Moscow region	logus.ru	ecology@logus.ru	(903) 664-1923	Custom software development	
Luxoft	Moscow	luxoft.com	Vvereschagin@luxoft.com	(495) 967-8030	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT
Makves Group	Moscow	makves.ru	info@makves.ru	(495) 150-5406	Software for audit and IT Resources monitoring	

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Media technology	Saint-Petersburg	sigmasms.ru	integration@sigmasms.ru	(904) 615-4608	Content provider for A2P text and multimedia messaging	
Media-tel	Moscow	media-tel.ru	info@media-tel.ru	(499) 272-7658	Custom software development	Artificial Intelligence, Big Data & BI, IoT
Megaputer	Moscow	megaputer.ru	info@megaputer.ru	(499) 753-0129	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Artificial Intelligence, Big Data & BI
Monolit-Info	Saint-Petersburg	monolit.com	alex@monolit.com	(921) 937-8542	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
M-Social	Bryansk	msocialproduction.ru	a.trishin@msocialproduction.com	(962) 131-6236	Custom software development	BigData & BI, IoT
Nexign, JSC	Saint-Petersburg	nexign.com	office@nexign.com	(812) 326-1299	Custom software development	Blockchain Technology, IoT
Noviy Disk	Moscow	nd.ru	e-learning@nd.ru	(495) 785-6514	Custom software development	AR & VR Development, Artificial Intelligence, Smart City
Oggetto	Taganrog	oggetto.ru	paul@oggettoweb.com	(989) 612-7000	Custom software development	
OKTET Labs	Saint-Petersburg	oktetlabs.ru	info@oktetlabs.ru	(812) 335-4801	Custom software development	
Overmobile LLC	Novosibirsk	overmobile.ru	finance@overmobile.ru	(913) 798-0533	Computer games	
Paradigma Soft	Saint-Petersburg	paradigma-soft.ru	info@paradigma-soft.ru		Custom software development, Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Pikyug	Novorossiysk	pikyug.ru	py01@py01.ru	(8617) 61-0175	Custom software development	Big Data & BI
PiterSoft	Saint-Petersburg	piter-soft.ru	info@piter-soft.ru	(812) 333-0860	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Polymatica	Moscow	polymatica.ru	sales@polymatica.ru	(495) 748-8484	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI, IoT
Printum	Moscow	http:printum.io	dd@printum.io	(963) 766-2233	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, IoT
PROMT	Saint-Petersburg	promt.ru	corporate@promt.ru	(812) 655-0350	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI
	<p>PROMT is one of the world's leading developers of linguistic IT-solutions for enterprise-level clients and private users since 1991. The company is among the few machine translation software vendors from Europe and one of the TOP-10 companies globally.</p> <p>The company has thousands of corporate clients all over the world, such as Amadeus, Nornickel, Russian Railways, PayPal, Gazprom, LUKOIL, SpanishDict, Siemens, Mail.ru, TAdviser.</p> <p>PROMT uses the latest advances in the field of AI to create solutions for all popular platforms – Windows, MacOS, Linux, iOS, Android. PROMT MT software supports more than 50 languages and integrates with Microsoft applications and CAT-systems (SDL Trados, Memsource, Across).</p>					
Qligent	Nizhny Novgorod	qligent.ru	info@qligent.ru		Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
QNIUM LLC	Moscow	qniium.ru	office@qniium.ru	(495) 988-0764	Custom software development	AR & VR Development, Artificial Intelligence, IoT
RAIDIX	Saint-Petersburg	raidix.com	request@raidix.com	(812) 622-1680	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	Artificial Intelligence, Big Data & BI, IoT, Smart City
Raketa	Vladivostok	raketa.world	hello@raketa.travel	(925) 655-9000	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
RCO	Moscow	rco.ru	info@rco.ru	(495) 287-9887	Custom software development	Artificial Intelligence
RDTEX	Moscow	rdtex.ru	marketing@rdtex.ru	(495) 995-0999	IT Services	Artificial Intelligence, Big Data & BI, IoT
RED Soft	Moscow	red-soft.ru	info@red-soft.ru	(495) 285-6268	Basic and application software	
		<p>RED SOFT — Russian developer and provider of IT solutions and services; Skolkovo resident, member of the "Domestic Software" and RUSOFT associations. The company implements integrated projects in the field of data storage and management using its own technology stack. RED SOFT is an efficient team with more than 15 years experience in development in the Russian public and commercial sectors. RED SOFT has its own product line: RED OS, Red Database DBMS, Red Platform, Red Virtualization and others. All products are listed in the Unified Register of Russian Software and Databases. Among the company's customers there are more than 20 government bodies, including the Federal Bailiff Service of Russia, the Prosecutor General's Office of the Russian Federation and the Ministry of Defense of the Russian Federation. Projects are being actively implemented in the regions.</p>				
Reksoft	Moscow	reksoft.ru	rfi@reksoft.ru	(495) 926-1771	Custom software development	Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT, Smart City
RIT automation	Novosibirsk	rit-it.com	lb@rit-it.com	(913) 700-8372	Embedded software (equipment, devices)	
RNDSOFT	Rostov-on-Don	rnds.pro	es@rnds.pro	(499) 110-9973	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development, Artificial Intelligence, Blockchain Technology, Smart City
Roonyx	Rostov-on-Don	roonyx.tech	vladimir@roonyx.tech	(909) 413-4138	Custom software development	Artificial Intelligence, Blockchain Technology
Rubius	Tomsk	rubius.com	info@rubius.com	(3822) 97-7772	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, Smart City
RunCall	Saint-Petersburg	runcall.ru	info@runcall.ru	(911) 949-4560	Custom software development	Artificial Intelligence
RuNetSoft	Saint-Petersburg	runetsoft.ru	mailbox@runetsoft.ru	(812) 337-2414	Website designing	AR & VR Development, Artificial Intelligence, Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
RusBITech-Astra 	Moscow	astralinux.ru	sfedorov@astralinux.ru	(495) 369-4816	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Smart City
<p>Astra Linux Group is one of the leaders in the Russian information technology market in the area of developing software and information security tools – operating systems of the Astra Linux family and virtualization platforms. The Company has been operating since 2008. Today Astra Linux team consists of more than 300 highly qualified developers and technical support staff.</p> <p>Astra Linux solutions are actively used to ensure security of Critical Information Infrastructure (CII) facilities.</p> <p>The company is a member of ‘Russoft’ and ARPP Software Developers association. Winner of international & local awards.</p>						
SDI SOFT	Moscow	sdisoft.ru	info@sdisoft.ru		Replicated enterprise (institution) management, document flow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
Searchinform 	Moscow	searchinform.com	info@searchinform.ru	(495) 721-8406	Complex information protection	
<p>SearchInform is a leading Russian developer of information security solutions. Today, the company’s current list of offered products includes instruments for comprehensive protection against internal threats: SearchInform Risk Monitor, SearchInform DLP, SearchInform SIEM, SearchInform FileAuditor – a DCAP solution, SearchInform Database Monitor – a DAM solution, SearchInform ProfileCenter based on automated profiling, TimeInformer for time-tracking and control of relevance of used websites and applications, as well as offers software as a service.</p> <p>SearchInform products are suitable for companies from all industries, where personal data is stored and processed, as well as commercial, medical, state secret, trade secret and know-how information is kept. The competence of the company is confirmed by a perpetual license from the Center for Licensing, Certification and Protection of State Secrets of the Federal Security Service of the Russian Federation, licenses from the Federal Service for Technical and Export Control of Russia, the products are included in the Unified Register of Russian Programs.</p>						
SFERA	Moscow	sphaera.ru	info@sphaera.ru	(495) 672-7036	Replicated enterprise (institution) management, document flow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	BigData & BI, Smart City
SimbirSoft	Ulyanovsk	simbirsoft.com	info@simbirsoft.com	(800) 2009924	Custom software development	BigData & BI, Blockchain Technology, IoT, Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Sibedge 	Tomsk	sibedge.com	contacts@sibedge.com	(3822) 70-1841	A full-cycle global software development company focusing on an approach to business transformation that puts people first	
		<p>Sibedge is a globally distributed software engineering company that puts people first. We combine our innovative technology vision with our clients' business objectives to help them have a smooth journey to digital transformation. For over 15 years, we have successfully implemented over 350 projects across more than 15 countries. We have offices in San Francisco, CA, and Moscow, Saint Petersburg and Tomsk, Russia. In 2019, the company opened a representative office in Australia.</p>				
SIMETRA	Saint-Petersburg	simetrargroup.ru	moscow@simetrargroup.ru		Solution for dispatching, monitoring and modeling transport and logistics flows	Artificial Intelligence, Big Data & BI, Smart City
Smart Design	Saint-Petersburg	smddev.com	info@smddev.com	(921) 932-7150	Custom software development	Artificial Intelligence, Big Data & BI, IoT
Smart Life	Moscow region	smart-life.pro	v.mironov@smart-life.pro	(968) 867-1162	Embedded software (equipment, devices)	BigData & BI, Smart City
SMS-Information technologies	Samara	sms-it.ru	info@sms-it.ru	(927) 263-8621	Proprietary software and creation of solutions for energy and industrial enterprises.	IoT
SoftInform	Tomsk	ssp-soft.com	sales@ssp-soft.com	(906) 950-2550	Custom software development	
SoftLab-NSK	Novosibirsk	softlab-nsk.com	trav@sl.iae.nsk.su	(913) 915-5915	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development
Sonda Pro	Miass	sonda.ru	sonda@sonda.ru	(35135) 3-0677	Custom software development	Artificial Intelligence, IoT, Smart City
Statanly Technologies	Saint-Petersburg	statanly.com	hello@statanly.com	(921) 875-2396	Custom software development	Artificial Intelligence, Big Data & BI, Smart City
Supl.biz	Tomsk	supl.biz	Evg@supl.biz	(913) 823-5866	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI
SWDC RTSOFT	Moscow	rtsoft.ru	rtsoft@rtsoft.ru	(495) 967-1505	Custom software development, Embedded software (equipment, devices)	AR & VR Development, Artificial Intelligence, IoT, Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SWTECN	Nizhny Novgorod	swtecnn.com	valery.kalachev@swtecnn.com	(903) 060-7607	Custom software development	
T8	Moscow	t8.ru	info@t8.ru	(499) 271-6161	Telecommunication equipment	Artificial Intelligence, Smart City
		<p>T8 is Russian developer and manufacturer of the dense wavelength telecommunications equipment (DWDM).</p> <p>Activities:</p> <ul style="list-style-type: none"> – developing and manufacturing of DWDM equipment – optical networks design – R&D in the field of laser physics and optical electronics – developing and manufacturing of the radio-photonic component base <p>The DWDM platform includes equipment with 100-600G speed over the channel. The equipment is used for design of metro and backbone networks, connections between data-centers, and it is adapted to the new generation 5G networks. The main clients are telecom operators, IT companies, data centers, system integrators, government and industrial enterprises.</p>				
TAP	Tomsk	tomskasu.ru	info@tomskasu.ru	(999) 620-2759	Custom software development	IoT
Telebreeze	Tomsk	telebreeze.com	andrey.nikitin@telebreeze.com	(906) 948-3848	Solutions for video broadcasting platforms	Artificial Intelligence
Telecontact	Moscow	telecontact.ru	tele@telecontact.ru	(495) 744-5543	Contact Center Software	
Test IT	Moscow	testit.software	artem.kostriukov@testit.software	(950) 863-7003	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence
Tezis LLC	Ufa		TezisSoft@mail.ru	(996) 404-4231	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence
Thales	Moscow	thales-sentinel.ru	mikhail.chukhlomin@thalesgroup.com	(926) 996-4225	Information security solutions	IoT
Transset	Moscow	transset.ru	info@transset.ru	(499) 649-4668	Own platform - providing access, technical support	Artificial Intelligence, Big Data & BI, IoT
TrueConf	Moscow	trueconf.ru	pr@trueconf.ru	(495) 698-6066	Basic software development (DBCS, OS, o ce applications, virtualization tools, programming languages and tools)	Artificial Intelligence, Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Tsifrovyye kontrol'nyye tekhnologii	Rostov-on-Don	mt-r.ru	am@mt-r.ru	(800) 222-2061	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development, Artificial Intelligence, Smart City
T-Soft	Saint-Petersburg	t-soft.ru	office@t-soft.ru	(812) 665-5105	Development of computer training systems	AR & VR Development, Artificial Intelligence, Big Data & BI, Smart City
UC Transport	Moscow	podkontrolem.online	info@podkontrolem.online	(499) 677-1703	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City
Umbrella Alliance	Taganrog	umbrellait.com	hello@umbrellait.com	(929) 815-0949	Website designing	AR & VR Development, Artificial Intelligence, Big Data & BI, IoT
UNIVERSE-Soft	Tomsk	universe-soft.ru	manager@universe-soft.ru	(495) 150-2152	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
UserGate	Novosibirsk	usergate.com	kk@usergate.com	(926) 975-6796	Information security solutions	Artificial Intelligence
Usetech	Moscow	usetech.ru	info@usetech.ru	(495) 660-5048	Custom software development	AR & VR Development, Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT, Smart City
Valmaster	Saint-Petersburg	valmaster.ru	info@valmaster.ru	(812) 329-4459	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City
Videomatrix	Ekaterinburg	videomatrix.ru	vmx@videomatrix.ru	(343) 204-7330	Developers in solutions using video analytics, neural networks and artificial intelligence in production	Artificial Intelligence, Smart City
Visiology	Moscow	visiology.su	ivan@visiology.com	(495) 133-6290	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
VR Concept	Moscow	vrconcept.net	cc@vrconcept.net	(495) 212-1147	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development
Web3 Tech	Moscow	web3tech.ru	ikuzmichev@wavesenterprise.com	(910) 450-2686	Custom software development	Blockchain Technology
WebAnt	Rostov-on-Don	webant.ru	v@webant.ru	(960) 466-0100	Mobile applications	AR & VR Development, Artificial Intelligence, Blockchain Technology, IoT, Smart City
Webpraktik	Rostov-on-Don	webpraktik.ru	info@webpraktik.ru	(995) 989-0179	Website designing	Artificial Intelligence, Big Data & BI
WESMA	Moscow	wesma.ru	manager@wesma.ru	(495) 118-2474	Website designing	Smart City
WiFly	Saint-Petersburg	wifly.net	admin@wifly.net		Marketing and monetization solution for Wi-Fi networks	BigData & BI, IoT
YASP	Saint-Petersburg	yasp.ru	welcome@yasp.ru	(812) 974-7403	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Big Data & BI, IoT, Smart City
YouLK	Novosibirsk	youlk.ru	info@youlk.ru	(383) 209-3430	Replicated enterprise (institution) management, document ow automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence, Smart City



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