VOLUME AND STRUCTURE OF RUSSIAN SOFTWARE COMPANIES' SALES IN THE DOMESTIC MARKET AND ABROAD

THE COUNTRY WILL ACHIEVE MORE BY BRINGING TO THE MARKET THE WHOLE INDUSTRY THAN INDIVIDUAL BRANDS

Lev Matveev
Chairman of the Board
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SEARCHINFORM
INFORMATION SECURITY

IT companies are generally doing well, both in Russia and abroad. The pandemic popularized remote work, the rapid transition to digital has opened up additional opportunities for businesses.

However, it is not the same for all IT companies, especially when it comes to exports. Companies that specialize in entertainment products, such as online games, social networks and so on, have strengthened their positions. And companies developing corporate software, in which personal meetings, negotiations are important, on the contrary, have faced a decline in the export.

When whole countries were in lockdown, it became very difficult to open new representative offices, hold events, etc. And frankly speaking, it didn't make much sense. B2B business model implies working through representative offices, partners, offices. Companies that had just started to explore new markets, experienced the negative consequences to the full extent. The vendors, who had firmly established themselves abroad before the crisis, did not notice strong changes. They follow a well-trodden path and do not experience serious difficulties.

When it comes to the export of information security solutions, Russian software is in demand for foreign customers as it was before the pandemic. Traditionally, the United States, Canada and partly Europe are the exceptions. Latin America, Africa, Southeast Asia and so on are positive towards our infosecurity products.

I'd like to add that abroad when it comes to information security, organizations lean to MSSP approach since it is economically profitable. Having noticed the demand for the outsourcing format, we developed SearchInform for MSSP. If you notice such trends and adapt your products to them, then it will be easier to bring software to new markets.

But in fact, from the Russian exports point of view, there is a lot to work on. We need a clearer and more systematic workstyle. We submitted proposals to development institutions, in particular Russian Export Center, on how to support domestic companies in a fundamentally different way. I hope that we will successfully implement them together.

For example, it would be effective to open representative offices of the Russian

IT industry in other countries. Such hubs would be located in foreign capitals with a developed infrastructure, their own call center, well-established relations with local authorities and Russian trade unions. This should be a comprehensive systematic work, including marketing and PR support, interesting events for local companies, and so on.

Russian companies, which are becoming the residents of such representative offices, will be quickly able to enter new markets on a large scale. Russian IT industry will receive a new impetus, raising its own status and prestige. And even for the country it is more profitable to bring to new markets not individual developers, but the whole industry.

I understand that it will not be possible to implement everything quickly. However, in order to firmly establish the brand "Made in Russia" in IT industry in three to five years, the first steps should be taken now.

Key indicators of the Russian software industry

According to RUSSOFT estimates, there are at least 4.2 thousand sustainable companies in Russia that pursue professional software development, apart from startups generating no regular income. Annually, the number of software companies grows by about 2.5-4%.

According to RUSSOFT, at least 2.5 thousand Russian software companies conduct international business. According to the data of the Central Bank of the Russian Federation, in 2017, about 9 thousand companies received money from abroad for the "computer services"

provided (see explanations on what is meant by computer services below in section Prospects for software industry main indicators changing). The difference between 2.5 thousand and 9 thousand, as well as in the total number of software companies, is explained by the fact that the same company, in the understanding of RUSSOFT, can sell its services and solutions through several legal entities associated therewith. In addition, income from "computer services" can be received by companies that cannot be considered software companies, since software development is not their main activity.

Number of Russian software companies

Number of sustainable Russian software companies	min. 4.2 thousand
Number of companies with export income	min. 2.5 thousand

Total number of core employees, thousand people

Software developers working in all industries (including IT services of enterprises in various areas of activity)	>640
Software developers working in the Russian software development industry (total), of which:	>200
- in development centers abroad	>10
- in Russia	≈190
Employees of service companies (including those working for foreign customers)	≈100 (45)
Employees of product companies	≈80
Employees of Russian R&D centers of foreign companies	≈10

The IT services industry faces major challenges: uncertainty, market acceleration, shortage of specialists, need for agile partnership. The response to the challenges is services productization. The Service-as-a-Product approach combines market wisdom with the company's expertise. It encompasses trust-based partnerships, mature business processes and guarantee commitments. For Russian companies, productized services are a way to move beyond the rentier economy and enter western markets with a competitive offer. Those understanding it will win the market.

Aleksander Kalinin
CEO, Sibedge

sibedge

Sales volume of the Russian Software Development Industry

According to the results of 2020, the total turnover of Russian software enterprises amounted to ₽1,305 trillion, with an increase of 16.5%. Revenues from exports and sales within Russia (in rubles) increased equally — by about the same 16.5%.

If we compare it with the increase in total revenue in previous years, we can see a slight slowdown (in 2019 it amounted to 17.8%, and in 2018 — 19.5%). However, when measured in dollars, the slowdown will look more significant: the growth rate of total revenue decreased from 14.9% in 2019 to 4.5% in 2020 (to $18.1 billion).

The increase in total exports in dollar terms in 2020 was 4.3%, and a year earlier — 17.5%. In this case, it was affected by a significant decrease in the average annual ruble exchange rate against the dollar (by about 12%). Sales abroad, therefore, reached $8.6 billion, and the domestic market provided $9.5 billion (₽684 billion).

The increase in total revenue in dollar terms was below 10% for the entire time

1.305 trillion RUB

The total turnover of Russian software enterprises

of the RUSSOFT annual study only in crisis years (in 2009 and 2015). In the remaining years of the RUSSOFT study, Russian software companies always had at least a 10 percent increase in these indicators.

Average increase in turnover and foreign sales of Russian software companies in 2014-2020 years

	2014	2015	2016	2017	2018	2019	2020
Turnover, ₽	+25.5	+40	+27	+4	+19.5	+17.8	+16.5
Turnover, $	+5	-10	+16	+19	+10.6	+14.9	+4.5
Foreign sales, $	+11	+12	+13	+16	+10	+17.5	+4.3

In June 2020, it was difficult to expect that it would be possible to avoid a reduction in total income and staff by the end of the year: significant delays in payments began, the prospects for concluding new contracts became vague, and IDC and Gartner analysts promised compression of both the Russian and global IT market by several dozen percents.

By September, it became clear that the software industry was recovering quickly, and its growth was quite likely. Moreover, the first quarter was quite successful, since the industry has not yet been affected by the pandemic. Against the background of those concerns in Q2 2020 and situations in the other sectors of the

country's economy, the past 2020 can be recognized as more than successful for software developers (see comparison with the indicators of other industries in section Distribution of foreign sales depending on business model).

Since the RUSSOFT Association tries to reflect the development of the industry from different perspectives, the indicators of the total turnover of companies and its changes are given in various units of measure. In addition, it introduced its own dual currency index, which is calculated as the average growth in foreign currency and ruble revenues, taking into account the weight of income from foreign sales and domestic market

sales. According to the results of 2020 year, this index amounted to 1.104 (corresponds to growth by 10.4%), according to the results of 2019 year it was slightly higher – 1.165 (16.5%), remaining at the level of the previous two years. This indicator appears to have stabilized around 1.15. Most likely, such an indicator would have been achieved at the end of 2020 if it were not for the pandemic (see more information on its impact in Chapter 4, which analyzes the conditions for business).

It is important to recall that from the 2019 study the base currency for summing up the results of the previous year, has been the Russian ruble (before it was

the US dollar). While earlier RUSSOFT collected information on the turnover of companies in dollars (questions in the questionnaire were appropriately formulated) and made all calculations in them, recalculating indicators in rubles at the average annual rate if necessary, the 2019 data is based on indicators in ruble terms, which are then additionally converted into dollars to make comparisons at the international level possible.

Direct comparison of the total sales of the software industry in 2019 with the 2018 data will be incorrect.

This is due, firstly, to the fact that several large industry players at once ceased to meet the criterion of a Russian company after their sale to foreign corporations or

transfer of their main business outside Russia. Therefore, instead of the expected volume of foreign sales of $11.2 billion in 2019, only $8.25 billion turned out.

Secondly, the data for several years made it possible to conclude that initially the volume of sales in the domestic market was underestimated. The fact is that until 2013, the study was dedicated only to the export operations of software companies. Only those companies that had sales abroad participated in the survey. Thus, data on at least 15-20% of companies (in some years this figure reached 30%), which operate only inside Russia, was not taken into account. Over time, the collected sales data in the domestic market became more complete and were verified, which made it possible to make more accurate calculations.

Thirdly, rejection of the dollar as the main unit of measure made it possible to obtain more accurate primary data from the surveyed companies.

To avoid misunderstanding caused by apparent discrepancy between sales volumes and growth rates in 2018 and 2019, starting in 2019, a new table was created to sum up the results. The changes in indicators indicated therein relate only to the range of companies that are still considered Russian (they were in previous years). At the same time, despite the change in the absolute values of turnover associated with a change in the composition of respondents, a comparison of the growth rate (reduction) for all the years of the study is quite justified (including in 2018 and 2019).

Main economic indicators characterizing the Russian software industry in 2013-2018 (growth/fall compared to the same indicator of the previous year)

	units of measure	2013*	2014	2015	2016	2017	2018
Total turnover of Russian software companies	₽	363 billion	456 billion (+25.5%)	630 billion (+40%)	802 billion (+27%)	834 billion (+4%)	997 billion (+19.5%)
	$	more than 11 billion	12 billion (+5%)	10.34 billion (-10%)	12 billion (+16%)	14.3 billion (+19%)	15.82 billion (+10.6%)
Foreign sales volume	$	5.4 billion (+17%)	6 billion (+11%)	6.7 billion (+12%)	7.6 billion (+13%)	8.8 billion (+16%)	9.68 billion (+10%)
Share of foreign sales in total turnover	%	49%	50%	65%	63%	62%	61%
Domestic sales volume	₽	178 billion	240 billion (+35%)	220 billion (-8%)	294 billion (+34%)	321 billion (+9%)	387 billion (+20.5%)
	$	5.6 billion	6 billion (+7%)	3.64 billion (-39%)	4.4 billion (+21%)	5.5 billion (+25%)	6.14 billion (+12%)
RUSSOFT dual currency index		—	1.23	1.1	1.21	1.13	1.14

* — before 2013 RUSSOFT did not determine the total turnover, therefore there is no data on turnover growth compared to 2012.

Main economic indicators characterizing the Russian software industry in 2019-2020 (growth/fall compared to the same indicator of the previous year)

	unit of measure	2019	2020
Total turnover of Russian software companies	₽	1.120 trillion (+ 17.8%)	1.305 trillion (+16.5%)
	$	17.34 billion (+14.9%)	18.1 billion (+4.5%)
Foreign sales volume	$	8.25 billion (+17.5%)	8.6 billion (+4.3%)
Share of foreign sales in total turnover	%	47.6%	47.5%
Domestic sales volume	₽	587 billion (+15.7%)	684 billion (+16.5%)
	$	9.09 billion (+12.9%)	9.5 billion (+4.5%)
Change in total turnover of Russian software companies in rubles, taking into account inflation	%	+14.4%	+11.1%
RUSSOFT dual currency index	—	1.17	1.104

Prospects for software industry main indicators changing

In the last 4-5 years, company expectations have become too overestimated. Real growth indicators were 5-10 percentage points lower than forecast. The exception is 2019, when the forecast for the growth of total turnover was 100% correct.

In 2020, due to the pandemic, the situation turned out to be such that by the second half of March it became pointless to make any forecasts about the results of the entire year. Therefore, with the survey launched at the end of February, part of the questions regarding the plans for the current and next year had already became unnecessary. By June, you could only count on a slight increase in the year. At the same time, the pessimistic scenario remained still relevant, and it suggested a significant reduction in sales.

In 2021, the situation in the global economy became more predictable in order to make software sales forecasts both in Russia and abroad based on the expectations of the surveyed companies.

According to this forecast, the turnover growth rate in 2021 should increase relative to 2020 — from 16.5% to more than 20%, and the total turnover will exceed ₽1,6 trillion. If the average annual dollar exchange rate is about 75 rubles, which can be counted on, then in dollar terms this figure will exceed $21 billion.

According to IDC, the volume of the Russian IT market amounted to RUB 1.83 trillion in 2020, which is 14% higher than the previous year. The share of the IT market in relation to the total volume of Russia's GDP is 1.7%.

Despite the pandemic, we expect further market growth in 2021. With the current hybrid work scheme, this year will be especially effective for companies that develop collaboration software for any devices, anywhere in the world. We think that the most popular IT solutions in the coming years will include big data analytics tools, AI technology and cloud solutions.

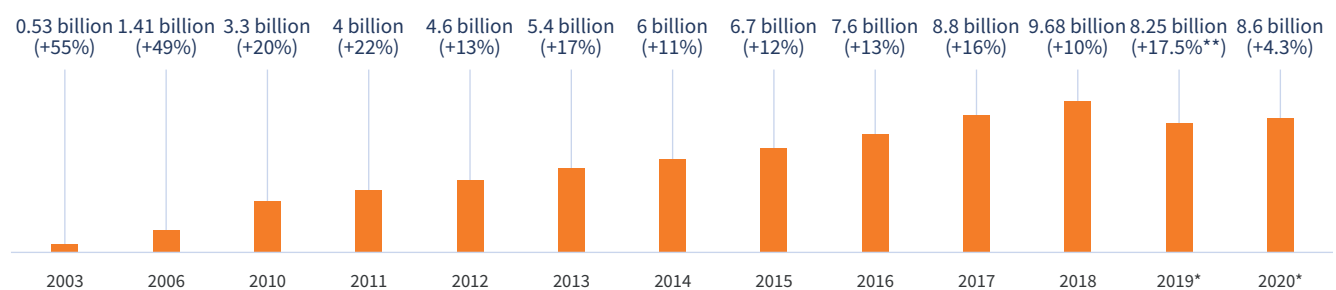**Dmitry Komissarov**
MyOffice CEO

Software companies rely more on the domestic market (on the growth of the entire economy, on the digitalization and import substitution processes). Its sales are much easier to forecast with not so clear prospects for traveling abroad, which are necessary to find new customers and execute new contracts. Regarding the volume of exports in the end of 2021, the surveyed companies were extremely cautious. The vast majority of them expect that it will not change even in ruble terms. Most likely, such an expectation in most cases is similar to the answer "don't know". Therefore, the foreign sales growth in the forecast based on the surveyed companies' expectations, will increase by 13% only (that is, less than in the end of 2020). In USD, the increase will be about 9% — up to $9.3 billion.

It is possible that the foreign sales volume will increase more if borders open in the fall and it becomes possible to promote their solutions and services in the markets most significant for Russian software developers. In any case, a significant part of the surveyed companies expect to enter new markets (23% of respondents plan to make a foreign debut in 2021). However, most likely, even with the possibility of active marketing in the second half of 2021, this will fully affect only the export performance of 2022.

MyOffice

Foreign sales and export earnings

The total foreign sales of software industry companies by the end of 2020, despite the difficulties of concluding new contracts, nevertheless increased. The growth was insignificant — only by 4.3%, but it is still there.

Volume of foreign sales in 2003-2019 (growth for the year), $

0.53 billion (+55%)	1.41 billion (+49%)	3.3 billion (+20%)	4 billion (+22%)	4.6 billion (+13%)	5.4 billion (+17%)	6 billion (+11%)	6.7 billion (+12%)	7.6 billion (+13%)	8.8 billion (+16%)	9.68 billion (+10%)	8.25 billion (+17.5%**)	8.6 billion (+4.3%)	
2003	2006	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019*	2020*	

* — it is wrong to correlate the absolute values of 2018 and 2019 in this case, taking into account the fact that some companies are no longer considered Russian
** — growth only for companies that are still Russian (excluding those that have lost this status)

It is not yet possible to reach the level of $10 billion in foreign sales. Most likely, this will not be possible according to the results of 2021. However, if in 2019 there were no sales of a number of Russian software companies (Luxoft, Parallels, Transas, Auriga, MERA) to foreign partners, then the total volume of IT industry foreign sales in 2019 would exceed $11 billion.

Foreign sales of software companies should not be confused with their export revenues from the sale of software and its development services. Each of these concepts has a corresponding quantitative dimension. Consequently, there are three different indicators of software companies' business abroad: aggregate volume of foreign sales, volume of exports of "computer services", export earnings. They may differ from each other quite significantly.

The volume of computer services exports is determined by the Central Bank of Russia based on information received from banks according to the corresponding group of the OKVED (Russian National Classifier of Types of Economic Activity) classifier. According to 2020 results, their volume increased by 13.5% to $5.094 billion, which is 59% of the total foreign sales of Russian software companies. However, such a big difference, which often raises questions and puzzlement, has a logical explanation.

Explanation of the Central Bank of Russia

Foreign trade statistics on "computer services" are developed on the basis of the international methodology set out in the UN Manual on Statistics of International Trade in Services, 2010. Computer services include operations related to the development and implementation of software: the development, creation, delivery and provision of documentation for custom software; acquisition of ready-made software supplied electronically; acquisition of software licenses excluding right to reproduce and distribute.

In addition, this category of services includes services related to data processing, development, recovery, server hosting, database storage and management; web page development, design and hosting services; installation, repair and maintenance services for computer equipment and software; provision of consulting services related to software and computer operations, as well as training within consulting. The main sources of information in the formation of foreign trade statistics in services in the Russian Federation are the information contained in the statements of credit institutions approved by the Bank of Russia.

"Foreign sales of software companies" and "export of computer services" are two completely different indicators, which should not be equal. Firstly, software companies receive income not only from computer services, but also for software licenses when selling software and hardware systems, when selling

advertising (in free applications), various non-computer services, from scientific research.

Secondly, companies transfer to Russia the proceeds from sales of their software abroad not only under the codifier "provision of computer services", but also as "payments for the use of intellectual property", "transfers to individuals"

or "investments". It is known that two large Russian software companies that successfully operate abroad are not among the top 10 exporters of computer services, but were in the top 10 in the section "Fees for the use of intellectual property".

Thirdly, a significant part of the proceeds received remains outside of Russia. Some

of the money remains in legal entities created by Russian companies in other countries in accordance with world practice, in order to be closer to the client (in the conditions of modern geopolitics, such practice becomes especially relevant). It can be invested in marketing, to maintain its own foreign development centers and sales offices, as well as remain in the owners' bank accounts.

Comparison of computer services exports volume (statistics of the Central Bank of Russia) and volume of foreign sales of software companies (RUSSOFT estimation)

		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Foreign sales of Russian software companies (RUSSOFT data)	Absolute value, $ billion	4	4.6	5.4	6	6.7	7.6	8.8	9.7	8.25*	8.6
	Change per year	+22%	+13%	+17%	+11%	+12%	+13%	+16%	+10%	+17%	+4.3%
Export of computer services (according to the Central Bank of Russia)	Absolute value, $ billion	1.666	1.995	2.508	2.651	2.455	2.664	3.417	4.06	4.49	5.094
	Change per year	+30.9%	+19.7%	+25.7%	+5.7%	-7.4%	+7.7%	+28.3%	+18.8%	+10.5%	+13.5%
Share of "computer services" exports (Central Bank data) in foreign sales of software companies (RUSSOFT data)		42%	43%	46%	44%	37%	35%	39%	42%	54%	59%

* — it is wrong to correlate the absolute values of the total volume of foreign sales in 2018 and 2019 in this case, because the 2019 figure was calculated according to the changed method, taking into account the fact that some companies ceased to be considered Russian.

Domestic sales

Within the total sales in the domestic market of ₽684 billion, approx. ₽242 billion comes from service companies, which receive the main income from custom development, and ₽442 billion — from software developers. Since the custom software development share of the companies is known (69% for service and 20% for product), it is possible to estimate the volume of software development orders that Russian companies received in Russia. It is ₽255 billion (16% more than a year earlier).

Similar calculations can be made regarding domestic software products sold in Russia. Service companies are also developing them, but in their total turnover they amounted to 6.3% in 2020 (a year earlier, 8.3%, and in 2018 — 6.3%). The main area of product companies yields 70% of sales in the domestic market (a year earlier — 72.5%). As a result, sales of domestic software

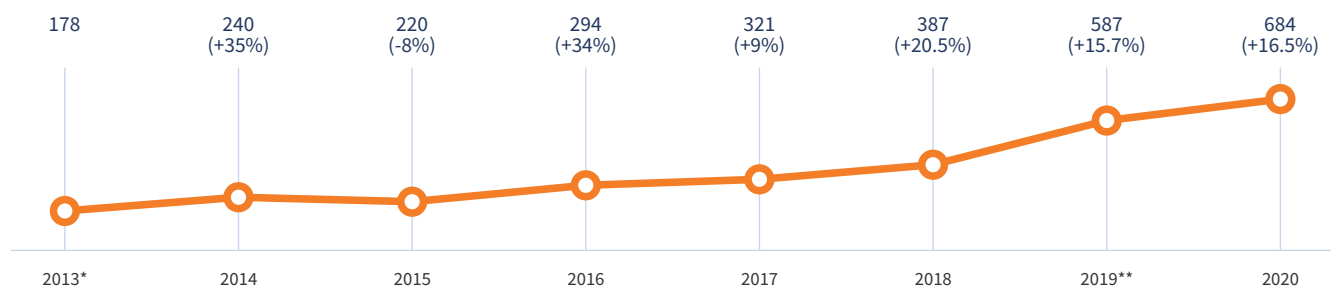products within Russia amount to approximately ₽325 billion (an increase of 8% over the year).

In total, sales of custom software and software products by the end of 2020 reached ₽580 billion. The difference between this indicator and the total sales of service and product companies (₽684 billion) is software sale as part of software and hardware systems, revenues from various IT services, including SaaS, and other sources of revenue.

The increase in revenue of domestic product companies in the domestic market amounted to 0.7% in USD (12.5% in RUB). Approximately the same indicator should be found in the software products sold by them (without other sources of income). At the same time, the Russian software market, according to IDC, increased by 16% (in RUB terms).

325 billion RUB

sales of domestic software products within Russia

Sales volume of Russian software companies in the domestic market in 2013-2020, RUB billion

| 178 | 240 (+35%) | 220 (-8%) | 294 (+34%) | 321 (+9%) | 387 (+20.5%) | 587 (+15.7%) | 684 (+16.5%) |

| 2013* | 2014 | 2015 | 2016 | 2017 | 2018 | 2019** | 2020 |

* — until 2013 RUSSOFT did not determine the total turnover and sales within Russia, so there is no data on sales growth compared to 2012.
** — it is wrong to correlate the absolute values of 2018 and 2019 in this case, because the 2019 indicator was calculated actually again using a slightly changed method and based on more complete data.

Nature of changes in company turnover

Change in annual turnover of respondents' companies in USD terms (with the exception of 2019, when revenue was determined in RUB)

Turnover	at the end of 2014	at the end of 2015	at the end of 2016	at the end of 2017	at the end of 2018	at the end of 2019	at the end of 2020
Remained same	26%	4%	30%	27%	13%	4.2%	5.3%
Increased	51%	25%	42%	43%	52.5%	69.4%	62.6%
Decreased	15%	71%	11%	3.5%	15.5%	18.1%	15.1%
Don't know	7%	14%	17%	26.5%	19%	8.3%	17%

The 2019 turnover indicator is measured in RUB (in previous years — in USD), and the Russian national currency for the year depreciated slightly against the USD. This is partly why there are more growing companies in the market. However, this was not the main factor; the year of 2019 for software developers turned out to be better than the previous one in all respects. It can be noted that at the end of 2019, approximately half of the companies surveyed (51.4%) increased revenue by more than 10%. At the same time, it is true that there were quite a lot of companies that reduced turnover.

In 2020, during the pandemic period, the share of growing companies decreased, which should be the case in the crisis. But the crisis for the software industry as a whole was not as serious as could be assumed, and therefore the reduction in the share of growing companies turned out to be minor. At the same time, 47.1% of the surveyed companies increased turnover by more than 10%, 23.3% — by more than 30%, 9.2% — by more than 50% and 3.9% — by more than 100%.

In 2020, we can see the continued increase in the share of foreign companies' Development Centers. Product companies have increased exports somewhat, and service companies have the advantage of increasing sales in the domestic market. Apparently, the growth of custom development in the Russian market was facilitated by a course towards digital transformation, which requires specific changes in the business model of a particular organization, which in most cases cannot be provided with a fully packaged product.

Distribution of foreign sales depending on business model

Distribution of total foreign sales among companies with different business models according to the results of 2016-2020 (absolute value)

	2008	2016	2017	2018	2019	2020
Service companies	55%	46%	47.5%	47%	40.7%	39.3% ($3.4 billion)
Product companies	30%	47%	46.5%	47%	49.4%	49.7% ($4.3 billion)
Foreign companies' Development Centers	15%	7%	6%	6%	9.9%	11% ($0.95 billion)

Distribution of total sales in the domestic market by companies with different business models according to the results of 2016-2020 (absolute value)

	2016	2017	2018	2019	2020
Service companies	29.5%	30%	32%	33%	35% (₽242 billion)
Product companies	70.5%	70%	68%	67%	65% (₽442 billion)

Distribution of total turnover by companies with different business models according to the results of 2016-2020 (absolute value)

	2016	2017	2018	2019	2020
Service companies	40%	41%	41.4%	36.4%	37.5%
Product companies	55.5%	55%	55.0%	59.2%	57.3%
Foreign companies' Development Centers	4.5%	4%	3.6%	4.4%	5.2%

Service companies

Key performance indicators of service companies in 2020

	in RUB	in USD	in RUB, including inflation
Turnover	487 billion	6.8 billion	—
Increase in turnover	+18.5%	+7%	+13%
Foreign sales volume	—	3.4 billion	—
Foreign sales growth	—	+0.5%	—
Domestic sales	242 billion	3.4 billion	—
Domestic sales growth	+25%	+11.5%	+23.8%

Software products and out-of-the-box solutions

Product companies by the end of 2020

	in RUB	in USD	in RUB, including inflation
Turnover	750 billion	10.4 billion	—
Sales growth/reduction	+13%	+2%	+7.7%
Foreign sales volume	—	4.3 billion	—
Foreign sales growth	—	+5%	—
Domestic sales	442 billion	6.1 billion	—
Domestic sales growth/reduction	+12.5%	+0.7%	+7.2%

Software development centers of foreign corporations in Russia

Scope of services provided to foreign parent companies

Volume by 2020 in USD	Change in the end of 2020, $	Volume in the end of 2020, ₽	Change in the end of 2020, ₽
$0.95 billion	+16.4%	₽68.9 billion	+30%

Foreign companies with their own research and development centers in Russia:

Accenture, Alcatel-Lucent, Allied Testing, AVIcode, Cadence, Design Systems,

Chrysler, Cisco Systems, Columbus IT, Dell, Deutsche Bank, Digia, Edisoft, EGAR Technology, EMC, EMS, Ericsson, Harman, Hewlett-Packard, Huawei, Hyundai, IBM, Intel, InterSystems, Jensen Technologies, LG Softlab, Motorola, NEC, NetCracker,

Nival Interactive, Microsoft, Netwrix, Nokia, Nokia Siemens, Quest Software, RD-Software, Samsung Research Center, SAP, Scala CIS, SmartPhoneLabs, Tagrem Studio, Teleca, T-Systems.

RUSSOFT rating. Russia's largest software companies

In 2021, RUSSOFT Association launched the 7th version of the annually updated rating of Russian software development companies. By and large, it is a catalog of the largest software companies, divided into categories (divisions) depending on their size and growth rate (including, taking into account the predicted indicators in the next 2 years). There was no other complete rating of Russian software developers before the RUSSOFT Rating.

When developing the rating, the main task was not to rank companies by size, but to cover all the largest software companies in Russia and present the entire top part of the industry pyramid. It can be assumed that it was not possible to cover all companies that deserve to be rated, since there is no public information about some of them. However, it can be argued that such companies are most likely only a few, and they have a turnover of less than $50 million.

Some media and rating agencies compiled wider ratings of IT companies, where they rated separately software development companies. However, their ratings were clearly incomplete (they covered at best half of the largest software companies), which also included system integrators, equipment manufacturers, as well as foreign software companies that reported their sales in the Russian market.

The main reason for the incomplete coverage of software companies in existing ratings is the lack of reliable information about the total revenue of companies that could be rated. RUSSOFT on principle refused to rate companies by their turnover, although it collected information about the turnover of all the largest software companies in Russia. The reason is that a significant part of such information is obtained as a result of the annual survey of software developers on the terms of its non-disclosure, and this

condition is strictly complied with. Data from ratings from other sources, such as CNews, Tadviser100, were also used, but only after verification.

In addition, it is not entirely correct to compare the indicators obtained from the audited reports of a number of companies with the data presented by company employees during the survey, or obtained as a result of expert appraisals.

Strict ranking and comparison of companies with different business models will also not be quite correct.

Nevertheless, when compiling the RUSSOFT rating, first of all, the size of companies was taken into account. In order not to disclose confidential information and to avoid strict ranking, all companies were divided into groups and included there in alphabetical order without indicating their turnover.

For each group, a fairly wide range in total revenue was determined, and the distribution of companies into these groups took place not only according to existing turnover, but also taking into account their development trend.

Companies that already have a capitalization exceeding $1 billion fell into the top division.

Top Division (Division A)
1C
Cognitive Technologies
Kaspersky
Playrix
4 companies

Most likely, 1C could already have a billion turnover, taking into account its revenues not only from the sale of its own solutions, but also from its distribution activities. However, the economic crises of 2015 and 2020 (first of all, the depreciation of the ruble) extremely negatively affected its turnover in dollar terms, since the company receives the main income in Russia.

Kaspersky (previously called Kaspersky Lab) is firmly among the leaders, but is no longer growing as rapidly as it was a few years ago. Perhaps new solutions to ensure the security of the Internet of Things and more active work outside the United States and the EU will enable its acceleration and achieve USD billion turnover.

In 2020, Cognitive Technologies earned the privilege to be moved to Division A. Although there is no exact data on its turnover at the end of 2020, it can be assumed that it has a fairly high growth rate (if not at the end of 2020, then most likely in 2021).

Playrix (a developer of computer games) also got into the top division. Previously, there was no reliable data on its turnover,

because it was much lower. However, Bloomberg estimated its turnover at the end of 2020 at $1.75 billion with an increase of 60%. Although, most likely, most of the revenue of this company stays abroad (there it has significant assets in the form of purchased companies), it meets the RUSSOFT's criteria of a Russian company.

Group B also included fairly large companies. Their turnover ranges from $100 million to $500 million.

Division B
ABBYY
Acronis
CBOSS
Center of financial technologies
DataArt
EPAM Systems (Russia)
GDC Services (ICL-Services)
Infotecs
JetBrains
Luxoft Professional
Nexign (Peter-Service)
SKB Kontur
Voskhod (Research Institute Voskhod)
13 companies

The newcomer to this division in 2021 was Infotecs, which works in the field of information security.

Next year, Positive Technologies may get into this division if it maintains its increase of 55% in 2020.

Voskhod (Research Institute Voskhod) has so far been left in the division, because it reduces revenue only in USD terms, and continues to grow in RUB. The company focuses exclusively on the Russian market. In the future, and in this rating in particular, it is necessary to refuse from measurement of revenue in USD.

The MERA company is excluded from division C in 2020 (after its sale to a foreign investor), but at the same

time it had 4 newcomers, 3 of them from Division D — Security code, BARS Group and RDTex. Software Product (Software Product Group of Companies) was previously not included in the rating at all, because it was considered an IT integrator, and not a software developer. However, this company now positions itself more clearly as a software developer.

Division C
BARS Group
BSS
Diasoft
Forsite
Dr. Web
GDC Services (ICL-Services)
Kronshtadt (Kronshtadt group)
Positive Technologies
RDTex
RTSoft
Security code
11 companies

Newcomers to the rating in 2021, who were included into Division D, were Astra Linux (developer of secure operating systems and virtualization platforms) thanks to its 67% year-over-year growth, Neoflex (specializes in custom development and other IT services), which has increased its revenue by more than 50%, iSpring company (developer of professional tools for developing e-courses and organizing remote learning) and Business Automatics (development of web applications and client-server applications).

Directum is getting close to be included into Division D. Perhaps it already deserves to be their, but the exact amount of its revenue is not known.

There are several more applicants to be included in Division D (turnover from $20 million to $50 million). They are RC Module, Satellite Innovation and Contek Soft.

Perhaps it is worth including Waves Platform and Aitarget in the rating, but the question is to recognize them as software companies. Waves Platform is the developer of the Vostok blockchain platform, which is valued at more than $1 billion as part of the second round of investments. However, the company presents itself as an Internet service provider.

Division D
AKTIV
Arcadia
Artezio
ASCON
Ashmanov and Partners
Astra Linux
Atom Security
Auriga
B2B-Center ("Center for Economic Development")
Bercut
BIA Technologies

BIS ("Banking Information Systems")
BFT (Budget and Financial Technologies)
Business Automatics
CDC
Compass Plus
CryptoPro
Devexperts ("Expert-System")
DeviceLock
Digital Design
Elecard
EOS ("Electronic Office Systems")
First Line Software
iiko
iSpring
GalaktikaGarant
Geoscan Group
Group-IB
Infokompas
InfoWatch
Integra-S
Kodeks
Lanit-Tercom
Naumen

Neoflex
Scientific and Engineering Center SPb ETU - JSC NIC SPb ETU
Omnicomm
Paragon
PARMA Technologies Group
Parus
PROMT
Redmadrobot
SCANEX
SIGMA
Soft Expert
SpeechPRO ("Speech Technology Center")
SPIRIT
Reksoft
Return on Intelligence
R-Style Softlab
VIST GROUP
Zecurion
Zyfra (Zyfra Group of Companies)
54 companies

$8,5-$9 billion
(₽600-650 billion)

The total turnover of 82 companies included in the rating of the largest software companies is approximately
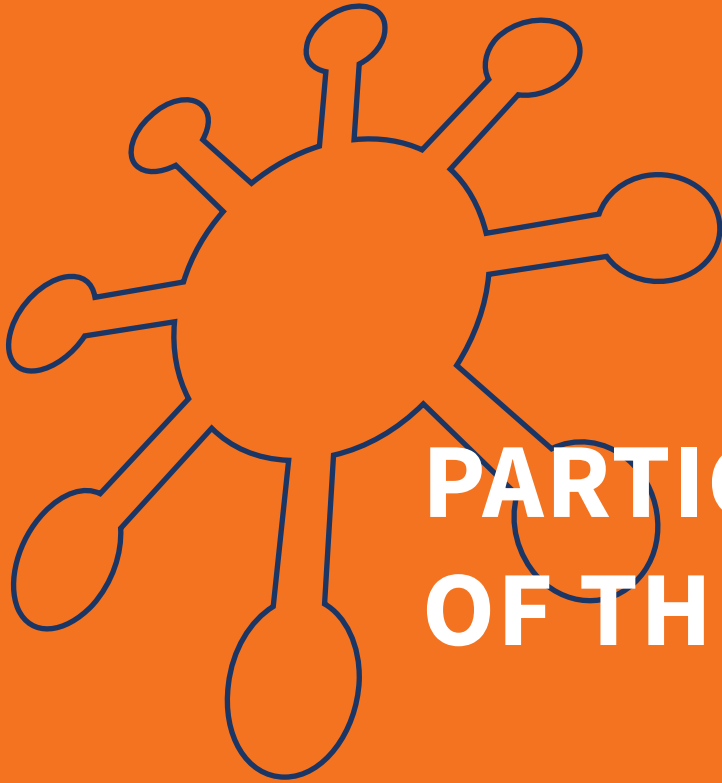
PARTICIPANTS OF THE SURVEY

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	Krasno-yarsk	3ksigma.ru	info@3ksigma.ru	(902) 945-6719	Basic software development (DBCS, OS, o ce 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 ow 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
Allliance+ (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, o ce 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, o ce 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**

Artezio is an international technology company that specializes in professionally solving complex tasks in digital business transformation and custom software development.

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.

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.

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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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**

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).

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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	Novosi-birsk	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, o ce applications, virtualization tools, programming languages and tools)	
Bee Pitron	Saint-Petersburg	beepitron.com	all@beepitron.com	(812) 740-1800	Replicated enterprise (institution) management, document ow 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, o ce 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	Novosi-birsk	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	Novosi-birsk	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 Develop-ment	Krasno-yarsk	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)	
Econophy-sica 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	Novosi-birsk	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
eVelopers	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	Ekaterin-burg	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**

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 PeugeotCitroën, MSC Cruises, Nielsen, Huawei, Thales, Roche, MainCare, Facebook etc.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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 Develop-ment	Novosi-birsk	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
Infoapteka	Moscow	infoapteka.com	office@infoapteka.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	Novosi-birsk	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	Novosi-birsk	interface.nsk.su	interface @interface.nsk.su	(913) 912-2216	System Integration	Big Data & BI
Internet-Frigate	Novocher-kassk	ifrigate.ru	main@ifrigate.ru	(86352) 2-4110	Navigation systems & Geographic information systems (GIS)	Artificial Intelligence, Big Data & BI, IoT, Smart City
IQ300	Naberezh-nye 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"	Ekaterin-burg	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
Itransition	Saint-Petersburg	itransition.com	info@itransition.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	
IZZZIO	**Moscow**	**izzz.io**	**info@izzz.io**	**(905) 520-3080**	**Custom software development**	**Artificial Intelligence, Big Data & BI, Blockchain Technology, IoT**

IZZZIO, 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. IZZZIO, LLC has an indefinite Russian Federal Security Service (FSB) license to develop solutions using CIPF.

The flagship product of the company (in the List of Russian software) is the IZZZIO 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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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	konstvk@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, o ce 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	Novosi-birsk	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	Novoros-siysk	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**

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.

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.

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).

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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	qnium.ru	office@qnium.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**	

RED SOFT — Russian developer and provider of IT solutions and services; Skolkovo resident, member of the "Domestic Software" and RUSSOFT 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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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	Novosi-birsk	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, o ce applications, virtualization tools, programming languages and tools)	Smart City

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.

Astra Linux solutions are actively used to ensure security of Critical Information Infrastructure (CII) facilities.

The company is a member of 'Russoft' and ARPP Software Developers association. Winner of international & local awards.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SDI SOFT	Moscow	sdisoft.ru	info@sdisoft.ru		Replicated enterprise (institution) management, document ow 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	

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.

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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SFERA	Moscow	sphaera.ru	info@sphaera.ru	(495) 672-7036	Replicated enterprise (institution) management, document ow 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**	

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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SIMETRA	Saint-Petersburg	simetragroup.ru	moscow@simetragroup.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	Novosi-birsk	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**

T8 is Russian developer and manufacturer of the dense wavelength telecommunications equipment (DWDM).

Activities:

— 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

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.

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
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	Novosi-birsk	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	Ekaterin-burg	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
Webpractik	Rostov-on-Don	webpractik.ru	info@webpractik.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	Novosi-birsk	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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