

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

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In terms of recent events, accelerating the growth of non-commodity exports, such as, IT-technologies is a crucial task. Markets of South-East Asia, Latin America, Africa and the Middle East has become a priority for the whole domestic ICT industry, and we are also presented there. Due to respectful and loyal attitude to Russian products, the emerging markets are open for us to operate. We need to invest as much effort, money, and other business and government resources as possible.

For a few years we've been closely cooperating with development institutes, in particular, with Russian Export Center, Ministry of Digital Development, Communications and Mass Media of the Russian Federation; participating in joint business missions, Intergovernmental Commissions on Trade, Economic, Scientific and Technical Cooperation; taking part in the development of legislation, aimed at the management of export activities; assessing current support measures.

Basing on our experience, we are able to identify efficient strategies. This is why the direct contact between state structures and business is required.

And that's how promotion tools with specific measurable result and understandable KPI are developed. I hope that geopolitical changes of this year will stimulate both government and IT-businesses to implement together a list of offers:

1. Create IT hubs abroad with the full-fledged infrastructure, as well as complex PR and marketing supplements. The main idea is not the promotion of a specific company, but the creation of "Made in Russia" brand for IT-solutions.
2. Involve vendor representatives in the implementation of "digital attaché" program, including the assessment of digital attaché effectiveness, regarding the KPI. Only employees of companies — operating abroad — know precisely, which skills and experience are required for promotion in a certain market. IT-companies should provide financial motivation for sales results with a percentage of transaction volume and assist in training applicants for a digital attaché position.
3. Structure sales system, with the focus on promotion of not only specific products and companies but platform

solutions instead. These solutions should include system and application software, as well as hardware. Creation and export of hardware and software system to developing countries implies establishing long-lasting relationship between states.

It's expected that the well-structured promotion of non-commodities exports program, which is in the process of development by Russian Export Center, the Ministry of Foreign Affairs of the Russian Federation, will include clear support measures approved by the IT-industry. Offers, aimed at effective allocation of budget funds, and support measures for non-commodity exports are relevant and require actions. I hope that in the nearest few years IT-vendors, industry associations, ministries and other stakeholder structures will concentrate efforts on the above mentioned measures.

2.1. Key indicators of the Russian software industry

According to RUSSOFT, at least 4.5 thousand stable companies professionally developing software operate in Russia (apart from startups and other enterprises without regular income). Annually, the number of software companies is growing by about 2–4%. According to this estimate, in 2021, at least 2.5 thousand companies conducted international business. Up to 3 thousand companies have experience in sales abroad, including in the near abroad. Each year, approximately 2–2.2 thousand companies received stable export income.

In the last few years, the share of companies with income from foreign sales, apparently, either hardly changed during the year, or decreased slightly. On the one hand, companies that previously worked only in Russia are beginning to enter foreign markets. On the other hand, companies that have insignificant export income (up to 10% of all revenue) have completely reoriented to the Russian market which is more attractive for them. This mainly applies to small companies that could not gain a foothold in the markets of Western countries (for more details, see

Chapter 4). The survey results suggest that the number of companies that have recently reoriented completely to the Russian market is slightly higher than the number of companies that began working abroad in 2021. The latest survey of software companies conducted by RUSSOFT in 2022 showed that 3.5% of companies with export revenues in 2020 had zero in 2021. At the same time, many companies had foreign sales in 2021 in the absence of export revenues in 2020.

According to the bank statements submitted to the Central Bank of the Russian Federation, in 2017, about 9 thousand companies received money for the “computer services” provided (explanations of what that means are presented below in Section 2.3.). In the same year, RUSSOFT assumed that the number of software companies that are exporters exceeds 2.2 thousand. However, the difference in the data of RUSSOFT and the Central Bank of Russia (2.2 thousand and 9 thousand, respectively) both in the number of exporting companies and in the total number of software enterprises is explained by the fact that the same company, as understood by RUSSOFT, can sell its services and solutions through several related legal entities. In addition, companies that cannot be considered software companies can receive income from “computer services,” since software development is not their main activity.

Number of Russian software companies (RUSSOFT estimate)

Number of stable Russian software companies	4.5 thousand min.
Number of companies with export revenues	2.5 thousand min.

Total number of specialized employees as of the end of 2021, thousand persons

Software developers working in all industries (including IT services of enterprises of different business fields)	>720
Software developers working in the Russian software development industry (total), of which:	>225
- in development centers abroad	8-10
- in Russia	≈215
Employees of service companies (including those working for foreign customers)	≈115 (50)
Employees of product companies	≈89
Employees of Russian R&D centers of foreign companies	≈11

2.2. Sales volume of the Russian software development industry

The total turnover of enterprises in the Russian software industry amounted to ₺1.56 trillion in 2021, an increase of 19%. Revenues from exports and sales within Russia (in rubles) increased equally — by about the same 19%.

If we consider the growth rate of the total turnover of industry enterprises, then 2021 was one of the most successful for the software industry over the past decade. The increase in total revenues in dollar or ruble terms in some previous years was significant, but, as a rule, this growth was due to strong fluctuations in the ruble exchange rate against the dollar. In 2015, with an increase in total revenue in rubles by 40%, its drop was even recorded by 10%

in dollars. In 2017, it was the opposite — calculations in dollars showed an increase in total revenue by 19%, and in rubles — only by 4%.

In order to see the general trend, RUSOFT calculates its own dual currency index (weighted average change in sales abroad in dollars and domestic sales in rubles). The indicator is far from perfect, since it does not take into account changes in the value of the ruble and the dollar associated with currency fluctuations. However, it does provide a general insight into the dynamics of the process. According to the dual-currency index, it can be seen that the software industry since 2014 (before RUSOFT calculated only export revenues) has

1,56 trillion RUB

The total turnover of enterprises in the Russian software industry

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 been growing by at least 10% per year (such an increase corresponds to the 1.1 index), and in some years — by more than 20%. Consequently, the version is confirmed according to which the total revenue of industry enterprises, taking into account the dual-currency index of RUSOFT, has growth limiters — a minimum of 10% and a maximum of 20% (or slightly more).

Increase in turnover and foreign sales of Russian software companies in 2014–2021

	2014	2015	2016	2017	2018	2019	2020	2021
Turnover, ₺	+25.5%	+40%	+27%	+4%	+19.5%	+17.8%	+16.5%	+19%
Turnover, \$	+5%	-10%	+16%	+19%	+10.6%	+14.9%	+4.5%	+17%
Foreign sales, \$	+11%	+12%	+13%	+16%	+10%	+17.5%	+4.3%	+17%

The lower bar was determined by the fact that the global need for software development is not fully met. Therefore, even in the absence of an increase in solvent demand in the domestic market, the industry can grow due to exports by at least 10%. The upper limit is determined by the personnel deficit. The staff of software companies can be increased by a maximum of 12–13%, which provides a turnover increase of about 20%. Product companies are less dependent on the number of software developers, but their development is limited by the presence of

those specialists on the market who can promote replicated solutions in various markets.

It can be noted that in the past 2 years, the growth rate of sales in the domestic market has equaled the growth rate of sales abroad (+19% in ruble terms). The convergence of these indicators means that a significant part of Russian software companies has learned to reorient from foreign markets to domestic ones or from domestic ones to foreign ones, responding to a change in demand.

The situation in the domestic market is also favorable for domestic software developers and has its impact as well. If in some years there was no significant expansion of it, then in 2022 foreign companies vacate a place on it (to a large extent due to the US sanctions policy and decrease in confidence in American and European software). In recent years, Russian software companies have been reorienting mainly from the markets of Western countries to the domestic market and the markets of “friendly” states (for more details, see Chapter 4).

Since the average annual dollar exchange rates in 2021 and 2020 differ slightly (73.7 rubles and 72.15 rubles, respectively), the growth indicators of the total turnover of Russian software enterprises, measured in dollars and rubles, in these years almost coincide (+17% and +19%, respectively).

Thanks to the database of software companies formed by the RUSOFT Association with data on their revenue and staff, it became possible to check our estimates. This database contains information on the 2020–2021 revenue of 6,246 legal entities that specified their main activity as software development (OKVED (Russian National Classifier of Types of Economic Activity) code 62.0 and 62.01). According to the results for 2021,

the total turnover of these legal entities amounted to ₺881 billion (\$11.952 billion), which is 19.6% more than a year earlier (+17.1%, if we compare the indicators in terms of dollars). Therefore, there is almost a complete match of the statistics data with the survey results. In this case, it is not mandatory, since in the formed database there are accounting indicators of not all legal entities with the OKVED (Russian National Classifier of Types of Economic Activity) code 62.0 or 62.01 (there is not enough information about the revenue of about 3 thousand companies). At the same time, RUSOFT focuses on real revenues, including the one that remains abroad, and not on accounting indicators. The difference between an increase in the total accounting revenue of legal entities with

the OKVED (Russian National Classifier of Types of Economic Activity) code 62.0 or 62.01 and an increase in the real total turnover calculated using the RUSOFT method may well be 2–3 percentage points. With a larger discrepancy, there will be a reason to doubt the accuracy of the calculations if this discrepancy has no explanation.

Data analysis of the formed database of companies allows you to check the absolute value of the total turnover of software industry enterprises. According to the financial statements, if the total revenue of 6 thousand out of 9 thousand legal entities developing software is ₺881 billion, then the real total turnover of all industry enterprises may well amount to ₺1,56 trillion.

The main economic indicators characterizing the Russian software industry in 2013–2018 (growth/decline compared to the same indicator of the previous year)

	units of measurement	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 %)
	\$	over \$11 billion	\$12 billion (+5 %)	\$10.34 billion (-10 %)	\$12 billion (+16 %)	\$14.3 billion (+19 %)	\$15.82 billion (+10.6 %)
Volume of foreign sales	\$	\$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 sales	%	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 %)
RUSOFT dual-currency index		—	1.23	1.1	1.21	1.13	1.14

* — until 2013, RUSOFT did not determine the size of the total turnover, therefore there is no data on the growth of turnover compared to 2012.

It is important to recall that since 2020, to summarize the results of the previous year, the Russian ruble (formerly the US dollar) became the base currency for calculating the financial indicators of companies in the RUSOFT study. If until 2020 RUSOFT collected information on the turnover of companies in dollars (the questions in the questionnaire were formulated accordingly) and made all calculations using them with the conversion of indicators into rubles at the average annual exchange rate, starting from 2020, the data is based on indicators in ruble terms, which are then additionally converted into dollars. This is done in order to enable a comparison of the Russian software development industry indicators at the international level.

In 2018, several large Russian companies immediately changed Russian jurisdiction

to the jurisdiction of foreign countries, which led to the fact that they ceased to be considered Russian according to the RUSOFT criteria. Accordingly, there was a decrease in the total volume of turnover and export of the entire industry. To avoid misunderstanding caused by an apparent discrepancy in sales volumes and growth rates in 2018 and 2019, a new table has been created to summarize the results since 2019. The changes in indicators specified therein apply only to the circle of companies that are still considered Russian (and were such 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 growth rates (reduction) for all the years of the study is quite justified (including in 2018 and 2019).

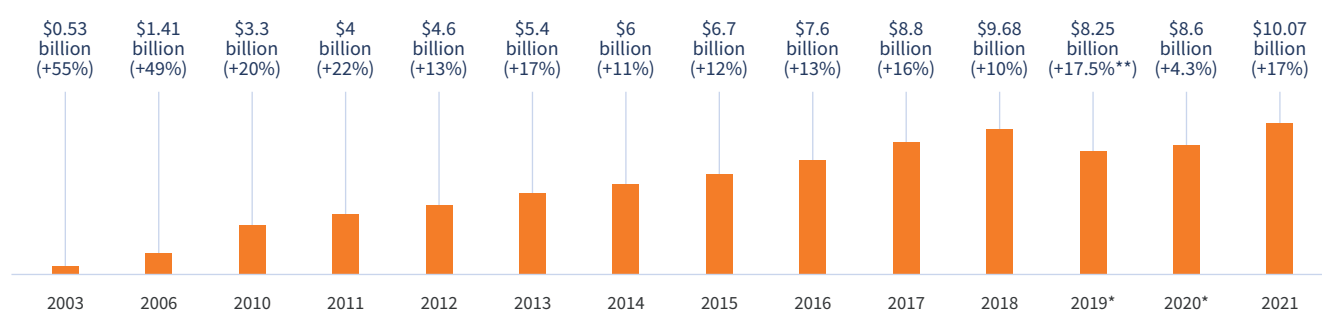
The main economic indicators characterizing the Russian software industry in 2019–2021 (growth/decline compared to the same indicator of the previous year)

	unit of measurement	2019	2020	2021
Total turnover of Russian software companies	₽	₽1.120 trillion (+17.8%)	₽1.305 trillion (+16.5%)	₽1.56 trillion (+19%)
	\$	\$17.34 billion (+14.9%)	\$18.1 billion (+4.5%)	\$21.17 billion (+17%)
Volume of foreign sales	\$	\$8.25 billion (+17.5%)	\$8.6 billion (+4.3%)	\$10.07 billion (+17%)
Share of foreign sales in total sales	%	47.6%	47.5%	47.5%
Domestic sales volume	₽	₽587 billion (+15.7%)	₽684 billion (+16.5%)	₽815 billion (+19%)
	\$	\$9.09 billion (+12.9%)	\$9.5 billion (+4.5%)	\$11.1 billion (+17%)
Change in total turnover of Russian software companies in rubles, including inflation	%	+14.4%	+11.1%	+10.1%
RUSOFT dual-currency index	—	1.17	1.104	1.18

2.3. Foreign sales and export receipts

As of the end of 2021, the total foreign sales of software industry enterprises increased by 19% in ruble terms and by 17% in dollar terms. As a result, export revenues from Russian software companies exceeded \$10 billion.

Foreign sales in 2003–2021 (year-on-year increase)



* — it is incorrect to correlate the absolute values of 2018 and 2019 in this case, taking into account the fact that some companies ceased to be considered Russian

** — growth only for companies that are still Russian (excluding those that have lost this status)

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 foreign sales of the IT industry in 2019 would exceed \$11 billion, and by the end of 2021 — \$13 billion.

Foreign sales of software companies should not be confused with their export revenues from the sale of software and services for its development. Each of these terms has a corresponding quantitative measurement. There are three different indicators of the activity of software companies abroad:

- total volume of foreign sales,
- export volume of “computer services”,
- volume of export receipts.

Their difference from each other may well be very significant.

The computer services export volume is determined by the Central Bank of Russia on the basis of information received by the Central Bank of Russia from banks for the corresponding OKVED (Russian National Classifier of Types of Economic Activity)

classifier group. As of the end of 2020, their volume increased by 13.5% to \$5.094 billion, which is 59% of the total foreign sales of Russian software companies. As of the end of 2021, this figure reached \$6.35 billion, an increase of 24.7% over the year. As a result, the volume of exports of computer services (according to the Central Bank of the Russian Federation) began to account for 63% of foreign sales of Russian software companies (according to RUSSOFT calculations).

The difference between the two indicators is shrinking. In 2019, this was primarily due to the fact that several large companies as a result of the change of ownership ceased to be considered Russian (they left a significant part of the revenue abroad). In addition, the average salary of software developers in Russia in 2020 began to increase faster than in previous years, and during the pandemic, there was no opportunity to conduct foreign marketing campaigns. Nevertheless, the difference between the two indicators (export of computer services and foreign sales of software companies) is still high. It raises questions

and confusion but has a completely logical explanation.

Clarification of the Central Bank of Russia

Foreign trade statistics on “computer services” is developed on the basis of the international methodology set out in the “Manual on Statistics of International Trade in Services, 2010”, UN. Computer services include operations related to creation and implementation of software: development, creation, delivery and provision of documentation for custom software; purchase of ready-made software supplied by electronic means; purchase of software licenses without the right to reproduce or distribute.

In addition, this category of services includes works related to data processing, creation, recovery, hosting, storing and working with databases; services for development, design and placement of web pages on the server; services for

installation, repair and maintenance of computer equipment and software; provision of consulting services related to software and functioning of computer equipment, as well as training within consulting. The main sources of information in generating foreign trade statistics of the Russian Federation for services are the information contained in the reports of credit institutions approved by the Bank of Russia.

“Foreign sales of software companies” and “export of computer services” are two completely different indicators that should not be equal. Firstly, software

companies receive income not only from computer services, but also through the sale of software licenses when selling software and hardware systems, when selling advertising (in free applications), various non-computer services, conducted scientific research. Secondly, companies transfer the proceeds from the sale of their software abroad to Russia not only using 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 successfully operating abroad are not among the top 10 exporters of

computer services, but they are in the top 10 in the section “Payment for the use of intellectual property”. Thirdly, a significant part of the revenue received is not transferred to Russia. Some of the money remains with 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, this practice becomes especially relevant). It can be directed to marketing, to the maintenance of its own foreign development centers and sales offices, as well as remain in the bank accounts of the owners.

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

		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
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	10.07
	Annual change	+22%	+13%	+17%	+11%	+12%	+13%	+16%	+10%	+17%	+4.3%	+17%
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	6.35
	Annual change	+30.9%	+19.7%	+25.7%	+5.7%	-7.4%	+7.7%	+28.3%	+18.8%	+10.5%	+13.5%	+24.7%
Share of “computer services” export (Central Bank data) in foreign sales of software companies (RUSSOFT data)		42%	43%	46%	44%	37%	35%	39%	42%	54%	59%	63%

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

2.4. Comparison of foreign software sales and export of other goods and services

In 2021, there was no increase in the software exports share in the total exports of all Russian enterprises. It even decreased from 2.3% to 1.8% with a quite decent increase in foreign sales of Russian software companies (by 17%). A similar change was expected in mid-2021, because by this time oil prices had recovered, and experts predicted their further growth until the end of the year.

The change in the share of software enterprises in the total export volume must be looked at through data analysis for 5–10 years. If we take the last 20 years, this figure has almost always been growing, although in some years growth stopped due to a sharp increase in all Russian exports. In 2002, this share was 0.3%, and in 2016 and 2020 it reached a record value of 2.3% (for “computer

services” for the period from 2002 to 2020, it increased from 0.1% to 1.3%).

As of the end of 2019, the share of software companies' exports in the total export volume was lower than a year earlier (1.7% versus 1.9%), but this was only due to the fact that some software companies ceased to meet the criteria by which they were considered Russian

Comparison of foreign sales volume of software companies with total export of goods and services of the Russian Federation, \$ billion

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Export of services of the Russian Federation (Central Bank of the Russian Federation)	58.04	62.34	70.12	65.74	51.7	50.55	57.8	64.8	62.8	46.9	55.95
Export of goods of the Russian Federation (Central Bank of the Russian Federation)	515.41	527.43	521.84	496.81	341.42	281.85	352.3	443.1	414.3	332.2	491.6
Export of goods and services of the Russian Federation	573.45	589.77	591.96	562.55	393.12	332.4	410.1	507.9	477.1	379.1	547.5
Growth/decrease in exports of goods and services for the year	+29.8%	+2.8%	+0.4%	-5.0%	-30.1%	-15.4%	+23.4%	+23.8%	-6.1%	-20.5%	+44.4%
Foreign sales of software companies according to RUSOFT (annual change)	4 (+22%)	4.6 (+13%)	5.4 (+17%)	6 (+11%)	6.7 (+12%)	7.6 (+13%)	8.8 (+16%)	9.68 (+10%)	8.25 (+17.5%)	8.6 (+4.3%)	10.1 (+17%)
Share of foreign sales of software companies in total exports of the Russian Federation	0.7%	0.8%	0.9%	1.1%	1.7%	2.3%	2.1%	1.9%	1.7%*	2.3%	1.8%
Export of computer services according to the Central Bank of the Russian Federation (annual change)	1.7 (+30.9%)	2 (+19.7%)	2.5 (+25.7%)	2.7 (+5.7%)	2.5 (-7.4%)	2.7 (+7.7%)	3.4 (+28.3%)	4.1 (+18.8%)	4.5 (+10.5%)	5.1 (+13.5%)	6.35 (+24.7%)
Share of computer services in total exports of the Russian Federation	0.3%	0.34%	0.42%	0.48%	0.64%	0.81%	0.83%	0.81%	0.94%	1.3%	1.2%

Source: Statistics of the Central Bank, RUSOFT (only data on foreign software sales and calculation of shares)

* — decrease in the share is due to the fact that some software companies ceased to meet the criteria by which they were considered Russian

in our study. If we included them, the volume of foreign sales would exceed \$13 billion in 2021, and the share of the software industry in the total export of goods and services would be approximately 2.5%. As a result, the volume of foreign sales of software companies could already be compared with arms exports, which amounted to \$13.9 billion in 2021.

The comparison of data for all exports and for foreign software sales in this case is quite justified. If you focus only on the statistics of the Central Bank, it will be impossible to explain the significant fluctuations in data on computer services (which is natural, since the data of the Central Bank reflect only a part of foreign sales of Russian software companies).

Whatever the reasons for the change in the share of software exports, the undeniable fact is that foreign software sales have become much more significant in foreign economic activity of Russia in recent years than 10–15 years ago.

Exports of essential goods in 2016–2021

	Share in total exports of goods and services of the Russian Federation					
	2016	2017	2018	2019	2020	2021
Foreign sales of software companies	2.3%	2.1%	1.9%	1.7%	2.3%	1.8%
Food and agricultural raw materials	5.1%	5.05%	4.9%	5.2%	7.8%	6.7%
Grain (cereals)	1.7%	1.8%	2.06%	1.7%	2.6%	2.1%
Wood and pulp and paper products	2.9%	2.9%	2.7%	2.7%	3.2%	3.1%
Chemical industry products, rubber	6.3%	5.8%	5.4%	5.7%	6.3%	6.9%
Machinery, equipment and vehicles	7.3%	6.9%	5.7%	5.8%	6.6%	6.0%
Arms (source — Center for Analysis of the World Arms Trade)	4.5%	3.4–3.7%	≈3.1%	3.0%	4%	2.5%

For the last 10 years RUSSOFT has been comparing the volume of foreign sales of software companies with the export of various essential goods. This is done to assess the importance of the industry to the economy. It is assumed that this comparison is conditional, since the value of exports depending on the group of goods or services can have a completely different impact on the country's economy.

An added value indicator is also important, which is very high for the software industry, since the labor costs of software developers in total costs are 50–

80% (on average about 70%). In addition, in the commodity sector, a significant part of export income is provided by imported equipment and natural rent. In agriculture, exports depend not only on the work of farmers, but also fertile land, foreign equipment and imported seeds.

The comparison of foreign software sales volume with the export of other industries has been criticized for several years, since RUSSOFT calculations made on the basis of market participants survey are compared with official statistics. However, the calculated data on foreign sales of software companies is

quite consistent with the official statistics of the Central Bank on computer services, as shown above. Critics' proposal to exclude that part of the revenue of software developers that remains abroad from calculations is not entirely correct, given the specifics of computer services provision. In addition, other industries also bear costs for promotion, for participation in exhibitions, for the maintenance of foreign representative offices, have deposits in foreign banks, which are not deducted from their export revenue in calculations.

2.5. Domestic sales

Sales in the domestic market of Russian software companies amounted to ₺815 billion in 2021, which is 19% higher than in 2020. Service companies increased sales in Russia by 22% to ₺295 billion, and product companies — by 18% to ₺520 billion.

Since it is known what the approximate share of companies is for the actual custom development (about 70% for service and up to 20% for product companies), we can estimate the volume of orders for software development that Russian companies received in Russia. As of the end of 2021, this volume amounted to ₺260–300 billion, having increased by 20–21% over the year.

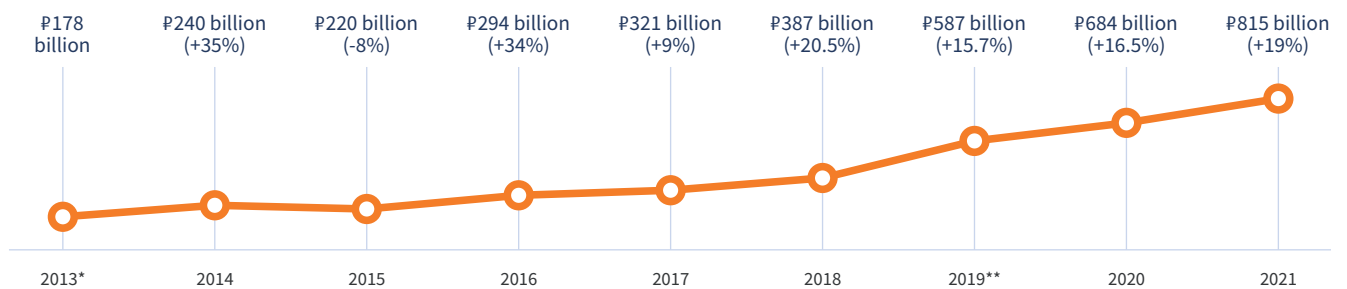
Similar calculations can be made regarding domestic software products

sold in Russia. Service companies also develop them, but in their total turnover they amounted to 8.7% in 2021 (in the previous few years from 6.3% to 8.3%). The main direction for product companies is 75% sales in the domestic market (in previous years — 70–72.5%). As a result, sales of domestic software products within Russia amount to ₺390–415 billion (growth over the year by 20–28%). In total, sales of custom software and software products in 2021 reached ₺650–715 billion. The difference between this indicator and the total sales of service and product companies (₺815 billion) is the implementation of software as part of software and hardware systems, revenues from various IT services, including SaaS, and other sources of revenue.

415 billion RUB

Sales of domestic software products within Russia

Sales volume of Russian software companies in the domestic market in 2013–2021



* — until 2013, RUSSOFT did not determine the amount of total turnover and sales within Russia, therefore there is no data on sales growth compared to 2012.

** — it is incorrect to correlate the absolute values of 2018 and 2019 in this case, because the 2019 indicator was actually calculated again using a slightly changed methodology and based on more complete data.

2.6. Forecast of changes in the main indicators of the software industry

In recent years, companies' expectations for growing turnover and exports have become too high. Real growth figures were 5–10 percentage points below 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 regarding the results of the entire year, therefore, with the survey launched at the end of February, some of the questions regarding plans for the current and next year became superfluous. By June, you could only count on a slight increase at the end of the year. At the same time, the pessimistic scenario remained relevant, and it suggested a significant reduction in sales.

In 2021, the situation in the global economy became more predictable for making a forecast of software sales both in Russia and abroad based on the expectations of the surveyed companies. According to this forecast, the growth rate of turnover in 2021 should increase compared to 2020 — from 16.5% to more than 20%, and the total turnover should have exceeded ₱1.6 trillion. If the average annual dollar exchange rate is about 75 rubles, which can be expected, then in dollar terms this figure will be more than \$21 billion.

Software companies rely more on the domestic market (on the growth of the entire economy, on digitalization and import substitution processes). Its sales are much easier to predict than to predict exports with unclear prospects for traveling abroad due to the declared pandemic. As of the end of 2021, the surveyed companies were extremely cautious about export volume. 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, foreign sales growth in the forecast based on the expectations of the surveyed companies will increase by only 13% (that is, less than in 2020). In dollars, the increase will be about 9% — up to \$9.3 billion.

We can assume that the forecast was justified relative to the total turnover in 2021. Although this figure fell short of ₱1.6 trillion, in this case, the deviation from the expected value is insignificant.

The forecast for foreign sales reflected the overly cautious expectations of the surveyed companies. Instead of the estimated growth of 9% (in dollar terms), the real increase turned out to be much more significant — by 17%. Exports of computer services increased even more — by almost 25%.

In the spring of 2022, when conducting a survey as part of the annual RUSOFT study in conditions of very high uncertainty, it made no sense to ask representatives of software companies about sales plans for the entire current year. Therefore, companies' forecasts for expected turnover and export were requested only for the first half of 2022.

Judging by the data of the surveyed companies, the projected increase in their total turnover in the first half of 2022 compared to the same period of the previous year is +16%, and exports — +14%.

Judging by the mood of the RUSOFT Association members observed in July, you can extend this forecast for the entire year. However, you can't extrapolate it to the entire industry, as it was done in previous years. The fact is that a number of large companies, which received most of the income from working in the markets of Western



The demand for IT solutions within the country has increased drastically due to strategic import substitution and the fact that the use of Western software decreased by 2 orders. This motivates IT market actors to launch software development programs. The availability of labor and financial resources, that are used to ensure sufficient investment in development, attract the best engineers and provide marketing support is listed among the most important success factors for developers, in addition to expertise and participation in large-scale projects.

Igor Kalganov
CEO of Group T1



countries, decided to completely close their offices in Russia, having arranged the relocation of their employees abroad. Russian software development centers of foreign companies have ceased to work. Many companies operating in the markets of developed countries ("unfriendly" countries) were forced to transfer sales centers from Russia to neighboring jurisdictions in order to avoid sanctions, keep customers and be able to receive payment in foreign currency. These categories of companies did not participate in the survey conducted by RUSSOFT.

Summing up 2022, it will be necessary to exclude data from those companies that cannot be considered Russian anymore, as well as data from closed R&D centers of foreign corporations, if not for the whole year, then for 6–8 months. To do this, you will have to deal with each such company separately, which can be done, since there

are not too many of them. It is possible that some of them only announced their departure from Russia, but continued to work in Russia in a different legal form.

Previously, it can be assumed that the total foreign sales of Russian software companies in 2022 will be lower than the previous year. Export revenue of those companies that can still be considered Russian enterprises is likely to decrease by 10–15% in dollar terms. At the same time, we can expect that the computer services export volume (according to the Central Bank of Russia) in 2022 may decrease significantly (several times) due to anti-Russian sanctions and transfer of sales centers of Russian exporters to other jurisdictions. At the same time, sales of all domestic software companies in the domestic market will increase by at least 15–20% in ruble terms. Thus, the total turnover of industry enterprises, despite significant personnel losses from

specialists traveling abroad (up to 15–20 thousand people), will not fall critically, but will increase by 5–10% in ruble terms.

All these forecasts suggest that there will be no new economic shocks before the end of the year, although they cannot be ruled out. The question is even acute about the use of an alternative dollar and euro currency for settlements, including the use of digital currencies (issued by the state) and even cryptocurrencies. It is unclear whether the US dollar will change dramatically against the currencies of other major countries. It can be assumed that all of them will depreciate following the dollar, confidence in which is lost, but which may hold out for some time as the main currency for international trade. In such a situation, the use of forecast values of sales and export earnings in ruble terms does not look like the worst option.

2.7. Nature of changes in company turnover

Change in annual turnover of respondents' companies (until 2019 in dollar terms, and since 2019 in ruble terms)

Turn	as of the end of 2014	as of the end of 2015	as of the end of 2016	as of the end of 2017	as of the end of 2018	as of the end of 2019	as of the end of 2020	as of the end of 2021
Unchanged	26%	4%	30%	27%	13%	4.2%	5.3%	12.3%
Increased	51%	25%	42%	43%	52.5%	69.4%	62.6%	67.8%
Decreased	15%	71%	11%	3.5%	15.5%	18.1%	15.1%	6.4%
Don't know	7%	14%	17%	26.5%	19%	8.3%	17%	13.5%

As of the end of 2019, the turnover indicator was measured in rubles (in previous years — in dollars), and the Russian national currency depreciated slightly against the dollar over the year. This is partly why there are more growing companies on the market. However, this factor was not the main one, 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, about half of the surveyed companies (51.4%) increased revenue by more than 10%. At the same time, one must admit that there were quite a few companies that reduced turnover.

In 2020, during the pandemic, the share of growing companies decreased, and that's what should happen during the

crisis. But the crisis for the software industry as a whole was not as serious as it could be assumed, and therefore the reduction in the share of growing companies was small. 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 2021, the share of growing companies turned out to be almost the same as in 2019, but at the same time the share of companies with reduced revenue became much smaller.

In 2020, it was possible to note the continued increase in the share of the Development Centers of foreign

companies in the total sales of the industry. Product companies increased exports slightly more, and service companies enjoyed the advantage in growing domestic market sales. Apparently, the growth of custom development in the Russian market was facilitated by the course towards digital transformation, which requires specific changes in the business model of a particular organization, which in most cases is impossible to provide with a boxed product.

In 2021, all changes characteristic of the previous year were preserved.

2.8. Distribution of foreign sales depending on business model

Distribution of total foreign sales by companies with different business models in 2016–2021 (absolute value)

	2016	2017	2018	2019	2020	2021
Service companies	46%	47.5%	47%	40.7%	39.3%	36.75% (\$3.7 billion)
Product companies	47%	46.5%	47%	49.4%	49.7%	51.65% (\$5.2 billion)
Development centers of foreign companies	7%	6%	6%	9.9%	11.0%	11.6% (\$1.17 billion)

Distribution of total domestic sales by companies with different business models in 2016–2021 (absolute value)

	2016	2017	2018	2019	2020	2021
Service companies	29.5%	30%	32%	33%	35%	36.3% (₽295 billion)
Product companies	70.5%	70%	68%	67%	65%	63.7% (₽520 billion)

Distribution of total turnover by companies with different business models in 2016–2021 (absolute value)

	2016	2017	2018	2019	2020	2021
Service companies	40%	41%	41.4%	36.4%	37.5%	36.7% (₽571 billion)
Product companies	55.5%	55%	55.0%	59.2%	57.3%	57.8% (₽900 billion)
Development centers of foreign companies	4.5%	4%	3.6%	4.4%	5.2%	5.5% (₽86.1 billion)

2.9. Service companies

Key performance indicators of service companies in 2021

	in rubles	in dollars	in rubles adjusted for inflation
Turn	₽571 billion	\$7.8 billion	—
Turnover growth	+17.3%	+14.5%	+8.2%
Volume of foreign sales	—	\$3.7 billion	—
Foreign sales growth	—	+7.9%	—
Domestic sales	₽295 billion	\$4.1 billion	—
Domestic sales growth	+22.2%	+20.5%	+12.7%

2.10. Software products and off-the-shelf solutions

Key performance indicators of product companies in 2021

	in rubles	in dollars	in rubles adjusted for inflation
Turn	₽900 billion	\$12.2 billion	—
Increase/decrease in turnover	+20%	+17.5%	+10.7%
Volume of foreign sales	—	\$5.2 billion	—
Foreign sales growth	—	+20.5%	—
Domestic sales	₽520 billion	\$7.0 billion	—
Domestic sales growth/decline	+18%	+15.4%	+8.7%

2.11. Software development centers of foreign corporations in Russia

Volume of services provided to foreign parent companies

Volume as of the end of 2020 in dollars	Change as of the end of 2020, \$	Volume as of the end of 2020 P	Change as of the end of 2020, P
\$0.95 billion	+16.4%	Р68.9 billion	+30%

Volume of services provided to foreign parent companies

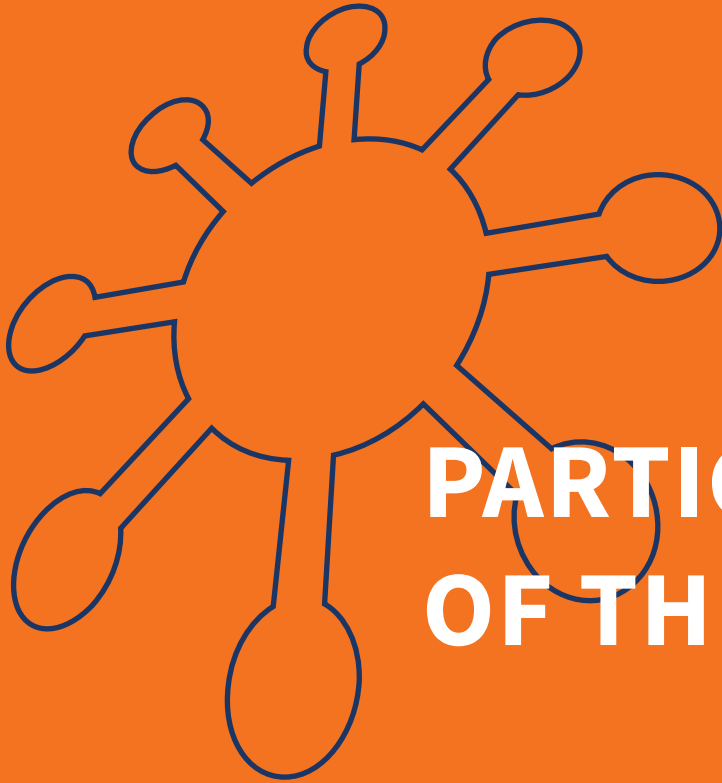
Volume as of the end of 2021 in dollars	Change as of the end of 2021, \$	Volume as of the end of 2021, P	Change as of the end of 2021, P
\$1.17 billion	+22.4%	Р86.1 billion	+25%

Foreign companies that have their own development and research centers in Russia until the beginning of 2022:

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.





PARTICIPANTS OF THE SURVEY

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
2Nova Interactive	Saint-Petersburg	2nova.ru	hello@2nova.ru	(812) 318-4085	Custom software development	
7bits	Omsk	7bits.it			Custom software development	AR & VR Development; Artificial Intelligence; Big Data & BI; IoT; Smart City
A7 Systems	Saint-Petersburg	a7systems.ru	info@a7systems.ru	(812) 603-7137	Development of programming tools and database	Artificial Intelligence; Big Data & BI; IoT; Smart City
Across Engineering	Moscow	across.ru	info@across.ru	(495) 517-8033	Custom software development	
Active Business Consult / VS Robotics	Moscow	vsrobotics.ru	pr@vsrobotics.ru	(495) 136-5182	Embedded software (equipment, devices)	Artificial Intelligence; Big Data & BI
ALAN-IT	Yaroslavl	alan-it.ru	info@alan-it.ru	(485) 237-0303	Development of own analytical services	Artificial Intelligence; Big Data & BI; IoT; Smart City
Alee Software	Saint-Petersburg	alee.ru	info@alee.ru	(812) 309-7859	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	
ALPOM	Saint-Petersburg	alpom.ru	inbox@alpom.ru	(921) 745-5069	Custom software development; Embedded software (equipment, devices)	
Altcraft	Ryazan	altcraft.com	contact@altcraft.com	(491) 290-1004	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
ALT-SOFT	Saint-Petersburg	altsoft.spb.ru	altsoft@altsoft.spb.ru	(921) 956-7961	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence
Alvion Europe	Sevastopol	alvioneurope.ru	info@alvioneurope.ru	(978) 767-9890	Custom software development; Website designing	Big Data & BI; IoT; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Angels IT	Voronezh	angelsit.ru	it@angelsit.ru	(473) 255-5007	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Embedded software (equipment, devices)	AR & VR Development; Artificial Intelligence; IoT; Smart City
Arax Group	Moscow	araxgroup.ru	info@araxgroup.ru	(495) 504-8263	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Blockchain Technology
Arcadia	Saint-Petersburg	softwarecountry.com	info@softwarecountry.com	(812) 610-5955	Custom software development	Artificial Intelligence; Big Data & BI
A-Real Consalting	Yaroslavl	xserver.a-real.ru	hello@a-real.ru	(800) 555-9297	Information security solutions	Artificial Intelligence
Artezio	Moscow	artezio.com	welcome@artezio.com	(495) 981-0531	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology
ASys Soft	Moscow	asys.ru	asys2007@mail.ru	(929) 539-7815	Custom software development	
ATM	Moscow	atm.moskba	mail@atm.msk.ru	(499) 490-2207	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI; IoT; Smart City
Auriga	Moscow	auriga.com	pr@auriga.com	(495) 713-9900	Custom software development	Embedded and system-level development; Big Data; ML; IoT
		<p>Established in 1990, Auriga is one of the top 100 leading outsourcing software R&D providers worldwide. Headquartered in the U.S., with 600+ employees located across seven development centers and operating 13+ embedded testing R&D labs, Auriga delivers 100+ projects yearly. We offer custom software development, product maintenance, re-engineering and porting, integration, testing and test automation services for medical device, automobile and construction tools manufacturers, industrial automation and power management companies, consumer electronics, retail & logistics, software vendors (ISVs), semiconductors and hardware manufacturers (OEMs), like Chrysler, Draeger Medical, nVent and others.</p>				
AV Soft	Moscow	avsw.ru	konkurs@avsw.ru	(495) 988-9225	Information security solutions	Artificial Intelligence; Big Data & BI; IoT; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
AVS Consulting	Moscow	avsconsulting.ru	avs@avsconsulting.ru	(925) 999-3071	Custom software development, Website designing	AR & VR Development; Artificial Intelligence; Big Data & BI; Blockchain Technology; Smart City
AXELOT	Moscow	axelot.ru	a.dolgikh@axelot.ru	(495) 961-2609	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Axilon	Moscow	axilon.ru	info@axilon.ru	(916) 815-3499	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other), Custom software development	Big Data & BI
BOBDAY	Krasnodar	bobday.ru	info@bobday.ru	(800) 201-3375	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	Big Data & BI
Brain Systems Group	Saint-Petersburg	brainsystems.ru	zakupki@brainsystems.ru	(800) 555-3107	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
Celsus	Kaluga	celsus.ai	celsus@celsus.ai	(965) 077-7705	Embedded software (equipment, devices)	Artificial Intelligence
CenovikPRO	Moscow region	cenovik.pro	info@cenovik.pro	(495) 215-5248	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
Cerebro	Moscow	cerebrohq.com	info@cerebrohq.com	(499) 110-8234	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	
Citrus	Ioshkar-Ola	citrus-soft.ru	alex@citrus-soft.ru	(987) 702-7147	Website designing	
CodeInside	Penza	codeinside.ru	office@codeinside.ru	(8412) 636-736	Custom software development	Artificial Intelligence; IoT

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
CommuniGate Systems	Moscow	communigate.ru	russia@communigate.ru	(499) 271-3154	Development of unified communications technologies	
Cortex	Krasnodar	cx.technology	info@cx.technology	(988) 245-9945	Custom software development; Scientific researching	Artificial Intelligence; Blockchain Technology
		<p>Cortex Technology is an international software group focused on digital commodity trading, agritech, biotech, and digital transformation of state authorities.</p> <p>Our key practices:</p> <ul style="list-style-type: none"> – Digital commodity markets for metals and chemicals, trade platforms integration (Nasdaq, CQG, public blockchains), real-time data exchange, blockchain technologies (custom blockchain, dAps, smart-contracts); – MedTech and BioTech: end-to-end product lifecycle automation, procurement and contract management, bioinformatics, machine learning for biological and medical data, telemedicine SaaS; – Incident management in casinos; – Regional decision support and incident management systems. 				
Crosstech Solutions Group	Moscow	ct-sg.ru/	info@ct-sg.ru	(495) 741-8864	Information security solutions	Artificial Intelligence; Big Data & BI
CVisionLab	Taganrog	cvisionlab.com	info@cvisionlab.com	(903) 464-7047	Custom software development	Artificial Intelligence
Cyberprotect	Moscow	cyberprotect.ru	info@cyberprotect.ru	(903) 203-2299	Information security solutions	
Data East	Novosibirsk	dataeast.com	support@dataeast.com	(383) 332-0320	Navigation and geographic information systems	Artificial Intelligence; Big Data & BI; Smart City
DDoS-Guard	Rostov-on-Don	ddos-guard.net	info@ddos-guard.net	(495) 215-0387	Information security solutions	Artificial Intelligence
Development Center SAPR "GeoS"	Nizhny Novgorod	k3info.ru	sale@k3info.ru	(831) 435-2539	Replicated enterprise (institution) management, document of 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
Diasoft 	Moscow	diasoft.ru	pr@diasoft.ru	(495) 780-7575, (495) 789-9339	Software development for the financial and other industries; custom software development; enterprise resource planning (ERP platform); development of basic software (DBMS, programming tools)	Business processes management, visual analytics, Big Data, AI, ML
<p>Diasoft is one of the largest Russian providers of IT solutions. During its 31-year history, it has accumulated a unique experience in development, implementation and support of comprehensive IT systems for customers from different industries, with the main focus on financial institutions.</p> <p>Diasoft is recognized as a systemically important company for the Russian information and communications industry. Its products are listed in the Unified Register of Russian Programs for Electronic Computers and Databases, and are recognized by Gartner, IDC, Forrester, BIAN and other global experts.</p> <p>The company is headquartered in Moscow, has branches in Saint Petersburg, Yaroslavl, Cheboksary, Perm, Novosibirsk, a representative office in Germany and a subsidiary in Vietnam.</p>						
Digital Design	Saint-Petersburg	digdes.ru	info@digdes.com	(812) 346-5833	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	Artificial Intelligence; Digital Workplace
DZ SYSTEMS	Moscow	dzsystems.com	sales@dz.ru	(495) 225-7693	Mobile applications; Custom software development	Artificial Intelligence; Big Data & BI; Smart City
Econophysica	Tomsk	econophysica.com	conactus@econophysica.com	(3822) 900-601 ext: 1003	Custom software development; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI; Smart City
EC-Tavrida	Simferopol	ec-tavrida.ru	ec-tavrida@yandex.ru	(978) 780-6700	Custom software development	
Edelink	Saint-Petersburg	edelink.ru	info@edelink.ru	(812) 507-3804	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	PropTech

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
e-legion	Saint-Petersburg	e-legion.ru	anna.krasavtseva@e-legion.com	(981) 844-4060	Mobile applications; Custom software development	Big Data & BI; IoT; Smart City
ErmineSoft ltd.	Novosibirsk	ermineSoft.com	denis@ermineSoft.ru	(913) 926-2697	Custom software development; Website designing	AR & VR Development; Artificial Intelligence
Etton Grup	Kazan	etton.ru	info@etton.ru	(800) 100-0815	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; Smart City
Evavision	Ekaterinburg	evavision.tv	sales@evavision.tv		Development of a broadcasting control system for a network of video monitors of a new generation	IoT; Smart City
FAYGROUP	Moscow region	faygroup.ru	info@faygroup.ru	(964) 786-6003	Custom software development	IoT
Fidesys LLC	Moscow	cae-fidesys.com	v.a.levin@mail.ru	(495) 177-3618	Scientific researching; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; IoT; Smart City
FlexSoft	Moscow	flexsoft.com/about	info@flexsoft.com	(495) 788-0325	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
Fogstream	Khabarovsk	fogstream.ru	org@fogstream.ru	(4212) 909-809	Custom software development	Blockchain Technology; Smart City
Foresight	Moscow	fsight.ru	info@fsight.ru	(495) 137-5498	BI-systems	Artificial Intelligence, Big Data & BI, IoT, Smart City
foresight.	<p>Foresight is one of the largest Russian BI vendors. The company delivers to the market native and mature solutions for data analysis and corporate mobility development – Foresight Analytics Platform and Foresight Mobile Platform.</p> <p>Foresight Analytics Platform features high performance, supports various data types and their data sources, includes machine learning, big data, modeling and forecasting technologies.</p> <p>The company has also developed such products as Foresight Budgeting, Foresight Investment Management, and FlyBI used for business analysis on-the-go. Company products are used by companies in corporate, state and banking sectors. The Foresight partner network includes more than 60 Russian IT companies.</p>					

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Format Koda 	Saint-Petersburg	formatkoda.ru	info@formatkoda.ru	(812) 336-5533	Custom software development; Mobile applications	Artificial Intelligence, Big Data & BI, IoT, Smart City
<p>FormatKoda is a premier provider of software engineering, software enablement, and digital transformation advisory services.</p> <p>The company leverages its agile technological excellence to efficiently deliver complex projects in retail digitalization, web content management & eCommerce, healthcare IT & real world evidence and data, machine learning and enterprise data management. Software engineering services include Mobile and IoT Dev, Test Automation, and Big Data Implementation.</p>						
GDC Services	Usady town (Tatarstan)	icl-services.com	pr@icl-services.com	(800) 333-9870	Custom software development; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development; Artificial Intelligence; Big Data & BI; IoT
Gektor	Moscow	gektorstroi.ru	support@gektorstroi.ru	(495) 510-1545	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
GEOCAD plus	Novosibirsk	geocad.ru	info@geocad.ru	(383) 352-1333	Navigation and geographic information systems	AR & VR Development; Smart City
Geoscan Group	Saint-Petersburg	geoscan.aero	info@geoscan.aero	(812) 363-3387	Professional unmanned technologies; Embedded software (equipment, devices)	AR & VR Development; Artificial Intelligence; IoT
Global Rus Trade	Moscow	globalrustrade.com/ru	info@globalrustrade.com	(495) 256-2625	International trade Marketplace	
GLOLIME LTD	Saint-Petersburg	glolime.ru	info@glolime.com	(812) 334-9384	Specialized tablet computers and development of a management system for enterprises and organizations on their basis	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.ru, harman.com	Olga.Sheinfeld@harman.com	(905) 664-1155	Custom software development	AR & VR Development; Artificial Intelligence; Big Data & BI; IoT; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends	
IBS InfiniSoft 	Moscow	ibs-infinisoft.ru	ymaksimenko@ibs.ru; info@ibs-infinisoft.ru	(495) 967-8080; (495) 967-8081	Custom software development; Mobile applications; Website designing		
	InfiniSoft	<p>IBS InfiniSoft is a development hub of IBS group of companies with global 30 years' experience and big number of projects providing technology solutions and drive business change for customers in Russia and abroad. We focus on the business landscape with industry knowledge and digital capabilities, combining strategy and results-driven software development. IBS InfiniSoft operates efficiently with an agile workforce of 1000+ developers and other IT specialists. It combines a unique mixture of development excellence and deep industry expertise, helping our clients innovate in the areas of State administration, Automotive industry, Financial services, Healthcare, Media and Telecommunications, Retail, Oil and Gas, Energy, and other industries. We offer software, SAP, mobile, 1C and web development, as well as UI/UX design, UX-research, architecture & consulting services.</p>					
Ideas World	Simferopol	iw-group.pro	info@iw-group.pro	(800) 301-0762	Custom software development; Mobile applications		
INEC-IT	Moscow	inec.ru	support@inec.ru	(495) 786-2230	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)		
InetPartners	Moscow	callpy.com	business@inetpartners.ru	(926) 613-4870	Custom software development	Big Data & BI; IoT	
Infinity Video Soft	Tomsk	videograce.ru	contact@videograce.com	(903) 953-3424	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)		
INFOPRO	Moscow	info-pro.ru	post@info-pro.ru	(800) 600-2401	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT; Smart City	
Information Systems and Services 	Novosibirsk	isands.ru	info@isands.ru	(800) 775-1986	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI; IoT; Smart City	
		<p>Information Systems and Services, LLC is a company that uses its own low-code development platform IS.PROMETHEUS to create applications quickly and easily. The company's products are based on microservices architecture to show solid performance in handling the growing number of requests and are used by a variety of large enterprises.</p>					

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
INFORM-TEKHNIKA	Moscow	minicom.ru	inf@infotek.ru	(495) 662-7321	Developer and manufacturer of modern means of communication	
Inline Group	Voronezh	inlinegroup-c.ru	contacts@inlinegroup-c.ru	(910) 749-8328	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development
Innotech	Moscow	inno.tech	info@inno.tech	(800) 500-3333	Custom software development	Artificial Intelligence; Big Data & BI
		<p>Innotech Group (part of Group T1) is a fast-growing high-tech IT company. Since 2020 we have been providing cutting edge software solutions for business digitalization. Innotech Group builds partnerships with leading companies in the financial sector, offering them comprehensive solutions for front and back offices, modern fintech products and big data systems. Moreover, Innotech Group carries out custom-made technological projects of any complexity, helping its clients on the path of digital transformation.</p>				
Inostudio Solutions	Taganrog	inostudio.com	russoft@inostudio.com	(8634) 320-318	Custom software development	AR & VR Development; Artificial Intelligence
INOVENTICA Technologies	Moscow	inoventica-tech.ru	info@inoventica-tech.ru	(495) 646-7308	Information security solutions	
Inreco LAN	Vladimir	inrecolan.com	sergey.pyatigorskiy@inrecolan.com	(492) 244-4090	Custom software development	
Integral	Saint-Petersburg	integral.ru	eco@integral.ru	(812) 740-1100	Stationary software for environmental calculations	
ISGneuro	Moscow	isgneuro.com	info@isgneuro.com	(495) 232-2233	Development, support and development of our own product line of analytical software	Artificial Intelligence; Big Data & BI; IoT
iSpring	Ioshkar-Ola	ispring.com	buh@ispring.ru, valentina.bulygina@ispring.com	(960) 099-0074	Online Training Software	
ISPsystem	Irkutsk	ispsystem.ru	e.lavrenteva@ispsystem.com	(963) 305-0563	Embedded software (equipment, devices); Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools); Replicated enterprise (institution) management, document of 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
IT Pro	Moscow	biqube.ru	dp@itprocomp.ru	(952) 056-1199	Custom software development	Artificial Intelligence; Big Data & BI
ITB LLC	Saint-Petersburg	itb.spb.ru	manager@itb.spb.ru	(812) 335-0145	Information security solutions	
ITC Solutions	Sevastopol	itcsolutions.ru	dm@itcsolutions.ru	(989) 836-9939	Outsourcing/ outstaff architecture, development, system and business analysis, software testing	
ITConstruct	Novosibirsk	itconstruct.ru	office@itconstruct.ru	(383) 375-1277	Website designing	
ITPS	Perm	itps.com	info@itps-russia.ru	(495) 660-8181	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI; IoT
IVA Technologies (IVKS)	Innopolis	iva-tech.ru	info@iva-tech.ru	(495) 134-6677	Developers of innovative IT solutions for building a modern digital infostructure	Artificial Intelligence
IZZIO	Moscow	izz.io/ru	info@izz.io	(905) 520-3080	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT
KAMIS	Saint-Petersburg	kamis.ru	info@kamis.ru	(812) 274-3522	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City
KODEKS	Saint-Petersburg	kodeks.ru	nishonov@kodeks.ru	(812) 740-7887	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development; Artificial Intelligence
LANIT-TERCOM	Saint-Petersburg	lanit-tercom.ru	contact@lanit-tercom.com	(812) 922-2091	Custom software development	AR & VR Development; Artificial Intelligence; Big Data & BI; Blockchain Technology; Smart City
Lartech	Saint-Petersburg	lar.tech	info@lar.tech	(812) 339-4501	Embedded software (equipment, devices)	IoT; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Lexema	Ufa	lexema.ru	info@lexema.ru	(347) 284-7000	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
Lotsiya	Moscow	loodsen.ru	welcome@loodsen.ru	(495) 730-2023	Custom software development; Mobile applications; Website designing	Big Data & BI
Luxms Group	Saint-Petersburg	luxmsbi.com	sales@luxmsbi.com	(812) 974-7403	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Artificial Intelligence; Big Data & BI; IoT; Smart City
Makves	Moscow	makves.ru	marketing@makves.ru	(495) 150-5406	Information security solutions	
MATSBKT-SEZ	Moscow	interpolymech.com	nnevskaya@global-rc.ru	(916) 609-0790	Custom software development; Embedded software (equipment, devices)	AR & VR Development; Artificial Intelligence; IoT
Megaputer Intelligence	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
Microolap Technologies	Tatarstan	microolap.ru	formal@microolap.ru	(926) 326-9277	Information security solutions	Network Traffic Analysis (NTA)
Monolit-Info	Saint-Petersburg	monolit.com	alex@monolit.com	(921) 937-8542	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	Big Data & BI
Motiware	Belgorod	motiw.ru	office@motiw.ru	(472) 278-0000	Custom software development; Replicated enterprise (institution) management, document of 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
Moy Klass	Ekaterinburg	moyklass.com	info@moyklass.com	(495) 108-5239	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
New space	Moscow	newspacecorporation.com	info@newspacecorporation.com	(928) 165-3302	Custom software development; Website designing	Big Data & BI; Blockchain Technology; IoT; Smart City
Nexign	Saint-Petersburg	nexign.com/ru	Yekaterina.Petrova@nexign.com	(812) 326-1299	BSS solution provider	IoT
NitrosData	Moscow	nitrosdata.ru	info@nitrosbase.com	(495) 101-4324		Big Data & BI
NooSoft	Bryansk	noosoft.ru	lv@noosoft.ru	(913) 271-3993	Custom software development	Artificial Intelligence; Big Data & BI
Nord Clan	Ulyanovsk	nordclan.com	welcome@nordclan.com	(499) 404-0943	Custom software development; Mobile applications; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence
NotiSend	Tomsk	notisend.ru			Marketing platform for business	
Novosibirsk Scientific and Technological Center	Novosibirsk	nntc.pro	ematveeva@nntc.pro	(923) 248-2615	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
NTP-DIP	Saint-Petersburg	ntp-dip.ru	dip_zenit@mail.ru	(911) 928-8478	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
OFT	Bryansk	oft32.ru	oft@inbox.ru	(920) 602-3335	Replicated enterprise (institution) management, document of 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
Open Solutions	Penza	osinit.com	info@osinit.com	(800) 250-9669		AR & VR Development; Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT; Smart City
Piter-Soft	Saint-Petersburg	piter-soft.ru	info@piter-soft.ru	(812) 333-0860	Custom software development	
POWWWER	Novosibirsk	powwwer.io	a.mitasov@powwwer.io	(383) 318-1043	Custom software development; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Blockchain Technology; IoT
Project	Moscow	project-llc.ru	sdmitriy@project-llc.ru	(985) 890-0000	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
PROMT	Saint-Petersburg	prompt.ru	julia.epiphantseva@prompt.ru	(812) 655-0350	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
Prostorlab	Moscow	prostorlab.com	korolev@enersys.ru	(926) 296-0502	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	IoT; Smart City
PROTEI	Saint-Petersburg	protei.ru	sales@protei.ru	(812) 449-4727	Embedded software (equipment, devices)	Big Data & BI; IoT; Smart City
RAIDIX	Saint-Petersburg	raidix.ru	request@raidix.com	(812) 622-1680	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Artificial Intelligence; Big Data & BI; IoT; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Raketa 	Moscow	raketa.world	hello@raketa.travel	(925) 655-9007	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
					<p>“Raketa” Company is a developer of the digital platform and the mobile application for business trips and expense management. Our solution helps commercial and government companies save up to 30% of business travel budgets and up to 90% of employees' working time, makes the process of organizing business trips and expense management fully digital and automated.</p> <p>“Raketa” is the winner of the prestigious Buying Business Travel Awards in the Technology category in 2022 and the best Online booking tool in 2018.</p> <p>The company's offices are located in Moscow, Vladivostok, Yekaterinburg, Novosibirsk, Almaty, Nur-Sultan, Bishkek. The staff has 100 employees. Now we have more than 300 largest companies from Russia and abroad in our portfolio.</p>	
RDTEX	Moscow	rdtex.ru	marketing@rdtex.ru	(495) 995-0999	IT Services	Artificial Intelligence; Big Data & BI; IoT
red_mad_robot Tomsk	Tomsk	redmadrobot.ru	ee@redmadrobot.com	(909) 542-2169	Custom software development; Website designing; Mobile applications	Blockchain Technology; IoT
Redline	Tomsk	redlg.ru	info@redlg.ru	(999) 619-7912	Website designing; Mobile applications	IoT
Reksoft	Moscow	reksoft.ru	info@reksoft.ru	(495) 926-1771	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT; Smart City
Relex	Voronezh	relex.ru	market@relex.ru	(473) 271-1711	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Big Data & BI
Renga	Saint-Petersburg	rengabim.com	info@rengabim.com	(812) 703-1011	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
RNDSOFT	Rostov-on-Don	rnds.pro	es@rnds.pro		Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	Big Data & BI; Blockchain Technology; Smart City


Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
RTC ARGUS	Saint-Petersburg	argustelecom.ru	t.stakanova@argustelecom.ru	(921) 781-2612	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI
S.C.A.T	Krasnodar	skat-vending.com	info@skat-vending.com	(918) 199-3891	Custom software development	Artificial Intelligence
SatvaSpace	Tver	satvaspace.com	s.abdulova@satvaspace.com	(921) 655-6958	Custom software development	Artificial Intelligence; IoT
SDI SOFT	Moscow	sdisoft.ru	info@sdisoft.ru	(499) 495-1042	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	NRI – Network Resource Inventory
SearchInform	Moscow	searchinform.ru	info@searchinform.ru	(495) 721-8406	Information security solutions	Artificial Intelligence; Big Data & BI
	<p>SearchInform is a leading Russian developer of information security solutions. The company's list of products includes instruments for complex internal threats protection: SearchInform Risk Monitor, SearchInform DLP, SearchInform SIEM, SearchInform FileAuditor, SearchInform ProfileCenter and TimeInformer as well as information security services using its own products.</p> <p>SearchInform products are suitable for companies of all industries, where data is stored, processed and transferred. 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, as well as by licenses from the Federal Service for Technical and Export Control of Russia.</p>					
Secret Technologies	Moscow	secretgroup.ru	info@secretgroup.ru	(495) 109-2950	Information security solutions	
SETERE	Saint-Petersburg	setere.com	info@setere.com	(812) 921-0977	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools); Custom software development	Blockchain Technology
	<p>SETERE (LLC "TBI") is a software development company for users of domestic operating systems based on LINUX. At the moment, the company has released two of its own products: a software package for the rapid deployment of remote workstations "ISU Terminal" and "SETERE OCR optical text recognition system".</p> <p>SETERE is also engaged in import substitution projects, carries out complex deliveries of software and equipment of its partners.</p>					
Sibedge	Tomsk	sibedge.com	contacts@sibedge.com	(382) 270-1841	Custom software development	Artificial Intelligence; IoT

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SIGMA messaging	Saint-Petersburg	sigmasms.ru	integration@sigmasms.ru	(904) 615-4608	Content provider for A2P text and multimedia messaging	
 	Ulyanovsk	simbirsoft.com	request@simbirsoft.com	(800) 200-9924	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT
<p>SimbirSoft provides custom software development and testing services. Since 2001, we have created more than 1000 IT products for business growth and development in fintech, retail, healthcare, logistics, industry, etc. We develop IT solutions for work automation, high-load systems, mobile apps, machine learning and data science systems for customers from Russia, Europe and the USA. We provide all services with our own staff of 1300 employees.</p> <p>SimbirSoft is listed among the largest IT companies in Russia and in the Software 500 global rating. Growth rates and service quality are confirmed by international awards and Global Outsourcing 100, RAEX, RUSSOFT AWARD, CNews, Tadviser, and Tagline ratings.</p>						
SIMETRA	Saint-Petersburg	simetragroup.ru	moscow@simetragroup.ru	(812) 702-1335	Custom software development; Navigation and geographic information systems; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Smart City; Big Data & BI; Artificial Intelligence
	Ulyanovsk	simtechdev.ru	sales@simtechdev.org	(800) 550-8510	Custom software development	
<p>Simtech Development is a developer of eCom solutions for the transitioning of business to a new level of digitalization.</p> <p>We have been converting sales to online for more than 17 years. Since then, we have implemented more than 5,000 projects, including the launch of highly loaded online stores and marketplaces “from scratch”, as well as modifications of existing complex eCom projects. We work with corporations, financial and trading companies, manufacturing enterprises and local businesses.</p> <p>We work in the in-house development format, implementing projects by specialists of our own.</p> <p>Furthermore, our operation is in accordance with the requirements of the international standard ISO 9001:2015.</p>						
SKB Kontur	Ekaterinburg	kontur.ru	pr@skbkontur.ru	(800) 500-5080	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	Artificial Intelligence; Big Data & BI

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SkyDNS	Ekaterinburg	skydns.ru		(812) 385-7421	Information security solutions	Big Data & BI
Smart Analytics	Perm	sm-analytics.com.ru	eugenia.shadrina@sm-analytics.com	(964) 190-3412	Custom software development	Big Data & BI
Smart Design	Saint-Petersburg	smddev.com	vitaly.tishkov@smddev.com	(921) 932-7150	Custom software development	Artificial Intelligence; Big Data & BI; IoT
Smartilizer Rus	Saint-Petersburg	smartilizer.ru	evgeny.filippov@smartilizer.ru	(921) 323-1370	Custom software development	Artificial Intelligence
SMS-Information technologies	Samara	sms-it.ru	info@sms-it.ru	(846) 205-7900	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	IoT
Soft Company	Moscow	softwarecom.ru	info@softwarecom.ru	(495) 983-0548	Custom software development	Big Data & BI; Blockchain Technology
SoftLab-NSK	Novosibirsk	softlab-nsk.ru	administration@softlab-nsk.com	(383) 363-0462	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other); Custom software development	AR & VR Development
SOLVO	Saint-Petersburg	solvo.ru	sales@solvo.ru	(812) 606-0555	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI
Sopos	Saint-Petersburg	einsur.ru	info@einsur.ru	(812) 507-6780	Custom software development; Tender platform; Health insurance expertise	
SPC KRUG	Penza	krug2000.ru	krug@krug2000.ru	(841) 249-9775	Development of software and hardware complexes and industry solutions in the field of industrial automation	IoT
Speech Technology Center	Saint-Petersburg	speechpro.ru	stc-spb@speechpro.com	(812) 325-8848	Embedded software (equipment, devices)	Artificial Intelligence; Big Data & BI; Smart City
SPHAERA	Moscow	sphaera.ru	info@sphaera.ru	(495) 672-7076	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Big Data & BI; Smart City

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
SSP SOFT 	Moscow	ssp-soft.com	sales@ssp-soft.com	(495) 975-9390	Custom software development	<p>SSP SOFT is a service company and a reliable IT service provider for the implementation of complex, large-scale business digital projects in banking and financial sector, retail, telecommunications, transport and logistics, power engineering and other areas.</p> <p>The company was awarded by the «RUSSOFT AWARDS 2021» prize in the category of fast-growing service companies that have made significant progress in the field of software development and IT-services export.</p> <p>Access to more than 1500 highly qualified specialists, high quality requirements, quick response to customer`s requests and modern management approaches allow SSP SOFT to provide services that meet international standards.</p> <p>SSP SOFT operates in the Russian Federation, Republic of Belarus, Republic of Kazakhstan and other EAEU countries.</p>
Statanly Technologies LLC	Saint-Petersburg	statanly.com	sergey@statanly.com	(921) 875-2396	Custom software development	Artificial Intelligence; Big Data & BI; Smart City
Supl.biz	Tomsk	supl.biz	info@supl.biz	(800) 600-5831	Services based on our own business platform Supl.biz	Artificial Intelligence
SWDC RTSOFT	Moscow	rtsoft.ru	rtsoft@rtsoft.ru	(495) 967-1505	Embedded software (equipment, devices); Custom software development	AR & VR Development; Artificial Intelligence; IoT; Smart City
SWTECNN LLC	Nizhny Novgorod	swtec.group	Artem.Kalachev@swteconn.com	(960) 173-8444		
Syncretis	Saint-Petersburg	Syncretis.com	info@syncretis.com	(812) 611-0686	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology
T1	Moscow	t1.ru	info@t1.ru	(495) 727-0985	Custom software development; System integration; Consulting	Big Data & BI; IoT
TEAM FORCE 	Moscow	teamforce.ru	welcome@teamforce.ru	(495) 646-8040	Custom software development; Mobile applications; Website designing	Human capital
						<p>TEAM FORCE is the pioneer of SmartStaffing and the leader of the TEAM FORCE Alliance, where IT teams have been strengthening each other via project-based rearrangement of required competencies since 2008. Our Alliance, as an industry partnership, is focused on solving the challenges of the largest corporate customers.</p>

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Technoservice	Moscow	techsrv.ru	info@techsrv.ru	(499) 704-3425	Custom software development	Big Data & BI; IoT; Smart City; AMS (Association Management Software); ESB (enterprise service bus)
TERMIKA	Moscow	olimpoks.ru	info@termika.ru	(495) 956-2101	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	
TLK	Novosibirsk	youlk.ru	info@youlk.ru	(383) 209-3430	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; IoT; Smart City
Tract-Soft	Saint-Petersburg	tract-soft.ru	ns@tract.ru	(812) 490-7799	Embedded software (equipment, devices); System for broadcasting automation and planning the radio content	
Transset	Moscow	transset.ru	inform@transset.ru	(499) 649-4668	Custom software development; Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	Artificial Intelligence; Big Data & BI; IoT; Smart City
TRONIC	Moscow	tronicint.ru	info@tronicint.ru		Supply of technological solutions for the production of microelectronics and relevant IT solutions for various sectors of the economy	Big Data & BI; Smart City
Unlim-Soft	Tyumen	unlim.group/ unlim-soft	m.zemlyanoy @unlim.group	(345) 228-5052	Custom software development	Artificial Intelligence; IoT
Usetech	Moscow	usetech.ru	info@usetech.ru	(495) 660-5048	Custom software development	Artificial Intelligence; Big Data & BI; Blockchain Technology; IoT

Company	Head office location	Web	E-mail	Phone	Specialization	Expertise in areas corresponding to global technological trends
Vinteo 	Krasnodar	vinteo.ru	info@vinteo.ru	(800) 333-4016	Basic software development (DBCS, OS, office applications, virtualization tools, programming languages and tools)	
<p>Vinteo is a Russian producer of professional videoconferencing software and endpoints (telepresence) and a provider of video engineering services. The Vinteo products are based on the international ITU-T standards and H.323 and SIP protocols and provide the maximum compatibility with third-party videoconferencing solutions. Vinteo products are used for holding conference calls at the highest government level, organizing national programs on distance education, telemedicine, etc.</p> <p>The company's developments are included both in the Unified Register of Russian Software and in the official list of analogues recommended by the Russian Ministry of Digital Development, Communications and Mass Media for replacement of popular foreign video communication services.</p>						
VR Concept	Moscow	vrconcept.net	info@vrconcept.net	(495) 212-1147	Replicated enterprise (institution) management, document of automation, design and production process systems (ERP, CRM, ECM, EDMS, CAD, APCS and other)	AR & VR Development; Smart City
Web3 Integrator	Moscow	wavesenterprise.com	sales@wavesenterprise.com		Custom software development	Blockchain Technology; IoT
Webpraktik Ltd	Rostov-on-Don	webpraktik.ru	info@webpraktik.ru	(863) 303-2038	Custom software development; Website designing	Artificial Intelligence; Big Data & BI
WESMA	Moscow	wesma.agency	manager@wesma.ru	(495) 118-2474	Website designing	