Presentation of Slovenian ICT Industry

Association for IT and Telecommunications (ZIT)
Overview of Slovenian ICT industry

- **Balanced mix of companies** providing software solutions, services and consulting
- ICT industry with **long-term tradition** and access to the modern technologies
- Increasing number of SLO companies with **impact on foreign markets** – Mobile solutions startups, niche solutions and services, eGov,….
- **Flexibility** of a small domestic companies with the quick response on customer needs
- E-government **paperless services** are among leading in EU
Overview of Slovenian ICT industry

- Slovenia, a **green reference country in digital Europe**
- a land of **high technological competencies**
- 4 billion EUR revenue (2017), 4.3% share from all companies
- Focus on **niche solutions and services**
  - Smart cities
  - Digital Transformation
  - Industry 4.0
  - Government 5.0
- By 2020, to provide most households with broadband internet access with at least 100Mb/s.
- Slovenia played host to the World’s First “Bitcoin City”
Overview of Slovenian ICT industry

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of companies</td>
<td>2607</td>
</tr>
<tr>
<td>Number of employees</td>
<td>24,500</td>
</tr>
<tr>
<td>Revenue (EUR)</td>
<td>3.7 billion</td>
</tr>
<tr>
<td>Export (EUR)</td>
<td>900 million</td>
</tr>
<tr>
<td>Added value per employee (EUR)</td>
<td>60,000 EUR</td>
</tr>
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</table>
Association for IT and Telecommunications of Slovenia

- 300 members

**Association’s priority assignments**

- Establish Slovenia as a reference country for user friendly e-government services – DIGITAL SLOVENIA
- Impact on general and **specific legislation** in ICT industry
- Position the **industry issues** as high as possible on the political agenda
- Encourage and accelerate business on domestic and foreign markets
- Integration of ICT companies with users in economy and state government
- Technical support of members in order to obtain EU and national **developing funds**
- Technical and financial support to members in their efforts to **penetrate global markets**
- Promotion of members’ achievements
Association’s Competence Centers

- eGovernment
- Cloud Computing
- Business service providers
- Telecom operators
- Cyber security
- SciTech
- ZITex
e-Government Competence center

- 27 companies
- established partnership with national authorities
- preparation of national strategies and specifications
- acceleration of user-friendly e-services for the citizens, Public Administration and Industry
- best practice from industry on information systems development processes
- architecture and building blocks of e-government service oriented platform
- public procurement system for ICT services improvement
EuroCloud Slovenia - Cloud Computing Competence center

- companies offering Cloud platforms and services
- member of the EuroCloud Association
- 20 companies
Business service providers
Competence center

- 22 Slovenian and international providers (including SAP, Microsoft...)
- conduction of financial operations in more than 60% of Slovenian companies
- national projects connected with finances and digitalization of economy and Public Administration (e-invoices exchange and Tax e-invoices confirmation...)
- The section cooperates with the State administration on preparation and enforcement of Financial legislation, e-business standards...
Telecom operators competence center

- 5 largest telecommunications operators,
- 87% of investments in the electronic communications sector
- priorities - infrastructure development, legal protection and acceleration of e-services and electronic communications in Slovenia
Cyber security competence center

- established in 2016,
- addressing cyber security challenges and opportunities on national level
ScienceTech competence center

- new section in 2017
- focused on connecting IT companies with academic environment
- bringing latest scientific achievement on global markets
ZITex – Group of export oriented IT companies

- Group of export oriented IT companies
- 82 enterprises
- over 160 million EUR annual export
- Supporting joint activities of the members in their efforts to extend their business abroad.

- Established in 2008
- internationalization of solutions developed in Slovenia.
## ZITex Members / Numbers

<table>
<thead>
<tr>
<th>Companies (85)</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Mio. €)</td>
<td>378</td>
<td>423</td>
<td>434</td>
<td>449</td>
<td>512</td>
</tr>
<tr>
<td>Export (Mio. €)</td>
<td>137</td>
<td>146</td>
<td>151</td>
<td>161</td>
<td>181</td>
</tr>
<tr>
<td>YoY 17/13 growth</td>
<td>17/13 growth</td>
<td>6,5</td>
<td>3,4</td>
<td>6,6</td>
<td>12,4</td>
</tr>
<tr>
<td>17/13 growth</td>
<td></td>
<td>6,5</td>
<td>10</td>
<td>17</td>
<td>32%</td>
</tr>
</tbody>
</table>

![Graph showing Prihodki and Izvoz for years 2013 to 2017](image_url)
ZIT - Smart Cities and Communities founding partner

- Smart Cities and Communities - Strategic Development and Innovation Partnership (SRIP)
- Partnership backed by EU funding
- Supporting state initiative of green reference country in digital Europe
- Role model of cooperation between industry, science and government
- Main goals of partnership
  - digital transformation acceleration
  - Internationalization of solutions and services
- Vertical areas (Health; Energy and utilities; Mobility, transport and logistics; Security; Quality of urban living; Smart City ecosystem)
- ICT horizontal focused on
  - Digital Innovation Hub Slovenia
  - Comprehensive ICT platform for smart cities and communities
  - Cyber security center
Contact

- zitex@gzs.si

Web Site
- http://zitex.gzs.si/