

INVESTMENT OPPORTUNITIES

# IT and Software Development in the Czech Republic





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Last update: September 2008

Photography source: CzechInvest & Czech Tourism

# Introduction

## The Czech Republic – European Giant in Software Development

In today's society modern Information and Communication Technologies (ICT) are considered to be a decisive factor in economic and social development. This is in large part due to the fact that such technologies make it possible to overcome the obstacles of distance and unfavourable geographical location. The dynamism of development and the scope of operation show that they play an indispensable role in society.

The Czech Republic has emerged as Europe's top location for offshoring and outsourcing of IT services. Repeatedly recognized by various researchers this fact is confirmed by the strong inflow of high-value-added projects of the world's top IT companies and is fueled by the country's tradition of excellence in technical fields.

In recent years, new projects of Microsoft (Development Center for Mobile Technologies), Skype (Application Development Center, the first outside the company's home country), Deutsche Börse and RedHat (both software development centers) were added to the list of already successfully established centers in the country. Also, companies such as Sun Microsystems, Monster Technologies, Acision and Infosys have officially announced expansions based on the success of their operations in the country.

The hottest news is that American software giant IBM chose Prague as the location for its headquarters from which it would direct its activities in Central and Eastern Europe.

Furthermore, IT companies with Czech origins are renowned worldwide for their products, such as Antivirus software from AVG Technologies and Alwil (Avast!) protecting millions of computers worldwide, integrated security solutions from Kerio or advanced communication systems of 2N Telekomunikace.

Despite being one of the most mature IT markets in the region, the Czech Republic still offers plenty of growth potential.

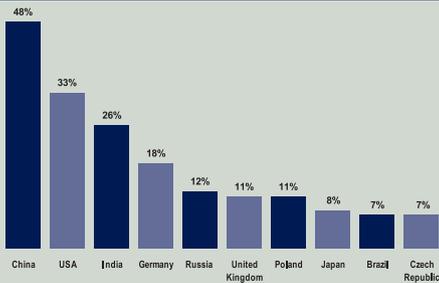
CzechInvest, the Investment and Business Development Agency of the Czech Republic, is ready to provide potential investors with comprehensive support, during the entire investment decision-making and implementation process, in order to reduce the burden on their management resources, especially in matters such as location selection, information support, matchmaking, supplier identification and so on.

To date, CzechInvest has participated in the establishment of 51 software-development centres in the Czech Republic.



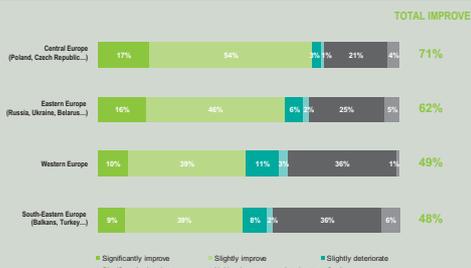
# The Czech Republic

The Top 10 most attractive countries in 2007  
(total superior to 100% - 3 possible choices)



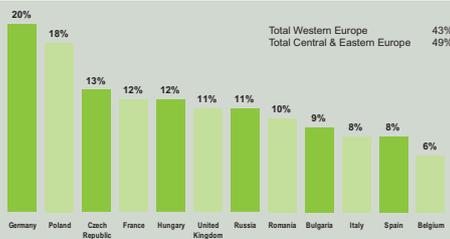
Source: Ernst & Young European Attractiveness Survey, 2007

Executive's perception of Europe's attractiveness  
over the next three years



Source: Ernst & Young European Attractiveness Survey, 2007

The European location sites considered for new investment  
or expansion projects  
(% of citations for each country - several responses possible)



Source: Ernst & Young European Attractiveness Survey, 2007

## Czech Republic: Outsourcing Rating

Criterion	Rating
Language	Good
Government support	Good
Labor pool	Good
Infrastructure	Good
Educational system	Good
Cost	Good
Political and economic environment	Very good
Cultural compatibility	Very good
Global and legal maturity	Good
Data and intellectual property security and privacy	Very good

Source: Gartner (November 2007)

## Ideal Location for Your Company Headquarters

Many organizations that choose to move IT services to lower-cost countries are daunted by the task of determining which country would best host their operations.

Thanks to its location in the centre of Europe, the Czech Republic is a gateway to both eastern and western markets. The Czech Republic is less than two hours by air from most European destinations.

The Czech Republic fares well against other Eastern European countries as a suitable site for offshore outsourcing. Good education system has been developed which may serve as a base for future skills development and produces a very capable workforce and advanced industry. The country's cultural compatibility also plays an important role.

Another positive aspect of the Czech Republic is its high quality of life, thanks to which it is not difficult for investors to persuade key employees to relocate to country, where they will find an extensive and safe transportation network and will not have a problem communicating with the locals in at least one world language. This is one of the reasons that firms such as IBM, Adobe and DHL run their Central European operations from Prague.

**“The Czech Republic is a suitable site for offshore outsourcing; highly rated in terms of political and economic stability, cultural compatibility and security.”**  
Gartner Analysis of the Czech Republic as an Offshore Services Location, (2007):

In 2007, Transparency International placed the Czech Republic 41st out of 180 nations in its Corruption Perception Index (180 equals the country with the greatest perceived corruption). The risk of political violence in the Czech Republic is very low.

As a member of the EU, the Czech Republic has enacted data protection legislation that incorporates the provisions of the EU Data Protection Directive. Information security maturity is good, with a reasonable depth of information security professionals trained at a technical level.

The economy has witnessed a gradual growth in GDP in the past four years and is ranked among the fastest-growing economies in the EU. There is also low inflation and falling unemployment.

**“The Czech Republic – Plenty Of Growth Potential”**  
EITO European Information Technology Observatory (2007):

The Czech GDP recorded a 6.5% increase in 2007 and is expected to reach 4.7-4.9% in 2008 and 5.1% in 2009. The main driver for this growth is the inflow of foreign direct investments (FDIs), which reached almost €6.7 billion in 2007.

EITO Country Report Czech Republic market value € million						
	2007	2008	2009	2006-2007	2007-2008	2008-2009
<b>Software</b>	518	569	618	10.5 %	9.7 %	8.6 %
<b>IT Services</b>	956	1,068	1,186	10.9 %	11.8 %	11.0 %
<b>Telecom end-user equipment</b>	351	363	373	4.7 %	3.5 %	2.5 %
<b>Network Equipment</b>	379	388	398	8.6 %	2.5 %	2.6 %

Source: EITO in collaboration with PAC and Idate, 09/2008, ww.eito.com



#### The most attractive cities for foreigners

Rank	Location
1	New York
2	Paris
3	London
4	Rome
...	
8	Amsterdam
9	Venice
10	Orlando
11	Prague

Source: Trip Advisor.com, 2008

#### Best cities to locate a business

Rank	Location
1	London
2	Paris
3	Frankfurt
4	Barcelona
...	
14	Prague
19	Warsaw
23	Budapest
24	Vienna
27	Rome

Source: Cushman and Wakefield, European Cities Monitor, 2007

#### Quality of life index, 2007

Rank	Country	Score
1	Austria	9.71
2	Iceland	9.56
3	Switzerland	9.45
4	Norway	9.25
20	Czech Republic	7.31
29	Slovenia	6.34
32	Slovak Republic	5.67
36	Hungary	5.30
50	Bulgaria	3.42
51	Poland	3.41
53	Romania	3.38

Source: IMD World Competitiveness Yearbook 2007

## Symphony for the Senses

The Czech Republic is not only a country suitable for operating the business but also a country where you can spend a wonderful time with your family and friends. Since the 1989 Velvet Revolution the Czech Republic has become a highly popular destination. Tens of thousands of foreigners have happily settled here, enjoying the country's combination of high standard of living and low costs.

Although in most respects life in the Czech Republic has rapidly approached Western standards of living, the cost of living remains substantially lower than in Western Europe. According to the Union Bank of Switzerland, average prices of goods and services in Prague are only 53.8% of those in New York. Domestic purchasing power in Prague is 46.3% of New York's level.

The Czech Republic ranks 20th out of 55 countries in the worldwide quality-of-life index and has the best result among the countries of Central and Eastern European. (IMD World Competitiveness Yearbook 2007)

The map of the Czech Republic is dotted with historical towns, castles, chateaux, churches and monasteries. 12 UNESCO sites make up a unique part of the Czechs' cultural heritage – hardly anywhere else on earth you find such number in such a confined area.

You will also be captivated by the Czech countryside which has ideal locations for active holidays, cycling or by water. There are also over 70 golf courses, and tens of ski resorts for winter fun.

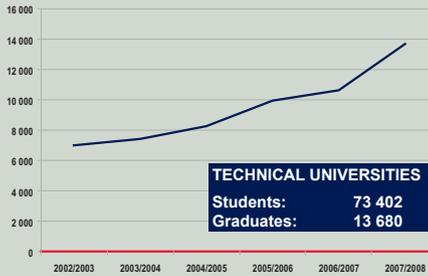
The Czech spas are famous around the world and enjoy a tradition going back centuries. Guests can receive treatment or just relax in their pleasant surroundings.

When you are in the Czech Republic, you can also discover the wonders of Czech cuisine, celebrated Czech beer and excellent Moravian wines. Whether you come at Christmas, during the spring holidays, in summer or in the autumn, you'll always find a lot going on and a different feel to this country in the very heart of Europe.



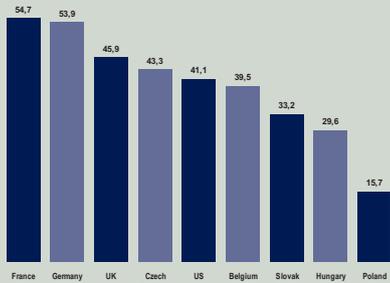
# ICT Related Education

Graduates on Technical Universities



Source: Institute for Information on Education, 2008

Science and engineering graduates from tertiary education in selected countries (% of tertiary graduates in 2005)



Source: OECD-Education at a Glance, 2007

ICT (2007/2008)

ICT (2007/2008)	Students	Graduates
Vocational training centres	18,978	5,437
Secondary professional schools	21,997	4,931
Higher professional schools	1,412	396
Universities	36,721	7,117

Source: Institute for Information on Education, 2008; CI, 2008

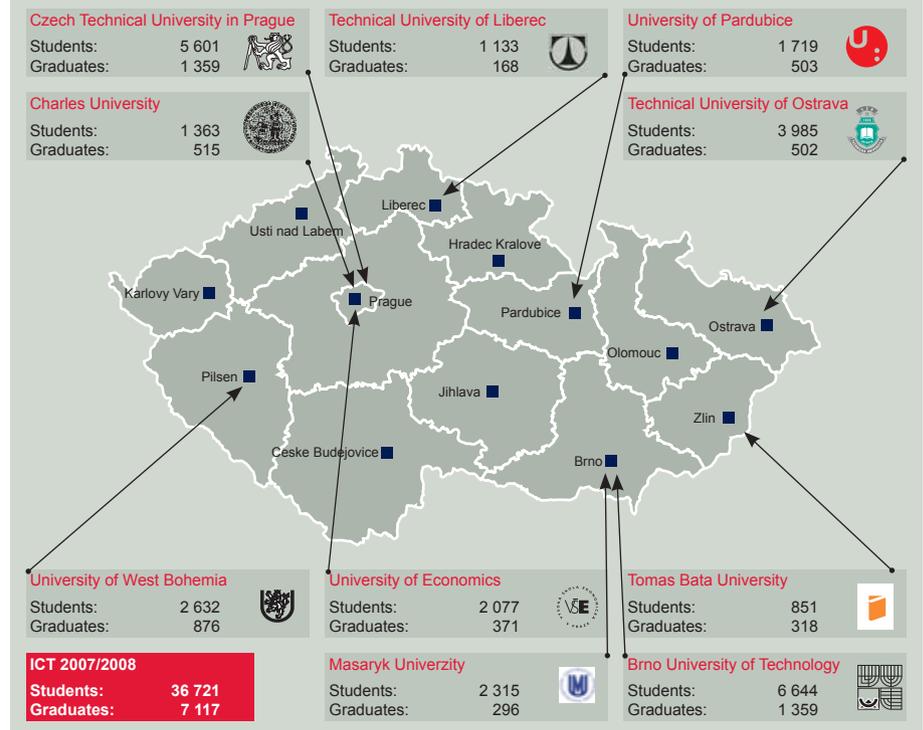
## Base For Future Skills Development

The Czech Republic combines an outstanding level of general education with strong science and engineering disciplines. For generations the Czech education system has generated high-level, technical problem-solving skills in environments where standard solutions are inadequate.

The Czech education system has a very strong position in upper secondary education which serves as the foundation for advanced learning and training opportunities, as well as preparation for direct entry into the labour market.

An abundant supply of university graduates assures continuous enrichment of the country's available labour pool. Public universities offer programmes ranging from ICT and electronics to life sciences and humanities, while a number of private institutions offer mainly business administration or economics studies. University education is generally focused to meet the needs of a competitive economy and the cooperation between universities and corporate sector has been expanding in recent years. Overall, there are almost 350,000 students at 25 public universities and colleges and 39 private universities and colleges in the Czech Republic.

ICT Students and Graduates on selected Universities 2007/2008



Source: Institute for Information on Education, 2008  
Note: According to the selected education fields



The Czech Republic offers a large number of skilled technical workers. The country has traditionally been very strong in technical fields and approximately one-third of all university graduates have a technical degree. There are currently more than 73,000 technical university students and students who study technical subjects at other universities. More than 13,000 university graduates in technical and scientific subjects enter the workforce every year. University students are engaged in R&D of various technologies, giving them exposure to these technologies and contributing to the quality of graduates.

University / Faculty	Total graduates on selected ICT faculties in 2007										
	Total	Daily Studies					Distant Studies				
		Total	Bachelors	Masters <sup>1</sup>	Continuing Masters <sup>2</sup>	Post-graduates	Total	Bachelors	Masters <sup>1</sup>	Continuing Masters <sup>2</sup>	Post-graduates
<b>Charles University in Prague</b>	<b>6 468</b>	<b>5 223</b>	<b>1 742</b>	<b>2 882</b>	<b>540</b>	<b>63</b>	<b>1 260</b>	<b>412</b>	<b>200</b>	<b>123</b>	<b>525</b>
Faculty of Mathematics and Physics	515	427	241	169	6	11	88	8	20	–	60
<b>Czech Technical University</b>	<b>3 974</b>	<b>3 619</b>	<b>1 686</b>	<b>1 735</b>	<b>139</b>	<b>70</b>	<b>358</b>	<b>110</b>	<b>74</b>	<b>58</b>	<b>116</b>
Faculty of Electrical Engineering	1 149	1 066	575	390	57	44	83	29	19	19	16
Faculty of Nuclear Sciences and Physical Engineering	210	194	102	84	5	3	16	–	–	–	16
<b>University of Economics in Prague</b>	<b>2 987</b>	<b>2 754</b>	<b>1 493</b>	<b>519</b>	<b>739</b>	<b>3</b>	<b>233</b>	<b>36</b>	<b>9</b>	<b>136</b>	<b>52</b>
Faculty of Informatics and Statistics	371	364	221	70	72	1	7	–	–	–	7
<b>Masaryk University</b>	<b>5 988</b>	<b>4 303</b>	<b>2 055</b>	<b>1 480</b>	<b>751</b>	<b>36</b>	<b>1 699</b>	<b>958</b>	<b>176</b>	<b>328</b>	<b>238</b>
Faculty of Informatics	296	288	187	9	91	2	8	–	–	1	7
<b>University of Technology in Brno</b>	<b>4 064</b>	<b>3 646</b>	<b>1 653</b>	<b>1 202</b>	<b>769</b>	<b>23</b>	<b>419</b>	<b>121</b>	<b>29</b>	<b>146</b>	<b>123</b>
Faculty of Electrical Engineering and Communication	<b>965</b>	<b>916</b>	<b>509</b>	<b>110</b>	<b>283</b>	<b>14</b>	<b>49</b>	<b>32</b>	<b>–</b>	<b>–</b>	<b>17</b>
Faculty of Information Technology	394	384	216	79	89	–	10	–	–	–	10
<b>VŠB-Technical University of Ostrava</b>	<b>4 427</b>	<b>3 565</b>	<b>2 005</b>	<b>1 061</b>	<b>479</b>	<b>20</b>	<b>864</b>	<b>452</b>	<b>138</b>	<b>156</b>	<b>118</b>
Faculty of Electrical Engineering and Computer Science	502	411	286	80	42	3	92	49	–	23	20
<b>University of West Bohemia</b>	<b>3 214</b>	<b>2 904</b>	<b>1 451</b>	<b>1 045</b>	<b>381</b>	<b>28</b>	<b>311</b>	<b>160</b>	<b>18</b>	<b>77</b>	<b>56</b>
Faculty of Electrical Engineering	517	481	265	82	129	5	36	20	–	–	16
Faculty of Applied Sciences	359	325	161	139	18	7	34	12	–	4	18
<b>Technical University of Liberec</b>	<b>1 333</b>	<b>1 038</b>	<b>452</b>	<b>412</b>	<b>154</b>	<b>20</b>	<b>295</b>	<b>207</b>	<b>56</b>	<b>19</b>	<b>13</b>
Faculty of Mechatronics	168	164	101	49	3	11	4	–	–	–	4
<b>University of Hradec Králové</b>	<b>1 336</b>	<b>784</b>	<b>380</b>	<b>344</b>	<b>57</b>	<b>3</b>	<b>554</b>	<b>381</b>	<b>48</b>	<b>117</b>	<b>8</b>
Faculty of Informatics and Management	401	265	174	69	22	–	136	117	–	15	4
<b>University of Pardubice</b>	<b>1 697</b>	<b>1 377</b>	<b>898</b>	<b>143</b>	<b>334</b>	<b>2</b>	<b>322</b>	<b>160</b>	<b>35</b>	<b>84</b>	<b>43</b>
Faculty of Economics and Administration	503	392	255	29	108	–	112	77	–	31	4
<b>Tomas Bata University in Zlín</b>	<b>2 343</b>	<b>1 282</b>	<b>839</b>	<b>1</b>	<b>438</b>	<b>5</b>	<b>1 062</b>	<b>749</b>	<b>–</b>	<b>292</b>	<b>22</b>
Faculty of Applied Informatics	318	215	125	–	90	–	103	52	–	46	5

Source: Institute for Information on Education, 2008

Note: 1) Master studies which lasts from 1 to 3 years and which concures to previous bachelor study.  
2) Master study which lasts from 4 to 6 years.  
Covers all faculty department

## Workforce

### Skills are the Critical Factor for Success in ICT Sector

Competitive costs play a substantial role in deciding where to locate and operate the business though. The continuing growth of the Czech economy and investment by companies and state institutions in information technology has spurred an ever increasing demand for experienced IT specialists. For the third consecutive year this demand is growing markedly faster than the number of specialists seeking jobs in the IT sector.

The result of this is the highest level of wages in the IT field among the absolute majority of professions. The highest wage growth in 2007 was primarily among graduates and specialists with up to three years' experience, who were most in demand in the IT market.

The wage amount always depends on the level of education, specialisation and length of experience, as well as on the size of the given company. Bonuses commonly comprise a significant wage component in sales and project-management positions, as well as in the majority of management positions. The wage differs according to regions.

Average gross monthly wages in 2007, in EUR						
IT position						
Region	Job position					
	Computing services managers	Computer systems designers, analysts and programmers	Programmer	Computer assistants	Computer equipment operators	Data entry operator
Prague	3 298	1 848	1 857	1 449	1 100	710
Central Bohemia	1 791	1 419	1 152	1 169	945	558
South Moravia	1 650	1 433	1 206	1 199	998	586
Moravia Silesia	1 756	1 263	1 069	930	657	640
Plzen	1 675	1 320	1 072	1 131	894	575
Liberec	1 899	892	1 043	1 046	888	558
Hradec Kralove	1 477	1 322	934	1 114	897	587
Pardubice	1 815	1 264	1 076	1 163	807	630
Zlin	1 398	1 001	1 037	889	889	485

Source: Ministry of Labour and Social Affairs, 2008, Average Exchange Rate CZK/EUR (2007): 27.762

Nevertheless, one of the main global attractions of the Czech economy remains its skilled and well-educated workers available at a **“fraction of the cost” of those in western economies**. The table shows the salaries of IT specialists in the United States in 2007 and a comparison with the salaries paid for the same positions in the Czech Republic.

The comparison of the IT's salaries in the USA and CR				
Position	CR min. CZK/month	USA min. CZK/month	CR max. CZK/month	USA max. CZK/month
JAVA Programmer	25 000	117 000	90 000	182 000
IT Team Leader	45 000	147 000	90 000	200 000
MS Administrator	25 000	92 000	65 000	144 000
IT Manager	50 000	230 000	150 000	378 000
Project Manager	40 000	137 000	140 000	200 000
Quality Engineer	22 000	98 000	65 000	142 000
Helpdesk	18 000	65 000	35 000	85 000
Analyst	25 000	118 000	74 000	163 000

Source: Robert Half Technology, Salary & Benefit Guide, 2008 - 2009, Average Exchange Rate CZK/USD (2008): 17.55

## Main Specifics and Wage Trends in Individual IT Fields and Professions in CR

Companies' investments in information technologies have been rising since 2005 and last year was no exception. This has led to relatively high demand for IT specialists, particularly programmers, analysts, project managers, salespeople and consultants. In 2008 we recorded a slight decline in wages among graduates and, conversely, wage growth among experienced workers, which is the result of an effort to preclude the exit of these specialists. At the end of 2008 there was a slight yet notable decrease of investments and thus a decline in demand for new employees on the part of ICT companies.

Below we present the main breakdown of positions and wage trends in individual IT fields and professions:

### Software development

The most highly demanded specialisations remain JAVA, C#/.net and C++. Monthly salaries among junior employees are in the range of CZK 25,000, i.e. CZK 5,000 less than in the previous year. Conversely, the salaries of experienced senior programmers/system architects at the upper wage limit increased by at least CZK 10,000.

In the case of junior web programmers (HTML, JavaScript, PHP, etc.) wages did not increase last year, but rather declined on average to CZK 22,000. PHP remains among the most in-demand technologies. Senior web programmers' top-scale salaries increased by roughly 20%. Other technologies (Visual basic, Delphi and ABAP) recorded a slight decline, as there is minimum demand for them, with corresponding wage rates for specialists in these technologies.

The percentage of companies that require active knowledge of English in addition to technical knowledge is increasing. The salaries of development-team leaders with up to three years' experience barely increased, by approximately CZK 3,000 – 5,000 monthly. Specialists with longer experience (five or more years) did not see any wage increase.

IT - Wage Trends *	0-1 year experience	1-3 years experience	3-5 years experience	5 and more years experience
Team leader	-	45 000-55 000	50 000-70 000	60 000-90 000
Programmer C++	25 000-30 000	30 000-45 000	40 000-60 000	50 000-70 000
Programmer JAVA, J2EE	25 000-30 000	35 000-48 000	45 000-60 000	53 000-90 000
Programmer C#, .net	25 000-30 000	32 000-48 000	43 000-60 000	50 000-80 000
Programmer PHP, HTML	22 000-28 000	25 000-40 000	35 000-50 000	40 000-60 000
Programmer VB, Delphi	25 000-30 000	30 000-40 000	35 000-45 000	40 000-50 000
Programmer PL / SQL	25 000-30 000	32 000-45 000	40 000-55 000	50 000-70 000
Programmer ABAP	25 000-30 000	30 000-45 000	45 000-55 000	50 000-60 000

### System administration

Companies' demand for UNIX system administrators increased with corresponding growth in wages for these positions of CZK 2,000 – 5,000 per month on average.

The position of MS administrator requires at least one year of experience in the field, though most companies prefer more experience. However, this no longer applies in the case of UNIX system administrators, in which case fresh graduates are offered job opportunities. Among junior employees in Helpdesk/HW-technician positions (secondary-school graduates without experience, university students), we continue to see monthly salaries under CZK 20,000. Wages of experienced workers increased by 10% on average. These employees advance to administrator positions after five years at the latest.

IT - Wage Trends *	0-1 year experience	1-3 years experience	3-5 years experience	5 and more years experience
Administrator MS	-	25 000-43 000	35 000-50 000	45 000-65 000
Administrator UNIX	23 000-28 000	30 000-45 000	45 000-55 000	50 000-75 000
Application administrator / ERP	22 000-25 000	25 000-40 000	35 000-50 000	50 000-70 000
Database administrator	25 000-28 000	30 000-40 000	40 000-50 000	50 000-60 000
Help desk / HW technician	18 000-25 000	25 000-30 000	30 000-35 000	-

\*Source: Salary&Benefits Guide 2007/2008, Rober Half International (in CZK)





### Consultants and analysts

Among junior analysts, there was notable growth in top-scale wages. Conversely, the upper limit of salaries among senior analysts decreased by CZK 6,000. These positions require certification and training focused on Microsoft, SAP, Siebel and ITIL.

Tester jobs remain entry-level positions for secondary-school graduates or university students and graduates.

IT - Wage Trends*	0-1 year experience	1-3 years experience	3-5 years experience	5 and more years experience
Analyst	25 000-32 000	30 000-43 000	40 000-62 000	40 000-72 000
Tester / Quality engineer	22 000-28 000	30 000-44 000	35 000-55 000	50 000-65 000
System consultant (MS, UNIX)	-	30 000-45 000	40 000-55 000	55 000-65 000
Consultant ERP, CRM, MIS, DMS, ITIL	-	30 000-50 000	40 000-80 000	60 000-100 000
Safety consultant	-	30 000-45 000	40 000-75 000	60 000-90 000
Technical writer	20 000-25 000	25 000-30 000	30 000-40 000	40 000-50 000

### Database specialists

Employers most require experience with Oracle and MS SQL databases. These positions also offer the highest salaries in this area.

In the area of database development, demand for PL/SQL knowledge dominates. The salary level in these positions is completely comparable with that of developers in the JAVA, C# and C++ languages. In view of the lower prevalence of Oracle databases among smaller companies, the availability of experienced PL/SQL specialists is limited.

IT - Wage Trends*	0-1 year experience	1-3 years experience	3-5 years experience	5 and more years experience
Database programmer	25 000-30 000	30 000-45 000	40 000-55 000	45 000-60 000
Database administrator	20 000-30 000	30 000-40 000	38 000-50 000	40 000-55 000

### Management

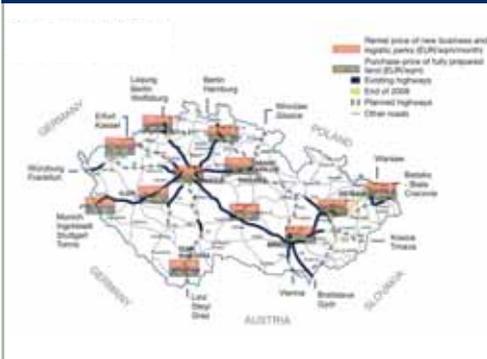
Project managers continue to be the most in-demand employees in this category. Unlike in previous years, supply and demand were balanced in 2008, resulting in a negligible wage increase of CZK 5,000 on average. In comparison with previous years, we again noticed a trend of reduced average wages among inexperienced specialists.

IT - Wage Trends*	0-1 year experience	1-3 years experience	3-5 years experience	5 and more years experience
Director, CEO	-	-	-	100 000-250 000
IT manager, CIO	-	-	50 000-100 000	80 000-150 000
Project manager	-	40 000-60 000	50 000-85 000	70 000-140 000
Security manager, CSO	-	-	-	70 000-130 000

\*Source: Salary&Benefits Guide 2007/2008, Rober Half International (in CZK/month)

# Property Market

## Prices of Business Properties in the Czech Republic



## The Czech Property Market is Increasingly Attractive for Foreign Investors.

The amount of office space is growing steadily while the availability of space for production facilities has been boosted by a major government programme designed to support the construction and development of industrial zones, brownfield regeneration and development of speculative buildings, premises for R&D and shared-services centres. An increasing number of large international and Czech developers are actively seeking sites to create new industrial, logistics and business parks.

## The Office Market

The office-space market has stabilized, especially in Prague, where rents are at a similar or even lower level than in comparable European cities. Prague, like other locations in the Czech Republic, continues to hold great potential for new projects, particularly for global trade centers of multinational companies.

## OFFICES in Regions

	Average rent (EUR/m <sup>2</sup> /month)	Selected Examples	Total Size sq m	Available sq m	Rent EUR	Available sqm/month
<b>PRAGUE</b>		Gemini	38,600	19,218	14,95 - 16,20	Yes
Prague city centre	18.50–20.00	The Park Chodov	108,200	12,332	14,50 - 14,75	Yes
Inner city	14.50–17.00	City Tower	42,000	42,000	from 13,90	Yes
Outer city	12.50–14.00	Kavčí Hory	36,550	20,000	14,50	Yes
Periphery	9.00–12.00	Office Park Nové Butovice	33,435	6,871	13,90	4Q 2008
		Avenir Bussines Park	21,000	8,950	13,25	Yes
		Explora Jupiter	21,000	15,000	13,90	4Q 2008
		Galleries Louvre	4,500	2,768	14,75	Yes
		Classic 7 Busines Park	42,500	10,200	380 - 420 CZK	Yes
		Prague marina Office Centre	14,500	14,000	14,50	2Q 2009
		Amazon Court	19,800	19,800	tbs	1Q 2009
		Prosek Point	25,300	17,500	12,50	1 - 2Q 2009
<b>Brno</b>	10.50–15.00	Brno Business Park	48,000	14,484	11,80	Yes
		Spielberk Office Centre	71,750	13,888	11,50 - 16	Yes
		Axis Office Park	10,000	10,000	9,50	Yes
		Vienna Point II	11,800	11,800	3,675 CZK/year	2010
		The Campus	50,000	3,64 (1st phase)	tbs	1Q 2009
<b>Ostrava</b>	9.50–13.00	Axis Office Park	30,000	19,318	9,95 - 12,50	Yes
		Nordica	12,000	10,619	11,80	1Q 2009
		The Orchard	36,000	17,300	330 CZK	Yes
		Nová Karolina	80,000	10,619	11,80	4Q 2008
<b>Plzeň</b>	9.50–11.00	Avalon Business Centre	22,000	5,499	250 - 300 CZK	Yes
		The Office Bory Fields	22,400	22,400	tbs	1Q 2009
		Plzeň West Business Center	30,000	6,802	8,50	Yes
		Fabrika Business Park	38,200	38,200	tbs	2009 - 2010
		Flexis Business Park	3,600	1,900	240 CZK	2009
<b>Liberec</b>	9.50–11.00	Business Centrum		2,000	180 CZK	Yes
<b>Hradec Králové</b>	9.00–11.50	Mera	4,200	4,200	280 CZK	2009
		Technology Centre	2,817	2,000	tbs	Yes
<b>Pardubice</b>	9.00–11.50	Vinice	4,818	4,818	3,100 CZK/year	2Q 2009
		Polyfunkční dům Rokycanova	6,200	1,736	2,000 CZK/year	
					FOR SALE 29,000CZK	Yes

Source: CzechInvest, September 2008



## Selected Science and Technology Parks

**Focus on: ICT services, telecommunications, electronics,**

Business Incubator Brno-South  
[www.vtpbrno.cz](http://www.vtpbrno.cz)

CPIT- TL2  
[pi.cpit.vsb.cz](http://pi.cpit.vsb.cz)

STEEL IT  
[www.steel-it.cz](http://www.steel-it.cz)

Science and Technology Park Plzeň  
[www.vtpplzen.cz](http://www.vtpplzen.cz)

Podnikatelský inkubátor Vsetín  
[www.aerv.cz](http://www.aerv.cz)

Vědeckotechnický park Slavičín  
[www.vtp.rckas.cz](http://www.vtp.rckas.cz)

Technological Centre Hradec Králové  
[www.tchk.cz](http://www.tchk.cz)

Business Incubator of the VŠB-TUO  
[www.cpit.vsb.cz/inkubator](http://www.cpit.vsb.cz/inkubator)

Regional office-space markets outside of Prague, notably in Brno, Ostrava and Plzeň, are growing quickly in terms of development and demand. The positive attributes of regional cities in comparison with Prague include their strategic location, lower rental prices, ample supply of skilled labor and lower wages.

In the largest secondary market, Brno, major completed projects include Brno Business Park Phase II and the IQ Buildings of the Spielberg Office Park. Growth of modern office stock has been strong in Ostrava, where major completed projects include the first phase of Red Group's The Orchard. Plzeň saw the completion of its largest modern office scheme so far with Avalon Business Park

A fairly large planned supply indicates limited room for rental growth in the coming years. Besides the free main secondary cities, demand is expected to strengthen in other regional markets, as Czech companies are increasingly considering relocating part of their operations.

## Science and Technology Parks

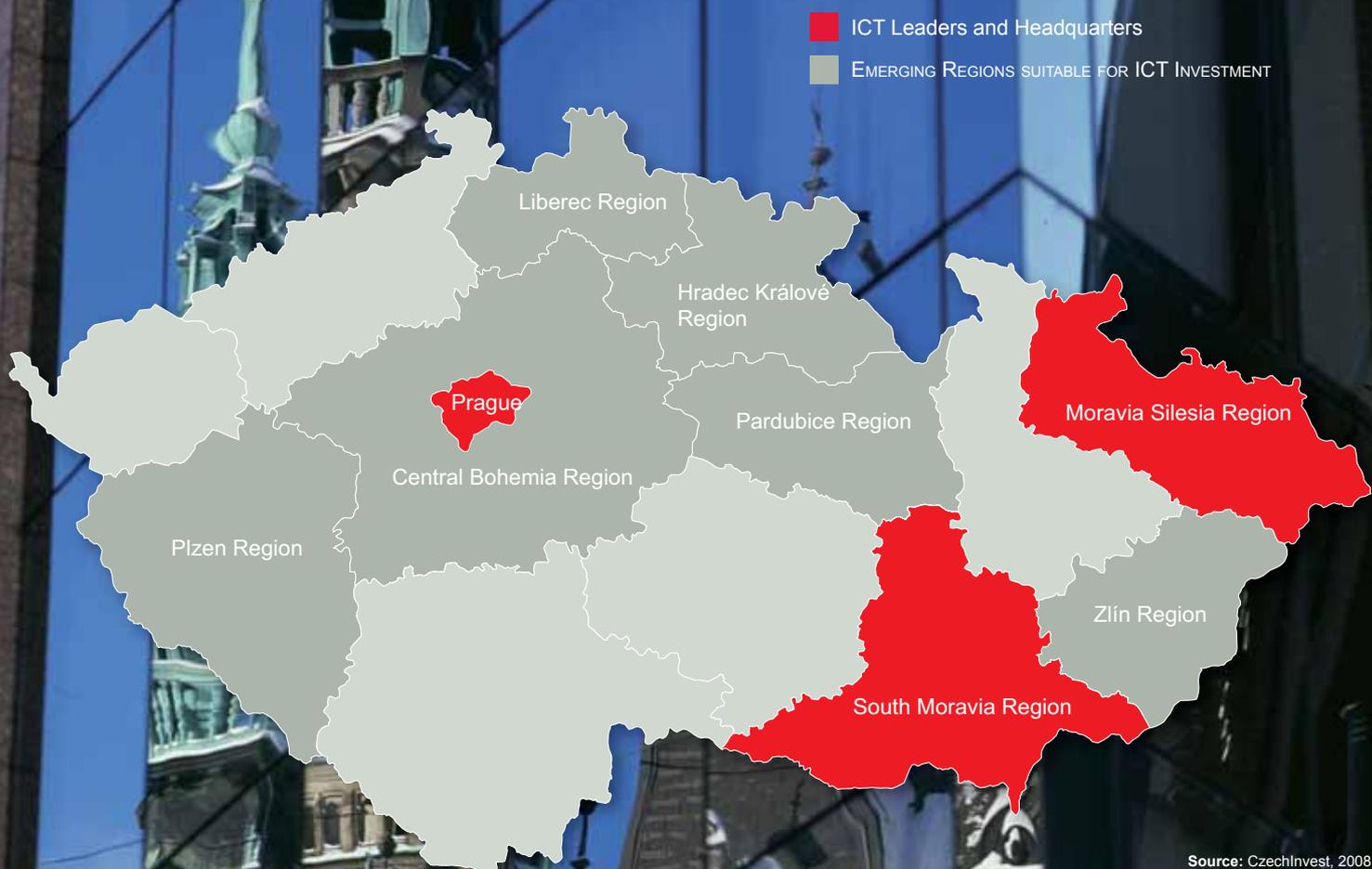
Science and Technology Parks facilitate cooperation between universities, research institutes and innovative firms and thus act as a bridge between the science and business spheres. Thanks to the involvement of universities and research institutes, a science and technology park can offer firms specialised advisory and consulting services, mediate valuable contacts and offer custom research services. Firms can use the park's office equipment, meeting and conference spaces, laboratories and workshops. The key benefit of a science and technology park is the presence of advanced companies that are able to help other firms grow and prosper.

Thanks to the Prosperity Programme, the Czech Republic is now home to an expansive network of facilities providing top-quality infrastructure for modern innovative companies involved primarily in research and development.

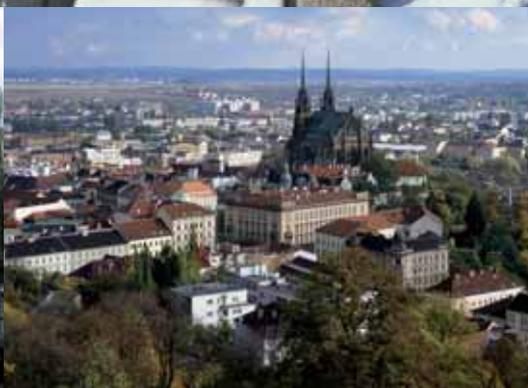
In comparison with other regions of the Czech Republic, incubation activities in South Moravia are above average. Moravia is known for its universities, experienced certified suppliers, quality workforce and extensive opportunities for investors. Science and technology parks that have recently opened outside the South Moravia region include the Hradec Králové Science and Technology Park, whose purpose is to provide quality facilities for developing the region's commercial activities. Another is the Mstěnice Science and Technology Park, which will offer facilities for developers, scientists and start-up firms in the area of transportation technologies and related fields.



# ICT in Regions

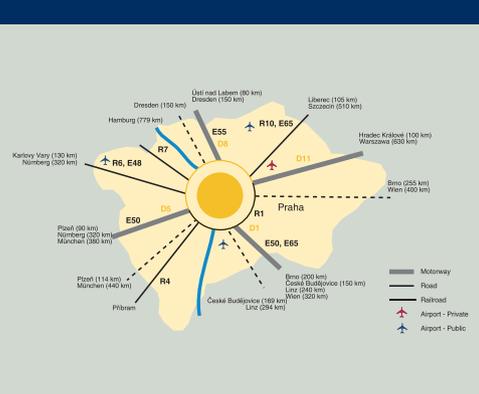


Source: CzechInvest, 2008



# Prague

Location:



## Prague

**Area (in km<sup>2</sup>): 496**

**Total population: 1,188,126**

The capital of Czech Republic is situated in the middle of Central Bohemia Region. The historical centre with a unique panorama of the Prague Castle is an urban conservation area of UNESCO.

For several years now, Prague has seen development in the line of retailing, transport and tourism. Prague, as a seat for business, has its advantageous points: there is a qualified workforce and supplying firms within easy reach. Furthermore, universities and other schooling institutions, as well as development centers, are at hand to provide education for prospective employees.

## Charles University

[www.cuni.cz](http://www.cuni.cz)

**Number of students: 48,000**



Charles University founded in 1348 is one of the oldest universities in the world and nowadays belongs to the most eminent educational and scientific establishments in the Czech Republic which are recognized in both the European and global context. Charles University now contains 17 faculties, which cover the whole spectrum of natural and social sciences.

## Charles University in Prague

Scientific results of Charles University workplaces measured by the amount of financial means provided to universities in the Czech Republic make approximately one third of this financial means. Charles University aims to be recognized as a competitive research university on the world stage. It has entered into 450 bilateral contracts and 170 international partnerships with foreign universities.

### Faculty of Mathematics and Physics

Mathematics and astronomy have been taught at Charles University since its foundation. At that time, these subjects were part of basic studies in the Faculty of Arts. In 1920, the Faculty of Science was created by separation from the Faculty of Arts. The Faculty of Science was divided in 1952, creating two new faculties - Faculty of Mathematics and Physics and Faculty of Natural Sciences. The Faculty of Mathematics and Physics prepares graduates in the fields of Mathematics, Computer Science and Physics. The study is divided into two successive, integrated steps. Bachelor courses are introductions to deeper studies that follow on in the master's programs. Master's study programs train experts for scientific and research institutes, government careers, industry and the private sector. Graduates of the master's courses with teacher training element are qualified to teach in secondary schools and secondary vocational schools.

### Institute for Theoretical Computer Science

The subject of the research activities of the centre are methods, algorithms, and structures of theoretical computer science, and their applications in information technologies, e.g. in the issue of large networks (WWW), in issues of the security, reliability, and optimization of specific problems. Selected properties of discrete, geometric, and random structures are studied, where the selection is based on their relevance or direct applicability to the development of new methods and algorithms in the area of information technologies and global networks. In all of these fields, the research team has the prerequisites for successful work and leadership, for it embodies the internationally recognized scientists and the young researcher and graduated students as well, who have also the generation prerequisites for the successful research results transfer to applications. In its entirety it is a unique project on the European scale.



## Czech Technical University

[www.cvut.cz](http://www.cvut.cz)

**Number of students: 22,000**



The Czech Technical University has trained young engineers in all technical fields for more than 300 years. The lasting interest in study and the accompanying rise in the number of students show that technical thinking and skills are important and indispensable in our society. This particularly concerns information technologies, on which almost all of CTU's faculties are focused as this involves today's fastest growing fields.

## The University of Economics

[www.vse.cz](http://www.vse.cz)

**Number of students: 17,000**



The University of Economics is now the leading university in the field of management and economics in the Czech Republic. It was established in 1953 from the independent department (VŠO) of Czech Technical University.

## Unicorn College s. r. o.

[www.unicorncollege.cz](http://www.unicorncollege.cz)

**Number of students: 150**



Unicorn College is a youngest private college, offering high-quality bachelor-degree education in information and communication technologies, economics and management.

## Czech Technical University

The Software Engineering Department of the Faculty of Nuclear and Physical Engineering prepares graduates to occupy positions as highly skilled workers in the area of using information technologies (network administration, software development, process modelling). The Biomedical Informatics Department of the Faculty of Biomedical Engineering focuses on information and database systems, biomedical signal processing, robotic systems for use in medicine, simulation methods, etc. The Faculty of Electrical Engineering (CTU FEE) places the greatest emphasis on IT

### Faculty of Electrical Engineering

CTU FEE responded to the market's demand by completely modernising its concept of instruction and it currently offers the innovative Electrical Engineering and Informatics study programme and the newly established Software Technologies and Management programme. Today CTU FEE has a range of top-quality workplaces developing software engineering in the areas of automation technology and robotics, telecommunication, microelectronics and digital signal processing.

For the 2008/2009 academic year, CTU is preparing cooperation with the University of Economics in connection with a competition for teams of students from both schools. CTU also cooperates with a range of IT firms including Hewlett-Packard, Accenture, Profnit, and Microsoft, as well as the scientific institutes CERN (Switzerland), Brookhaven (USA) and Riken (Japan).

## The University of Economics

The University of Economics, Prague has six faculties - five in Prague and one in Jindřichův Hradec in South Bohemia. These include: the Faculty of Finance and Accounting, the Faculty of International Relations, the Faculty of Business Administration, the Faculty of Economics and Public Administration and the Faculty of Statistics and Informatics. The faculty based in Jindřichův Hradec is specialized in management

### The Faculty of Informatics and Statistics

Subjects taught in this Faculty include information technologies, information management, knowledge systems, and quantitative methods (statistics, econometrics, operational research and demography). These are dynamically developing fields propelled by the intense development of computer technology.

The Faculty of Informatics and Statistics (FIS) prepares students for employment in companies and institutions that design, implement and operate information systems, formulate strategies and take part in the implementation of information systems and the operation thereof for the purpose of supporting the cognition and management activities of the given organisation.

The faculty has a long tradition of cooperation with a broad range of leading IT firms (IBM, HP, SAP, Microsoft, Oracle, SUN, IDS Scheer, etc.) and with the Czech Statistical Office.

## Unicorn College s.r.o.

The aim of the university is to provide students with the active ability to use acquired knowledge where it is required and to enhance this knowledge with real-world experience. The university trains informatics specialists with added emphasis on economics or, conversely, economists/managers with extensive knowledge of informatics. Unicorn College actively cooperates with UNICORN, Burza cenných papíru Praha, Siemens, Microsoft, IBM and Oracle.

## Sun Microsystems Czech s.r.o.



Sun Microsystems is a leading global provider of hardware, software and solutions for ensuring the correct functioning of network computing environments and unlimited availability of network services. Part of Sun Microsystems' Czech branch is the company's one of the largest development centers outside of the United States. This center came into being with Sun's acquisition of original Czech company NetBeans in 1999 and is engaged primarily in developing programming tools for development of applications in the Java language and environment.

### Sun: Usability Lab

Sun Microsystems cooperates in the training of new specialists at universities in the Czech Republic. In 2004, Sun built a laboratory for testing the usability of software (Usability Lab) at the Faculty of Electrical Engineering of the Czech Technical University (CVUT) in Prague. The laboratory simultaneously serves for the training of students and for the actual testing of software products developed at Sun's development center in Prague. The Usability Lab at CVUT is the only facility of its kind in Central Europe.

## Microsoft Czech Republic



In cooperation with Silicon Hill, the largest club of the CTU Student Union, Microsoft opened the Microsoft IT Academy at the Strahov dormitory in Prague. At the academy students have access to state-of-the-art technologies and learning materials. The project is being further developed by the Technical University in Brno and the Technical University of Ostrava.

## IBM - International headquarters



International headquarters Prague will develop, tailor and drive the execution of IBM strategies and plans for the markets for as well as provide high value added services for the above specified region.

HQ will support and drive sales, manage the opportunity pipeline, allocate resources and ensure appropriate human resources management, skills development and deployment, all in accordance with IBM's business needs and high ethical standards and values. HQ will serve IBM subsidiaries in following countries: Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Kosovo, Macedonia, Moldavia, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia, Estonia, Latvia, Lithuania, and Turkey.

## DHL - State-of-the-Art facility



DHL IT Services Europe in Prague facility has been built to the highest standards in order to support DPWN business needs.

The DHL IT Services data center together with two other state-of-the-art data centers in the USA and Malaysia support DPWN/DHL activities with a worldwide network of IT solutions. With a "Follow the Sun" strategy they support customers 24/7, 365 days and 52 weeks of the year. Each data center provides around-the-clock monitoring and support every hour of every day globally and for their respective region – the Americas, Asia-Pacific, or Europe. Data, voice and video network interconnects data centers, users, customers and the internet; the network is available with no single points of failure and scalable.

Facts and figures about the IT Services data center in Prague:

- currently more than 1100 highly qualified employees
- Over 28,000 m<sup>2</sup> office space
- Over 3,800 m<sup>2</sup> computer room space
- Total investment 500 million EUR over five years

## Hewlett-Packard s. r. o.



In the Czech Republic HP employs almost 900 employees. HP cooperates with many Czech Universities. To most significant belong VŠE, ČVUT and UK, where HP representatives profess seminars and lectures or students can pass interships, mentorships or write their graduation theses with contribution of HP.

Since 2006, the Czech branch has communicated its strategy under the name "HP Vision 2010". This strategy supports the general recognition of the brand and presents HP as a company that is involved in future development and attempts to form the future in co-operation with its environment.





## Deutsche Börse Group



Deutsche Börse Group has set up a subsidiary that supports the development of the Group's IT applications and adopt tasks that are currently outsourced to external service providers. Thus, the Group is aiming to further extend its core competencies in the strategically important IT area. The branch in Prague currently employs over 30 highly qualified employees and is anticipated to grow to of around 150 staff.

The Czech Republic received this important project after withstanding competition from other Central European countries. In addition to the abundance of qualified specialists, the direct air links from Prague were a key factor as the company has similar centers in Frankfurt and Luxembourg and the convenient and flexible transfer of experts among individual centers is of key importance.

## Skype



Skype has established an engineering office in Prague in early 2007, to complement its other primary development location in Tallinn and other offices in London, Luxembourg, North America and elsewhere. Skype has researched many Central European countries earlier this year, looking for a new location based on a number of factors. The Czech Republic was chosen simply because it had the best mix. Local entity employs approximately 30 software developers, mainly in C++ and PHP that work on development on Skype's main service as well as the website and user interface.

## LOGOS



Logos is a leading Czech provider of consulting and technology services. Through its innovative approach, Logos creates new opportunities for its customers and provides complex solutions specifically for the financial and telecommunications sectors. The company was founded in 1994 and currently employs more than 500 IT professionals. Logos has been named to Deloitte Fast 50 list of the fastest growing IT companies for seven consecutive years, was awarded the Progressive Employer award for 2006 and 2007 and was ranked as the Best Employer for 2008. Logos' customer list includes prominent companies and organizations such as: Komerční Banka (a member of Societe Generale Group), GE Money, Raiffeisen Bank, Ceska Sporitelna (a member of Erste Bank), CSOB (a member of the KBC Group), Telefonica O2, T-Mobile, DHL, Skoda Auto (part of the Volkswagen Group) and many others. At the end of June 2008 it was announced that Ness Technologies acquires Czech IT services provider Logos (read more about Ness in Moravia-Silesia Region)

## CERTICON



Certicon aims to be the premier provider of software design, development and testing services, complementary ASIC design and verification services, introducing the most innovative technology solutions by taking full advantage of own applied research. Certicon delivers mission and life critical systems solutions in a Partnership Business Model in areas like: Medical (implantable devices, patient care systems, ASIC design), Automotive (vehicle diagnostics, ASIC verification), Air Traffic Management, Telecommunications (information systems), Public Safety, Network Security (anomaly detection). Certicon's research activities based products are expert and prediction systems, production planning and scheduling, multi-agent systems. Certicon established joint work-site with two Czech Technical Universities and they are Co-founders of national Center for Applied Cybernetics. Certicon is Czech company and was founded in 1996. Certicon has its headquarters in Prague and branches in Pilsen and Vienna and currently has about 110 employees. Certicon turnover is 8+MUSD. It has Dan & Bradstreet rating 1A1, DUNS 36-690-9096; ISO 9001:2008 certification by BVQI authority. Certicon cooperates with many Czech and foreign companies including Medtronic (USA/NL), Vitatron (NL), Bosch (DE), Frequentis (AT), Teradyne (USA/FR/DE/GB), Perceptive Software (USA), IBM (CZ) and Ministry of Finance (CZ).

## 2N Telekomunikace



2N Telekomunikace a.s. has nearly 16 years' experience in the development and production of telecommunications products. The development department continually works on new versions and new properties of existing products in order to offer end-users comprehensive solutions.

The company's goal is to continually improve its existing products and to offer customers solutions that make everyday communication easier. Besides the Czech Republic and Slovakia, 2N exports its products to more than 100 countries around the world. The company won second place in the Exporter of the Year 2007 competition and has long been a fixture in the Top 100 ranking of firms in the Czech Republic. Its main product lines include communication servers, branch exchanges, GSM gateways and door communicators.

2N Telekomunikace a.s. takes great interest in education and thus supports secondary and professional schools and universities as well as several local projects such as the Prague Children's Opera.

# South Moravia Region

Location:



## South Moravia Region

Area (in km<sup>2</sup>): 7,066

Total population: 1,142,013

The region is situated in the southeast part of Moravia. It shares borders with Austria and Slovakia. An increase has been recorded in recent years in electrical engineering, IT industries, pharmaceuticals, biotechnology and medical technology.

The South Moravia region has the second largest highway and first-class road network in the country. The east-west D1 highway (Prague-Vyškov) bisects the region and links up with the R46 dual-carriage way to Olomouc. There is also an international airport – The Brno-Tuřany Airport – near Brno and the Vienna international airport is approximately 120 km away.

## Masaryk University

[www.muni.cz](http://www.muni.cz)

Number of students: 39,000



MU is the second-largest public university in the Czech Republic and the leading higher education institution in Moravia. It is recognized as one of the most important teaching and research institutions in the Czech Republic.

## Masaryk University

One of the top priorities for Masaryk University is scientific research. It has attained a leading position in competitions for research grants, is making considerable financial investments at its new university campus to enhance its research and teaching capacity and is developing tools for the transfer of knowledge and improved support for research and innovation.

### The Faculty of Informatics at Masaryk University

The Faculty of Informatics at Masaryk University is a leading research and development facility not only in the Czech Republic. Due to its scientific results, the faculty has established itself as a research institution at the international level. The faculty's research activities are concentrated particularly on a project dealing with issues of parallel and distributed computer systems.

An important area of interest among industrial partners is cooperation in research and development. The establishment of close relationships with the university is of fundamental importance in areas where the relevant faculty has a strong position at least in national comparisons.

## University of Technology

[www.vutbr.cz](http://www.vutbr.cz)

Number of students: 22,500



The University of Technology in Brno was founded in 1899. Over a hundred years of its existence the number of study areas has increased and at present the Brno University of Technology, as the only technical university in the Czech Republic, covers the whole spectrum of technical disciplines.

## University of Technology

One of the most important aims is to accumulate knowledge and apply it for practical purposes. Research activities are focused on projects by the Ministry of Education, grant agencies, international programmes (COST, COPERNICUS, EUREKA, 6th and 7th Framework Programme, Czech-American and Czech-Austrian cooperation) and many Czech as well as foreign industrial orders. Achievements are appreciated by research institutions and industrial companies.



## IBM Global Services Delivery Center



IBM Global Services Delivery Center Czech Republic, s.r.o. (Integrated Delivery Center Brno) was established in April 2001 to provide IT outsourcing services to IBM's clients around the world. The Company was established to provide IT outsourcing services through a newly established expert solution center for information technologies located in Brno. In 2007, the IBM Integrated Delivery Center Brno employed 2,500 talented people who provided services to 600 clients.

IBM worldwide has seven global services delivery centers providing Integrated Technology Delivery services including Hungary, Ireland, South Africa, India, China, Argentina. Over the several years the Integrated Delivery Center Brno has played a key role in IBM's worldwide network, providing an extensive range of comprehensive strategic outsourcing and remote IT management services, such as server installation, monitoring and maintenance, or end-to-end user support. Drawing on global skills and talent, the Center also provides help desk management and support in 18 languages including English, Spanish, French, German, Czech, Hungarian, Polish and Russian. Outsourcing highly complex IT environments enables clients to focus internal talent and financial resources on their core business, save costs and optimize technology to achieve growth.

## Faculty of Information Technology

The Faculty of Information Technology (FIT) at Brno University of Technology was established in 2002. Research, development and publishing form specific activities of fundamental importance at FIT. These activities open space for creative basic, as well as applied research, prototype development, both inland and international cooperation, and they are also essential for scientific and professional growth related to habilitations, promotion for professorship, and the postgraduate doctoral study programme.

The scientific and research activities at the FIT are directed towards up-to-date research areas concerning the theory, methods and applications of information technologies. Typical research areas at the FIT are the following: Applied evolutionary algorithms, Computer Architecture, Computer networks, Communication protocols and embedded systems, Computer Graphics, Diagnostics Research Group, Evolvable Hardware, Formal Models, Formal Verification, High Performance Computing, Information and Database Systems, Intelligent Systems, IT Security, Management of software engineering Research Group, Medical Computer Graphics, Natural Language Processing, Petri Nets, Reconfigurable Architecture, Speech Processing and System Modelling and Simulation.

## Acision



Acision is the world's leading messaging company, providing communication solutions for over 300 network operators and service providers globally. As the messaging partner of choice, their proven products and services, experienced people and leading service innovation allow organisations to meet the challenges in today's converging telecommunications market.

Acision came into being with the recent acquisition of a division of LogicalCMG Telecoms Products by a consortium of private investors including Atlantic Bridge Ventures and Access Industries. The company focuses primarily on major customers such as mobile and fixed-line operators.

The company has 432 employees in the Czech Republic. Of these, 192 are employed in the Prague branch and the rest in Brno. Acision plans to hire more Czech employees who will be responsible for product sales and support.

Acision offers operators and major customers solutions focused on evaluation of customer behaviour, Premium SMS, mobile advertising and paid content, among other things. In the United States these solutions formed part of the voting technology in the televised American Idol competition.

## Accenture

Accenture, a global management consulting, technology services and outsourcing company, has opened its second Czech delivery center. Currently, the center already employs over 50 specialists. In the long-term, more than 400 workers could be employed at the center

The Brno delivery center provides technology services, including application maintenance and development, and systems integration. The technologies offered include SAP, CRM solutions, enterprise application integration (EAI), database technologies, and the proprietary development of systems on the Java and .Net platforms. Professionals provide services in multiple languages, including English and German.





## Infosys

Infosys Technologies Ltd. was started in 1981 by seven people with US\$ 250. Today, it is a global leader in the „next generation“ of IT and consulting with revenues of over US\$ 4 billion. Infosys' service offerings span business and technology consulting, application services, systems integration, product engineering, custom software development, maintenance, re-engineering, independent testing and validation services, IT infrastructure services and business process outsourcing.



Infosys has over 40 offices and development centers in India, China, Australia, the Czech Republic, Poland, the UK, Canada and Japan.

Infosys is expanding its Brno facility, targeting a capacity of 350 seats in order to increase its capability to deliver services to its European customers. Currently, it has approximately 150 staff in Brno, delivering BPO services for clients in 16 European countries. The center is currently operating in 13 different languages such as German, French and Spanish, yet vast majority of the staff is hired locally. Infosys plans to add ITO operations to its Brno center, such as infrastructure management and package implementations such as ERP and CRM. Complementing the offshore model with near-shore capacities allows the outsourcers to operate in languages that are scarce or unavailable in India.

## Red Hat, Inc.



Red Hat, the world's leading open source solutions provider, is headquartered in Raleigh, NC. Red Hat provides high-quality, affordable technology with its operating system platform, Red Hat Enterprise Linux, together with applications, management and Services Oriented Architecture (SOA) solutions, including the JBoss Enterprise Middleware Suite. Red Hat also offers support, training and consulting services to its customers worldwide. Red Hat has established an important facility in Brno that is a significant part of the Company's worldwide engineering structure that includes software development, quality engineering and program management.

The Czech Red Hat subbranch was represented by USU Software - [www.usu.cz](http://www.usu.cz) till 1st October 2006. The number of employees working in Brno subbranch is still growing – at the end of 2007 there are 105 IT specialists here. Future plan is to significantly heighten the number of IT specialists (cca 200). For employees Red Hat offers education and a number of benefits which make the company attractive on employment market for many applicants.

## IBA Group



IBA Group is the largest IT service provider in Eastern Europe performing onshore, near-shore and offshore projects with more than 2,100 professionals. Headquartered in Prague, IBA Group has offices in the United States, Germany, Bulgaria, Cyprus and Russia, and development centers in Belarus and Czech Republic.

Founded in 1999 in Prague, the capital of the Czech Republic, IBA CZ is an innovative development center that is experiencing rapid growth. Currently, IBA CZ has about 80 skilled IT professionals work in Prague and Brno, the second largest city of the Czech Republic.

IBA CZ provides software development and maintenance services to customers in Central Europe. Its skilled professionals have extensive experience in system and application development for different computer platforms. The development center focuses on custom software development, offering advanced IT solutions primarily in the e-business area, using the most modern J2EE and .NET technologies. IBA CZ produces high quality products with significant cost savings for its clients.

## CASE STUDY: AVG Technologies



AVG Technologies, a provider of data-protection products, has been operating on the Czech market since 1991 and can now be considered a leader in the highly competitive global computer-security market. The company provides its comprehensive range of security software to home-computer users as well as companies of all sizes.

In 2005 Enterprise Investors and Intel Capital acquired a stake in the firm, paying nearly CZK 1.25 billion for a share of the parent company. The third shareholder remains the investment banking firm Benson Oak. The owners' aim is to support AVG Technologies in its expansion into new markets and consolidation of its position in the United States, the Czech Republic and other European countries. AVG's major customers in the Czech Republic include the Ministry of Industry and Trade, Czech Airlines and Plzeňský Prazdroj. AVG's system is currently used in various editions on more than 80 million computers around the world.

The company is continuing the ongoing development of its product portfolio in order to protect its customers against new attacks and harmful codes. One of the basic elements of this strategy was the acquisition in 2006 of the German firm Ewido Networks, whose anti-spyware was incorporated into AVG's product portfolio.

A similar step was taken in 2007 with the takeover of the American firm Exploit Prevention Labs and its LinkScanner technology for web-traffic protection. In 2006 the company opened a completely new technical support facility in Brno's Platinum centre and a similar facility in Sofia, Bulgaria, a year later. The company is growing at a remarkable rate; at the end of 2007 it had roughly 280 employees.

In February 2008 the company began worldwide distribution of its new version 8.0 product line. Comprehensive protection against computer threats is offered by AVG Internet Security 8.0, which in a unified user interface combines anti-virus, anti-spyware, firewall, anti-spam, and anti-rootkit functionalities as well as unique web-traffic protection in real time. Non-stop professional technical support is a matter of course for registered users of AVG's commercial products.

AVG Technologies CZ, s.r.o. has long cooperated with universities in Brno. Students can benefit from professional guidance in their dissertation work and gain experience that they can take into their future careers. Cooperation with the Faculty of Information Technologies at the Technical University in Brno involves several research projects and other activities of the faculty.

# Moravia-Silesia Region

Location:



## Moravia-Silesia Region

**Area (in km<sup>2</sup>): 5,427**

**Total population: 1,249,844**

The most populous region of the Czech Republic is situated in the northeastern part of the country. The city of Ostrava is the administrative, economic and cultural centre of the region. Nowadays this industrial area is being restructured with the aim of extending industrial activities and revitalizing all kinds of services

Basic transport services and infrastructure are available. The region features international transport routes formed by the highways running south to north and the E11 from west to east, as well as the 2nd International Railway Corridor.

## VŠB – Technical University of Ostrava

[www.vsb.cz](http://www.vsb.cz)

**Number of students: 22,000**



The VŠB-Technical University of Ostrava is a technical and economic institution of higher education, the principal task of which is the provision of higher education based on free and internationally oriented research. It is an integral part of the higher education structure in the Czech Republic providing the highest education in the province of its specialization.

## VŠB – Technical University of Ostrava

### Faculty of Electrical Engineering and Computer Science

The Faculty of Electrical Engineering and Computer Science is one of the largest faculties in VŠB-Technical University Ostrava. Since its founding in 1991, the Faculty has been linked to the tradition of teaching electrical engineering and computational mathematics stretching back to 1970, when the first independent study field concentrated in this rapidly developing direction was established at the university. Today, a feature of the Faculty of Electrical Engineering and Computational Mathematics is the great interest of students from secondary schools in studies focused on the most advanced technology in the computer science field, communications technology, electronics and electrical engineering.

The Faculty has been successful in acquiring financing for large and interesting projects in science and research. It has been distinctly oriented toward cooperation in practice and actively seeking contacts with companies offering application for graduates both in the context of the Czech Republic as well as abroad. TietoEnator, Bang & Olufsen, Siemens, Microsoft, IT Cluster, Cisco, T Mobile or HP are among prominent partners. Cooperation with academic institutions such as Stanford University, Aalborg University or Technische Universität München has also been very fruitful.

## University of Ostrava

[www.osu.cz](http://www.osu.cz)

**Number of students: 8,700**



The University of Ostrava was established also in 1991. The main focus of the new institution was to provide higher education in the humanities, marking the culmination of long-term efforts to bring a more complete range of academic activity to the densely populated area. It provides higher education at its Faculties of Philosophy, Education, Science, Arts, Health Studies, Social Studies.

## University of Ostrava

The part of the university is the Institute for the Research and Application of Fuzzy Modelling focused on the development of special mathematical methods. The IRAFM is one of few research institutes in the world working in the field of Soft Computing. It has significantly contributed to the theory and developed various software tools that offer novel methods that can be applied in various areas: control, decision-making, data analysis, analysis of signals, solving differential equations, and many others.



## The Silesian University in Opava

[www.slu.cz](http://www.slu.cz)

**Number of students: 4,800**



Silesian University, with its main campus in Opava, was established in 1991 when the Faculty of Philosophy in Opava was joined with the Faculty of Business in Karvina. Today the structure of the university consists of the Faculty of Philosophy and Science, the School of Business Administration in Karviná, and the Mathematical Institute in Opava, and the Extramural centre in Krnov.

## The Silesian University in Opava

The Silesian University in Opava is a member of the European University Association, it participates in the Sixth Framework Programme and various international programmes of development, it cooperates with 24 partner institutions of higher education in Europe, Asia and Africa, it highly develops bilateral cooperation within the frameworks of various intergovernmental agreements, primarily with the partners from Poland, Slovakia, Austria, Germany and Hungary, Turkey, Russia, Lithuania, Ukraine, Vietnam.

In 2009 Silesian University will endeavour to join two large projects within OPRDI to build research centres in cooperation with other universities and research institutes such as the Academy of Sciences of the Czech Republic.

## IT PARK OSTRAVA – Regional high-tech hub

With growing demand for information technologies related activities and the potential benefits of clustering, there is increasing demand for specialised centres focused on creating conditions for the establishment of IT parks. Building infrastructure for research, creativity, incubation of technology projects and corporate strategic planning is a key factor in retaining employees while maintaining a balanced social structure and competitiveness in the region. The logical relationship and cooperation of FEI VSB TUO with the planned IT4Innovations centre of excellence and IT firms based at IT Park Ostrava comprises a prerequisite for introducing research findings into practice.

## IT4Innovations – Centre of Excellence

Project of three universities in the Moravia-Silesia region: Technical University of Ostrava, University of Ostrava and Silesian University within the Operational Programme Research and Development for Innovation (OPRDI), submitted to the Ministry of Education, Youth and Sport in June 2008. This concerns the establishment of a collaborative workplace for basic and applied research focused on the use of IT and its further development.

### IT as a means of developing the following key areas:

- development of the information society
- innovative medicine and healthcare services
- support for advanced modern engineering

IT as a goal for developing methods and resources in informatics and computer mathematics.

The project is supported by the Moravia-Silesia regional administration within the context of building a European centre of information-technology development.



# Map





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software

adec Králové

Pardubice

Microsystems

T Cluster

CESA

TietoEnator

K2 atmitec

Acision

IBA Group

VŠB – Technical University of Ostrava

University of Ostrava

IBM

Tomas Bata University in Zlin

n University in Opava

Accenture

Deutsche Börse Group

Redhat

StoraEnso

Microsoft

Axiom Tech

AVG

## TietoEnator

**TietoEnator**<sup>IT</sup>  
Building the Information Soc

TietoEnator is one of the major architects of an efficient information society and one of the largest suppliers of IT services in Europe. The company specializes in consulting, development and administration of business processes of its customers in the environment of digital economy. The company provides complex services in the fields of innovation, design, research, implementation, system integration, maintenance and IS/IT outsourcing..

Czech software centre in Ostrava was opened in Ostrava in 2004, currently employs approximately 1,100 software engineers and it is the Moravia-Silesia region's biggest IT company and focuses primarily on software development and testing, development of applications and product support, and operations and application management. TietoEnator uses various application development tools, architectures and methods and infrastructure and databases.

## Ness



Ness Technologies is a global provider of end-to-end IT services and solutions designed to help clients improve competitiveness and efficiency. The Ness portfolio of solutions and services consists of software product development, including both offshore and near-shore outsourcing; system integration, application development and consulting; and software distribution.

Ness Czech has positioned itself as a new technology pioneer ever since its establishment as a Czech limited liability company in 1990, building its reputation by introducing key products to the local market prior to vendor introduction. Acquired by Ness Technologies in 2000, Ness Czech is now one of the largest IT service and solution providers in the Czech Republic with over 400 employees in offices in Prague, Brno and Ostrava. Long presence on the market and large number of successfully implemented projects rank Ness among the most experienced IT companies in the Moravia-Silesia region.

At the end of June 2008 it was announced that Ness Technologies acquires Czech IT services provider Logos. Due to the acquisition the total number of employees of Ness holding has risen to almost one thousand.

## Stora Enso

**STORAENSO**

Stora Enso is an integrated paper, packaging and forest products company. The Software Development Competence Center focuses on developing and operating company's software systems. It closely cooperates with TietoEnator.

Stora Enso Timber Ždírec s.r.o. was entrusted by the management of the Stora Enso group with the establishment of a software-development centre focused particularly on the development, support and maintenance of WPS – sales and distribution software, which is used by all companies in the Stora Enso group. The total volume of investment in long-term assets between 2006 and 2009 is expected to reach CZK 204.88 million. Nearly seventy new jobs have been created in Ostrava in connection with the project.



## Kvados



KVADOS, a.s. was created in 1992. It ranks among major system integrators and developers of information systems for companies involved in commercial activities, distribution, services and logistics. KVADOS is actively present in most European markets. KVADOS Group is among Microsoft Gold Certified Partners. It is an authorised partner for Telefónica O2, T-Mobile Solutions Partner and has been awarded several times Microsoft Industry Awards Winner 2005 - 2007 and Microsoft Technology Awards Winner 2008. Key products are

- VENTUS is a comprehensive ERP IS solution that covers all regular financial, logistics and distribution processes.
- myAVISTM is a family of mobile information systems for those users who spend most of their time out of office. myAVISTM functions are intended, in particular, for sales, service, marketing and distribution companies.
- myCASHTM is a comprehensive solution for retailers. A particular attention is paid to the management of larger retail networks. The solution comprises necessary features incl. stock records, purchase orders, bookkeeping and integration with B2B and B2C portals.

## K2 atmitec Ltd.



K2 atmitec Ltd., a developer of K2 Information System, was founded in 1991 in Ostrava, the Czech republic. After operating in the market of IT for more than 16 years, the company is ranked among leading developers of information systems. During that period the company has created wide, and from professional aspect very functional network of business partners, which serves its customers with full services and after service. Partner network is based on a long term basis in order to be close to its customers and to fulfill their requirements and needs immediately. Company employs top programmers, quality project managers and consultants capable of executing the K2 IS implementation process in your company at a high professional level.

## IT Cluster



IT Cluster was founded in 2006 and since its establishment has served as a civic association of 43 firms active in the field of information technology. This unique association unites educational institutions with corporate entities in an effort to ensure human resources and create the potential to execute innovational projects. The association is lead by the Executive Chairperson and Dean of the Electronics and Computer Science Dept. at VŠB Technical University of Ostrava, prof. Ing. Ivo Vondrák, CSc.



# Pilsen Region

Location:



## Pilsen Region

Area (in km<sup>2</sup>): 7,561

Total population: 562,783

The region is situated in the southwest part of the Czech Republic. It borders the Bavarian region of Germany to the west. Pilsen is one of the most important industrial centres in the Czech Republic. It is a traditional centre of engineering and the electro-technical industry, which has recently grown very rapidly.

The Pilsen region has good transport connections: From east to west by highway D5, connecting Prague and Pilsen and leading to the German border and from north to south by the first-class road.

## The University of West Bohemia

[www.zcu.cz](http://www.zcu.cz)

Number of students: 17,500



The University of West Bohemia (UWB) is located in Pilsen, the Czech Republic. It was established by the decree of the Czech National Council in 1991 when the Institute of Technology in Pilsen and the College of Education were merged.

UWB is the only institution of higher education in West Bohemia which prepares students for careers in engineering (electrical and mechanical), science (computer science, applied mathematics, physics, mechanics), education, fine arts, economics, humanities law and public administration.

## The University of West Bohemia

UWB is the only institution of higher education in West Bohemia which prepares students for careers in engineering (electrical and mechanical), science (computer science, applied mathematics, physics, mechanics), education, fine arts, economics, humanities law and public administration.

### Faculty of Electrical Engineering Plzen

The division of the Faculty of Electrical Engineering into five departments corresponds with the five areas of the Faculty's research and development activities. The departments offer their research and development capacities, expertise, and technical equipment to partners from industry both in the Czech Republic and abroad. During its existence, the Faculty has solved a wide range of problems in electrical engineering and electronics, and successfully completed a large number of projects.

The faculty's research aims include development of large scale of electronic and power electronic devices for industry: especially for transportation, telecommunication, medical electronics and many others. The research is focused on HW design, including analogue and digital, and SW parts, as programming in assembler and higher languages, development of special application programs (targets as single-chip micro-computers and PCs or special signal processors), programming in C++, Visual Basic, C#, JAVA, VHDL, Matlab, LabVIEW, Simulink and other simulation SW, application scripts in the Perl language, administration of Windows and Linux systems, intranet and internet applications based on PHP, C# suitable for data processing, visualisation, etc. with support of database functionalities. The simulation and design software is used as well (ANSYS, SolidWorks and Inventor [3D CAD], AutoCAD 2008, Fluent, Opera, FEMM and QuickField). The important part of research is development of human-interaction elements - technology system (computer simulation, verification of algorithms, HW implementation, cooperation in the field of psychology). Faculty also provide special tasks in prototype testing and verification as well as application. During 2007 the faculty's employees issued a total of 531 publications and did contract-based development work for several companies (Škoda Auto a.s., AŽD Praha, EBIS Engineering SRN, Škoda Transportation, ČEZ, etc.).

In accordance with the long-term development plans of the University of West Bohemia and the Faculty of Electrical Engineering, all activities of the Faculty are directed towards continuous development in research as well as in teaching. Full support is given to research grant applications and to prestigious research projects, both those guaranteed by the Faculty and those in which the Faculty is a partner. Participation in EU projects and projects coordinated by the national technology centres is also encouraged.





## Kerio Technologies s.r.o.



Kerio Technologies s.r.o. is an American-Czech company that has been operating on the market for internet-security software tools since 1997. As one of the main producers of internet-security software for small and medium-sized networks Kerio Technologies specialises in network firewalls and mail-server development. Headquartered in San Jose, California, Kerio Technologies has branches in Great Britain, Russia and the Czech Republic. The company's development centre is located in the West Bohemian city of Plzen. The company currently employs almost 100 IT professionals.

Besides its much lauded Kerio WinRoute Firewall, certified by ICSA certified laboratories, today the company can be particularly proud of its Kerio MailServer. The state-of-the-art Kerio MailServer is accessible from anywhere (IMAP, Web, ActiveSync®, POP3) and offers groupware properties, including shared contacts, calendars and tasks, and synchronisation with mobile devices.

In addition to its intuitive operation, it also provides administrators with anti-virus protection and content filtering. Kerio MailServer is ideal particularly for the SMB corporate environment and is an attractive choice for Windows, Linux and Mac OS X platforms. The company has long cooperated with the University of West Bohemia. This cooperation involves lectures, dissertation guidance and the possibility of part-time work during the course of study.

## Aimtec



**(Aimtec a.s., Aimtec Outsourcing s.r.o., Aimtec Consulting s.r.o.)**

Aimtec is a Czech successful technological and advisory company focusing on the software development and provision of sophisticated IT services for customers. Since 1996, Aimtec has been cooperating with the world leading trading and manufacturing companies on projects designed to improve business potential of these customers. At the end of the 1990s it began to provide specialised technologies for customers in the automotive industry. The company's systems are used in the production and delivery of components for Porsche, Audi, Volkswagen, Škoda, Nissan, BMW and others.

The company's nearshoring expertise covers full portfolio of outsourcing services, including on site and off-site software development, IT consulting, technology research and IT staffing. Aimtec's clients are Czech and multinational companies such as Delphi, Lear Corporation, Nematik, Faurecia, and IAC Group. The company currently employs 75 people. Within three years Aimtec will open a software-development centre with roughly 40 specialist employees in Plzen to supply enterprise information systems to the European Automotive Industry.

## KadeL Data servis, spol. s r.o

KadeL Data servis entered the IT market in 1991. The company is headquartered in Plzen and has branches in České Budějovice and Rožumberok, Slovakia. Its key activity is development and implementation of SERIE M/... products, which include individual systems offering clients flexibility, unique and effective resolution of electronic-communication issues, data administration, automation and optimisation of company processes. The company's product line newly features CRM systems and record-management services.

The company currently employs more than 30 software engineers.

# Liberec Region

Location:



## Liberec region

Area (in km<sup>2</sup>): 3,163

Total population: 434,751

The Liberec Region is situated in the north of the Czech Basin. Northern border of the region also forms a 20-kilometre long international border with Germany and a 130-kilometre long border with Poland.

The Liberec region is well connected to the rest of the country via fairly comprehensive road network. The four-lane R10 and I/35 divided highways link Liberec to Mladá Boleslav and Prague. The northbound section of the I/35 connects Liberec to the German border and the planned upgrade of the southeast section leads to Hradec Králové.

## Technical University of Liberec

[www.vslib.cz](http://www.vslib.cz)

Number of students: 8,550



The history of the Technical University of Liberec goes back to 1953 when the Technical College of Mechanical Engineering was established. The foundation of the University was a logical result of the long-term economic and cultural development of the region where textile and textile machinery products had been traditional. In 1995, the College gained the status of a university and became the Technical University of Liberec.

## Technical University of Liberec

**Research centres and international projects** e.g.: Research Optical National Research Network and its New Applications (solved by CESNET), International project MobEduNet in frames of Socrates/Minerva programme **and many National projects**: Software tools for computations, analysis, and control of porous medium processes in density-driven flow; analysis and control of remedial processes in situ influenced by chemical reactions, computations and analysis of fields in piezoelectric converters and their optimization.

### Faculty of Mechatronics and Interdisciplinary Engineering Studies

Founded in 1995, the Faculty of Mechatronics is the youngest institute of the Technical University of Liberec. Its full name, Faculty of Mechatronics and Interdisciplinary Engineering Studies, reflects the fact that its students are educated in a multi-science environment. The major scientific and engineering branches forming the profile of the courses are: Mechanical and Electrical Engineering, Computer Science and Physics.

### Faculty of Economics - Department of Informatics

Department of Informatics is oriented on problems of process integration, application of modern computer and information technologies in businesses. Special stress is given to cooperation with small and medium size enterprises in the area of ICT and organizing the long-term supervised working placement of students. Research work is also oriented at unconventional methods of research (e. g. artificial intelligence).





## Nobel Software



The name of the company is really inspired by the name of a great scientist, inventor, and businessman, Alfred Nobel. Based in the Czech Republic, Nobel Software consists of a dynamic team of professionals in ICT and business. Thanks to a rich experience from companies and institutions, wide network of like-minded people, and excellent skills in connecting IT and business, Nobel Software offers effective and well-functioning solutions - Noble Solutions.

Nobel Software specializes in development of modern web-applications using cutting-edge technologies, highly professional CMS-based websites, portals, intranets, CRM and ERP systems, e-commerce sites, and consulting.

## Merz, s.r.o. / Kontron Czech s.r.o.



The initial focus on the management of the production machines and technological processes was gradually replaced by focusing on the manufacturing information systems (MES) and general information systems, which are not provided on the market in the standard „box“ solution. The development on the market of information technologies significantly influences the focus of the company on advisory services and system integration.

Increasing demands and specializations within the software development result in educating narrow focused specialists; whom the company offers individually or as a part of a team for resolving specific customer information systems.

In 2001, a strategic partner joined the company, that is the supranational company Kontron AG with headquarters in Germany. The influence of the majority owner was reflected by changing the company name to Kontron Czech s.r.o. The merger with this leading world recognized producer of embedded computers did not fulfil the expectations and the company returned to its original name after three years. Merz (Kontron Czech) employs almost 75 IT professionals in Liberec.

# Hradec Králové Region

Location:



## Hradec Králové Region

**Area (in km<sup>2</sup>): 4,758**

**Total population: 552,850**

The Hradec Králové region is situated in Northeast Bohemia. In 2004 in the survey conducted by the reputable Czech newspaper the city of Hradec Králové was named the best place to live in the entire Czech Republic.

The Hradec Králové region has an extensive road and railway network with regional, inland, and international links – especially connections with Poland. The railway junction is at Hradec Králové. The D11 motorway connects Hradec Králové with Prague, where is an international airport.

## University of Hradec Králové

[www.uhk.cz](http://www.uhk.cz)

**Number of students: 8,000**



The University of Hradec Králové is a modern university which provides a broad spectrum of educational and research activities. The present-day university is formed by the union of three faculties - the Faculty of Education, the Faculty of Informatics and Management, and the Faculty of Arts.

## University of Hradec Králové

Within the domain of international scientific-research activities the university has profiled itself primarily toward work in the historical sciences, the didactics of the natural sciences as well as e-learning and knowledge management. University employees have obtained numerous scientific grants and have participated in many projects of the European Union.

### Faculty of Informatics and Management

Faculty of Informatics and Management (FIM) represents a dynamic part of the university especially due to its modern concept of providing education focused on practice and graduate employability. Active lively cooperation in the area of teacher and student mobility, participation in international projects and a distinctive progress in opening studies internationally those are the strengths of the faculty.

Considering the size of the FIM, individual approach combined with relaxed and friendly atmosphere makes the faculty attractive to students from both the Czech Republic and abroad.

The Faculty of Informatics and Management is aware of the necessity of maintaining strong relationships with industrial and research institutions. Therefore, the Faculty has developed several advantageous programs with businesses and institutions in the region. Cooperation with Czech and foreign universities of a similar orientation ensure a stable position among Czech universities. The Faculty itself also cooperates with other European, Taiwan and American universities while participating in various international projects. Main research programmes focus on knowledge management for an information society and information technology in education.

FIM also fully supports a close link with practical life sphere. Many seminar and bachelor papers and theses deal with very practical topics; significant professionals and top managers are invited to lecture at the faculty.



### HIT Klastř (Hradec IT Cluster)



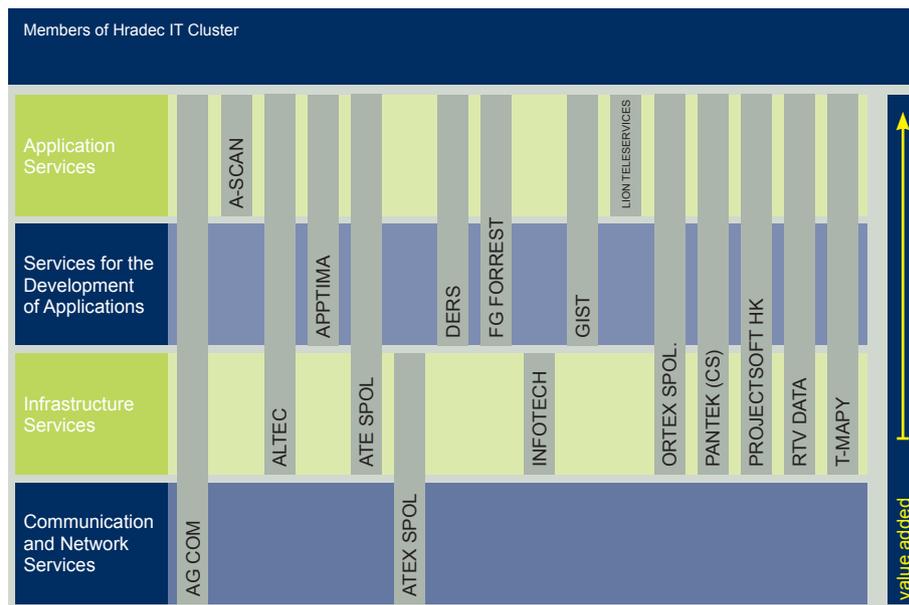
This project was launched in February 2007. The initial activities leading to the cluster's establishment were a determination of the feasibility of establishing an ICT cluster in the Hradec Králové region and formulation of possible joint goals and areas of operation within the cluster.

Throughout the course of the project continual contact has been maintained with ICT companies in the Hradec Králové region, universities and science and research institutes. Eighteen companies, the University of Hradec Králové and the Hradec Králové Technology Centre have since provided active cooperation.

The main activity of the cluster, which is currently in the establishment phase, will be to ensure beneficial services for cluster participants with the aims of improving the quality of management, increasing innovation potential, reducing costs and developing commercial opportunities for individual companies.

#### The HIT Cluster's goals

- become the most significant sectoral organisation of firms in the area of information and communication technologies in the Hradec Králové region
- be the exclusive provider of IT services in the Hradec Králové region
- provide a comprehensive range of IT services
- offer flexible pricing in relation to diverse demand
- provide effective assistance in gaining aid from public resources for ICT development
- be an important provider of services for firms in the area of information and communication technologies in the Hradec Králové region in connection with human resources, innovation and research of new technologies and internal processes, operation infrastructure for testing, development and information sharing.



# Pardubice Region

Location:



## Pardubice Region

**Area (in km<sup>2</sup>): 4,519**

**Total population: 512,380**

The Pardubice region is located in eastern Bohemia, roughly in the centre of the Czech Republic. The region's economy is based on industry, and on commercial and public services.

Thanks to the good infrastructure and highly educated and skilled population, there is increased interest from foreign investors in opening their businesses in the industrial zones that have been set up near the major towns.

The region's economic prosperity is influenced, among other things, by the fact that two major European railway corridors run through it.

## University of Pardubice

[www.upce.cz](http://www.upce.cz)

**Number of students: 9,200**



The University of Pardubice has been extending an almost sixty year long tradition of higher education in the city of Pardubice. Since 1994, the new name - the University of Pardubice - has been used.

## University of Pardubice

University of Pardubice is renowned for its numerous scientific and research activities, which have contributed to an excellent national and international reputation. Moreover, a number of specialized laboratories, organizations, institutions and societies function within the University. Teams of experienced professionals offer expert, consulting and guidance services in a very wide range of fields.

International cooperation is carried out within the range of international agreements with partners, research and educational institutions abroad. Individual University departments participate in international programmes, take part in student and staff exchange, and share experience in many research and development projects, organize prestigious international sessions, workshops, conferences and seminars. The University is becoming a part of the European and World Higher Education Area and Research Area.

### Faculty of Electrical Engineering and Informatics

The Faculty was founded in 2002 as the Institute of Electrical Engineering and Informatics to cover the needs for a programme in Information Technology. The programme aims at preparation of professionals oriented on designing, operation and maintenance of information systems and technologies to support management and administration activities of various institutions and companies.

The graduates are capable to work in the professions as IT engineers, programmers, analysts, database and computer network designers and managers, in project and operational departments of various specialized software companies, in the field of information services, hardware and software business, etc. Another study programme is offered to answer the needs for qualified specialists in the field of electrical engineering and electronics. The graduates are prepared to assert in the field of communications, digital signal and information processing, PC and microprocessors applications in process control, operation, management and diagnostics.

The Faculty cooperates with private companies e.g.: České dráhy, a.s., FOXCONN CZ, Radom, Siemens CZ, Retia, Unicontrols, Panasonic.



## Research and Development

### Research activities:

- Institutional research (financed by MEYS)
- Grant projects (financed by grant agencies)
- Industrial research (supported by the private sector)

### Projects, studies, surveys, cooperation on development, specialised measuring:

- Development of radar receivers, transmitters and sensors, studies and projects involving new passive and active radar systems
- Research and development of signal processing in electronic systems
- Local elements of the Global Navigation Satellite System (GNSS) for security technology
- Wide-band (UWB) technology for radars and positioning systems
- Use of digital transmission network properties

## iPlato Limited



iPLATO is a privately owned limited company founded in London (UK), in the autumn of 1999. In 2003, iPLATO was awarded a SMART Feasibility Grant by the Department of Trade & Industry to study the feasibility for national implementation of a system to remind outpatients about scheduled appointments using text messaging technology.

Since completing the study, the company has invested substantial resources towards overcoming the barriers to entry of the healthcare market and now provides successful healthcare solutions to NHS organisations throughout the United Kingdom - building a promising business around its flagship service 'Patient Care Messaging'.

The European Venture Contest, organised by the European Commission, recognised iPLATO as one of the top ten early stage technology ventures ready to "reshape their industry and to conquer the global market" and featured on the Red Herring Europe Top 200 of companies to watch in 2006. iPLATO began 2008 with extensive roll out of Patient Care Messaging to GP surgeries across the United Kingdom.

## CESA a.s.



The joint-stock company CESA, a.s., Pardubice was established in December 1990. The company's main activities cover the comprehensive supply of communications systems, LAN and Wan computer networks together with active network components, electronic security signalling, electronic fire signalling, CCTV, contactless identification systems and devices for wireless data transmission.

CESA, a.s., Pardubice also develops systems for automatically controlling energy systems in industry, controlling technology and technological processes of buildings or structures, data transfer security systems and other activities in the field of information technology.

The company's systems have received several prestigious awards.

In 1997 the joint-stock company CESA, a.s., Pardubice introduced a comprehensive quality management system. Upon complying with all conditions the company BVQI granted us the ISO 9001:2000 international certificate of quality. CESA currently employs 68 employees and cooperates with another 70 externalists.

## RETIA a.s.



Company RETIA was founded in Pardubice in 1993 by a group of experts on processing, display and transfer of radiolocation signals and by experts in the branch of communication systems. The unique character of RETIA is based on detailed know-how of its specialists who are able to solve difficult tasks and problems in the field of weapon system modernization, radar technology, development of C4I systems and processing of voice communication.

RETIA is focused on manufacturing and development of products in following fields: radiolocation technology, image processing, systems for flight navigation, simulators, recording of sound and telemetric data, digitalisation of sound, real-time SW and HW applications. Nowadays it has almost 250 employees.

# Zlín Region

## Location:



## Zlín Region

**Area (in km<sup>2</sup>): 3,964**

**Total population: 590,828**

The Zlín region is located in the southeastern part of the Czech Republic. Its eastern edge forms a 120-kilometre border with Slovakia. The border with Poland and Austria is approx. only 100 km far from the Zlín region.

The importance of the region's transport is evident in the fact that its main transport route, the so-called Pomoravský Corridor, has been included in the ten European Pan-European transport corridors that continue in the TEN network (Trans-European Networks) within the EU countries. A direct connection between the Zlín region and the D1 highway will be completed by 2010.

## Tomas Bata University in Zlín

[www.utb.cz](http://www.utb.cz)

**Number of students: 11,500**



Tomas Bata University in Zlín (TBU), which was preceded by the Faculty of Technology, was founded in 2001. The legislative process that had enabled the establishment of the University was successfully completed in 2000, when the then President of the Czech Republic, Mr Václav Havel, signed the Tomas Bata University in Zlín Establishment Act.

## Tomas Bata University in Zlín

[www.utb.cz](http://www.utb.cz)

**Number of students: 11,500**

### Faculty of Applied Informatics

The Faculty of Applied Informatics primarily focuses on the following fields: modern automatic control theory; monitoring and control of technological processes; measurement technology; artificial intelligence methods; information technology, software engineering; mathematical modelling of manufacturing processes with respect to their automatic control; and automatic control in CHP.

Within R&D, the Faculty also collaborates with numerous businesses and research institutions in the Czech Republic and abroad, e.g. the U.S. Department of Agriculture; Eastern Regional Research Centre Philadelphia, U.S.A.; University College Northampton, Great Britain; ECCO A/S, Denmark; and VIPPO A/S Partizánske, Slovakia. As regards Czech businesses, the Faculty collaborates with e.g. EVEKTOR and UNIS, a.s. Brno. In April 2008, a collaboration agreement between TBU and Microsoft was signed to enable the establishment of the Microsoft IT Academy training centre. The centre will offer training courses focusing on personal computer technology, server technology and software development tools. Among other things, courses focusing on computer networks have been on offer at the Faculty for two years within the world organization CISCO Academy. Obviously, the Faculty collaborates with a number of universities and other institutions. The Faculty is located in a modern university campus opened in 2004, which meets the highest European standards. In the past few months, two specialist laboratories have been launched at the Faculty: the laboratory of intelligent buildings and the laboratory of advanced security technologies, where students learn about the latest technologies of today.





## Tomas Bata University in Zlín: An Opportunity for ICT Companies

Nowadays, Zlín offers new business opportunities for companies involved in information and communication technology. Within two years, Tomas Bata University in Zlín will have built a new Science and Technology Park aimed at software development, security technology issues and other fields of applied informatics. The park will be located right next to the Faculty of Applied Informatics. The STP will offer a great business opportunity for ICT companies. An area of 'A' class 4,500 m<sup>2</sup> will be available for development laboratories, offices, and training and seminar rooms. Collaboration between ICT companies on the one hand, and academic specialists and PhD students on the other, will strongly be supported.

Over 200 people will find new employment opportunities in the STP. The University is going to fund the development of the park through the Operational Programme "Enterprise and Innovation", which is managed by the Ministry of Industry and Trade of the Czech Republic through the CzechInvest Agency. Total costs for the park construction will amount up to CZK 256 million.

## NWT Computer s. r. o.



NWT Computer was established as a purely Czech private firm in Kroměříž in 1992. With more than 100 employees, NWT Computer is able to offer truly comprehensive solutions in the areas of software, hardware, networks and internet access and a full range of other services, outsourcing, service, technical support, etc. The firm's philosophy is to offer comprehensive services with high added value on a professional level for very competitive prices.

In 2005 the company received the prestigious Investors In People (IIP) certification. IIP is an internationally recognised standard in the area of human resources development.

With the Czech Republic's accession to the European Union, the management of NWT Computer s.r.o. established cooperation with organisations supporting the development of regional and structural policy within the context of the country's development as a member of the EU. Thanks to the knowledge of these issues, the company successfully implemented a range of projects that enabled it to gain a head-start on the competition and to increase added value for its customers.

NWT Computer s.r.o. offers active cooperation in setting up projects.

## AV ENGINEERING, a.s.



AV ENGINEERING has been operating on the market since 1993 providing a unique combination of development and design services and top CAx/PLM knowledge solutions aimed at developing new products in mechanical engineering. The products and services supplied by AV ENGINEERING are characterised by high added value allowing our customers to make principal changes in the organization and quality of new products development, resulting in the ability to market products of higher utility value, in a shorter time and at lower costs. The knowledge and experience of AV ENGINEERING specialists and product- and customer- orientated approach is a guarantee of high quality of the services provided by AV ENGINEERING. The experience gained in information technology implementation is utilized in construction project design and vice versa.

AV ENGINEERING is orientated in the long-term prospective on cooperation with major European and domestic manufacturers especially in the automotive industry, the consumer industry, gardening technologies, power engineering and general mechanical engineering.

## Axiom Tech, s.r.o.



Axiom Tech Ltd. is one of leading IT providers in the Czech Republic. The core competence of the company is the CAD/CAM/CAE area and the cornerstone of the complex systems designed, delivered and maintained by Axiom Tech are the Siemens PLM Software (previous UGS) products.

There are three main activities:

1. NX market and customer support
2. Engineering services
3. MAGMAsoft market, support and services

Axiom Tech is a member of consortium EDGE Alliance, providing komplex CAD/CAM/CAE engineering services.



## New ICT Projects Coming to CR in 2008/2009



Czech Republic has proven itself as a location that offers excellent conditions for activities such as software development in various areas as well as expert and solution centers. Many interesting projects have been launched in 2008 and plans of companies (either newcomers or already established players expanding their activities) are promising.

### SUSE Linux Enterprise



SUSE LINUX, s.r.o. is the most important foreign operation of the German company SUSE LINUX Products GmbH, which is part of Novell.

The aim of the company's project is to expand its expert and solution centre, which focuses on providing specialist support for installation and use of Novell software products. Technicians resolve reported problems and perform repairs of these products. The company's Czech branch has long cooperated with Czech universities, including the Faculty of Mathematics and Physics at Charles University in Prague, Czech Technical University, also in Prague, and the Faculty of Informatics at Masaryk University in Brno. In connection with the project the company is planning to invest CZK 11.9 million and create 70 new, highly specialised jobs in Prague.

### HSBC Bank plc



HSBC is one of the world's largest banking and financial services organisations. It serves over 100 million customers worldwide through around 9,500 offices in 85 countries and territories in Europe, the Asia-Pacific region, the Americas, the Middle East and Africa. Its European banking operation, HSBC Bank plc, has recently established a new regional IT development and support centre in Ostrava. The team will be responsible for the development, deployment, maintenance and support of HSBC banking systems and applications in seventeen countries across Europe. HSBC will invest CZK 31 million in this centre and create up to 150 new IT development jobs.

### TeLogic CZ s.r.o.

TeLogic's main activities include development, design and consulting in the area of information and telecommunications technologies with emphasis on software development for telecommunications network administration systems and for supporting the provision of telecommunications services, i.e. intelligent services systems (Intelligent Networks), next-generation services (NGN) and internet multimedia systems (IMS).

The company's investment project involves building a development centre in Liberec that will perform development of software for telecommunications network administration and support for the provision of telecommunications services and applications for foreign customers, primarily for the German headquarters of Nokia Siemens Networks, as well as for Deutsche Telekom AG and British Telecom Ignite.

In connection with the project the company is planning to invest CZK 11.1 million and create 120 new, highly specialised jobs. The company is planning to provide the Technical University in Liberec with support for the establishment of new study programmes in ICT fields with focus on the latest telecommunications technologies, to offer internships for talented students and will sponsor dissertation works with telecommunications themes.

## Software Development Europe



With its headquarters in Brno, Software Development Europe, s.r.o. was established in 1995 and since its establishment it has focused on software development in the telecommunications field. Its operations are linked to the activities of its American sister company, SDE, Inc., which acts as an intermediary between SDE s.r.o. and other clients. One of the most important factors in the company's selection of Brno was the presence of Masaryk University and the local Technical University, which are two main sources of employees.

At the beginning of 2008 the company decided to expand its activities in the area of developing software and hardware for providers of telecommunications services. This primarily involves development in the area of switching and network-traffic management and monitoring. The project's main output will thus be a next-generation platform based on a new operating system, hardware and software superstructures.

In connection with the project, the company is planning to invest CZK 11.5 million and create 26 new, highly specialised jobs in Brno.

## SolarWinds



American SolarWinds.net, Inc. was established in 1998 and today is a leader in the area of network administration, monitoring and research for Windows.

Solarwinds Software Europe Limited is planning to establish a software-development centre in Brno. The new centre will develop and test software for each product that the company currently sells. This primarily concerns applications for network supervision, testing and analysis, products for network-performance and crisis-regime management, and products for configuration management.

In connection with the project the subsidiary company is planning to create 101 new, highly specialised jobs in Brno.

## Concur Technologies CONCUR

Concur is the world's leading provider of on-demans Employee Spend Management services. Concur's automated expense and travel management solutions enable companies to control their employees' expenditures, streamline inefficient processes and effectively reduce costs.

The company's investment project involves establishing a center of excellence in Prague that, in addition to introducing existing products to the local market, will help to develop the company's next-generation solutions for managing business travel and employee expenses.

In connection with the project the company is planning to invest CZK 12,5 million and create 65 new, highly specialised jobs in Prague.

## Implements – IntraWorlds

Implements GmbH is a provider of social networks in the form of applications for managing customer relations and applications for safeguarding the funds of non-profit organisations and companies in Europe.

The technological basis of the software is the LAMP system (Linux, Apache, MySQL a PHP). The system has been under continual development since 2001. These products offer a broad array of functional membership and administrative capabilities and can manage the complicated organisational structures of large public universities.

Implements GmbH is planning to establish a software-development centre in Plzen in order to enhance its products and services.

In connection with the project the company is planning to invest CZK 10,8 million and create 100 new, highly specialised jobs.

## Czech ICT Alliance

### Czech ICT Alliance

#### Members of the Czech ICT Alliance

are significant multinational companies operating in the Czech Republic (e.g. Ness) and leading Czech firms (e.g. Unicorn, LCS) as well as a range of small and medium-sized Czech companies with extensive international ambitions. The alliance currently has 20 members, but thanks to the scope of its activities, it has helped dozens of Czech IT firms with foreign expansions.

The Czech ICT Alliance is an official export alliance of the government agency CzechTrade (National Trade Promotion Agency of the Ministry of Industry and Trade of the Czech Republic). It was formally established in September 2005 and since then it has implemented several key foreign activities to support Czech ICT exports.

Czech firms offer highly educated and experienced IT workers with foreign-language skills. The Czech Republic itself features quality infrastructure as well as a stable regulatory and legal environment. Thanks to membership in the EU and its location in the heart of Europe, the country is a very attractive partner for foreign entities. The alliance's main goal is to exploit the Czech Republic's advantages and to build a strong brand of quality Czech ICT, as well as to help firms establish solid contacts with potential customers resulting in successfully implemented projects, which provide the best PR for Czech ICT abroad.

Membership

#### Members of the Czech ICT Alliance

Adastra Corporation	Adastra is a leading provider of Data Warehousing, Business Intelligence, Data Intelligence, and Master Data Management solutions.	<a href="http://www.adastracorp.com">www.adastracorp.com</a>
Aimtec	Aimtec is a supplier of solutions and services for manufacturing and trade organisations in the area of information technologies, system integration, outsourcing and business consulting.	<a href="http://www.aimtec.cz">www.aimtec.cz</a>
Anect	ANECT is a top-class provider of professional solutions in the field of information and communication technologies	<a href="http://www.anect.com">www.anect.com</a>
BITerra	BITerra is consultancy company focused on providing services in the field BI, Data Warehouse and CRM	<a href="http://www.biterra.eu">www.biterra.eu</a>
Cleverbee	With exacting precision, Cleverbee will design and prepare for you a software solution.	<a href="http://www.cleverbee.com">www.cleverbee.com</a>
CN Resources International CZ	CN Resources is a provider of software development outsourcing and it is a leader among Czech exporters in the field.	<a href="http://www.cncz.cz">www.cncz.cz</a>
Compelson	Compelson manufactures peripherals for chip cards and develops software including controllers and low-level software and mass-market applications. Compelson products are used in more than 60 countries.	<a href="http://www.compelson.cz">www.compelson.cz</a>
EEA	EEA is an independent software house concentrating on custom-made development and integration of online communication and information solutions.	<a href="http://www.eea.cz">www.eea.cz</a>
Empire	Empire provides a wide range of services covering application development, system integration, creating of web pages and security.	<a href="http://www.empire.cz">www.empire.cz</a>
IT Systems	IT SYSTEMS provides consulting, development, implementation and outsourcing services in the field of company's	<a href="http://www.itsys.cz">www.itsys.cz</a>
KCTData	KCT Data is the Czech company focused exclusively on SAP products and technologies	<a href="http://www.kctdata.cz">www.kctdata.cz</a>
Komix	Komix is focused on complete turnkey deliveries of information systems, including their maintenance and support.	<a href="http://www.komix.cz">www.komix.cz</a>
Kvintech	Kvintech primary objective is to provide clients with complex custom-made solutions matching their immediate needs	<a href="http://www.kvintech.cz">www.kvintech.cz</a>
LCS	The LCS Group deals with the development, implementation and supported of modern information systems for all market segments (SMEs to MNCs)	<a href="http://www.lcs.cz">www.lcs.cz</a>
Ness	Ness Technologies (NASDAQ: NSTC) is a leading global provider of comprehensive end-to-end IT services and solutions.	<a href="http://www.ness.cz">www.ness.cz</a>
Pike Electronic	PIKE ELECTRONIC is a company providing complex service in the sphere of software application development	<a href="http://www.pikeelectronic.com">www.pikeelectronic.com</a>
Profnit	Profnit is a company of top IT professionals who speak the language of the clients and who view IT as a means for providing tangible benefits for customers	<a href="http://www.profnit.eu">www.profnit.eu</a>
Sprinx Systems	Sprinx Systems is a leading provider in the field of IS, internet, and e-commerce application based on Microsoft	<a href="http://www.sprinx.cz">www.sprinx.cz</a>
StringData	StringData is one of the leading suppliers in the area of Information technologies and systems in the Czech Republic	<a href="http://www.stringdata.cz">www.stringdata.cz</a>
Unicorn	Unicorn is a leading Czech provider of Information and Communication Technology services	<a href="http://www.unicorn.cz">www.unicorn.cz</a>

## Cooperation with CzechInvest

The Czech ICT Alliance significantly cooperates with CzechInvest on numerous projects:

- Seminars and roundtable discussions with representatives of ministries with the purpose of addressing key issues of the IT market in the Czech Republic
- Joint implementation of trade missions abroad (Zurich, London, etc.)
- Joint exhibitions at prestigious trade fairs (INTEROP, CeBIT, etc.)

## Free services for foreign partners

The Czech ICT Alliance offers a full range of free services to foreign potential partners in cooperation with more than 30 foreign offices of CzechTrade around the world:

- Information service – queries regarding Czech ICT
- Assistance with finding suitable suppliers in the Czech Republic
- Organisation of trade missions for matchmaking in the Czech Republic
- Individual preparation of business trips and meetings with Czech IT firms
- Assistance for foreign investors – parties interest in acquisitions
- Recommendation of other partners for ensuring services

## Participation in foreign trade fairs

The Czech ICT Alliance assists Czech firms with obtaining grants for participation in foreign activities, including exhibitions at prestigious trade fairs, at which the Czech ICT Alliance also presents the Czech Republic as an advantageous IT partner. Significant trade fairs in which the alliance and its firms participate include:

- CeBIT – the most prestigious IT trade fair in Central Europe
- INTEROP New York, Outsource World – an important trade fair on America's east coast
- INTEROP Las Vegas
- Tine – Netherlands
- and many others

## Trade missions and services for Czech firms

The Czech ICT Alliance implements a full range of trade missions and services for Czech IT firms:

- Current overviews of IT requirements from public orders in European Union countries IT
- Current overviews of EU grants and funds
- Practical seminars on export + networking held in the Czech Republic
- The alliance is a source of enquiries from foreign partners
- Promotional CD and printed catalogue of the alliance
- Trade missions to Zurich, London, Rotterdam, Vienna, Copenhagen, etc.

## Top ICT Companies in CR

Rank	Company	Legal form	Proprietary Structure	Founded	Revenue			Employees 2006	Asset (mil. CZK)	Profit before tax (mil. CZK)	Main products	Main customers	www
					2005 (mil. CZK)	2006 (mil. CZK)	2006 (mil. USD)						
1.	skupina BGS Levi		other	1995	4 830,0	10 210,0	485,0	330	1 087,0		LCD TV and monitors, PDP TV, PC		www.bgslevi.cz
2.	FIC CZ	s.r.o.	CZK	1991	21 024,0	7 981,0	379,1	200	1 767,0	96,0			www.fic.cz
3.	Tech Data Distribution	s.r.o.	ZP	1991	5 699,0	6 549,0	311,1	681	3 998,0	1 247,0	Tennet, Foris	MTS, MGTS, Callax	Distribution
4.	Sitronics Telecom Solutions	a.s.	ZP	1993	5 405,0	5 147,0	244,5	600				DHL, Telefónica O2 Czech Republic, ČEZ	www.sitronicsts.com
5.	Hewlett-Packard	s.r.o.	CZK	1991	4 449,0	5 094,0	242,0	152	1 050,0	91,4			www.hp.cz
6.	SWS	a.s.	C	1991	3 238,3	3 896,9	185,1				směřovače, switche, software pro správu sítí	Jan Becher, Maersk logistics, Scania	www.sws.cz
7.	Cisco Systems	s.r.o.	ZP	1995	2 800,0	2 800,0	133,0	184	1 803,0	618,0	SAP Business Suite, SAP Business One, SAP All-in-One	Ministry of Agriculture, ČSSZ, Pilsen City	www.cisco.cz
8.	SAP ČR	a.s.	ZP	1993	2 525,0	2 717,0	129,1	90	807,4	105,1	PC, servers, notebooks		www.sap.com/cz
9.	Fujitsu Siemens Computers	s.r.o.	CZK	1999	1 727,0	2 664,2	126,6	779	927,0	99,0	outsourcing, services	Telefónica O2 Czech Republic, VZP	Computers
10.	AutoCont CZ	a.s.	C	1990	2 217,0	2 312,0	109,8	75	949,1	55,9	technologies and services for internet networks, ICT solutions	Telecommunications operators in the Czech Republic	www.autocont.cz
11.	Ericsson	s.r.o.	ZP	1991	1 095,2	2 275,8	108,1	35	87,0	3,4			www.ericsson.cz
12.	Actebis Computer	s.r.o.	ZP	1998	1 071,0	1 960,0	93,1	84	702,0	22,1	cameras, medical apparatus, microscopes		www.actebis.cz
13.	Olympus C&S	s.r.o.	ZP	1991	1 688,0	1 873,0	89,0	32			IBM, Sun, Symantec, Eizo, EMC		www.olympus.cz
14.	Avnet	s.r.o.	ZP	1998	1 280,0	1 815,0	86,2	100			Ovislink, Genius, BenQ, Hal3000, netX		www.avnet.cz
15.	100Mega Distribution	s.r.o.	C	1994	1 400,0	1 600,0	76,0	1 170	2 990,0	381,4		ČD, GTS Novera, Ministry of internal affairs	www.100mega.cz
16.	ČD-Telematika	a.s.	CZK	1994	1 117,0	1 522,0	72,3	93	271,0	56,0	Barbone, Gigabyte, Transcend, Biostar, Foxconn		www.cdt.cz
17.	T.S. Bohemia	a.s.	C	1994	1 246,0	1 420,0	67,5	381	592,0	44,4	integration systems, application development, IS	public and private sector, health service	www.tsbohemia.cz
18.	ICZ	a.s.	CZK	1997	620,0	1 412,0	67,1	74	339,0	-22,3	Canon, Genius, HP		www.i.cz
19.	Konsigna Handel	k.s.	CZK	1991	1 140,0	1 160,0	55,1	116	356,0		SAP, HP, Microsoft, VMware, Citrix, Cognos		www.konsigna.cz
20.	S&T CZ	s.r.o.	CZK	1991		1 138,0	54,1	50	196,0	2,0	Components, PC, notebooks	Intel, Toshiba, Prestigio	www.sntcz.cz
21.	Asbis CZ	s.r.o.	CZK	1998	1 248,0	1 116,0	53,0	528	547,0	25,0	ICT, integration systems	Telefónica O2 Czech Republic, Metrostav, IBM	www.asbis.cz
22.	Vegacom	a.s.		1999	740,0	1 060,0	50,4	748	563,8	42,8	integration systems, outsourcing, IS	SCP, Ministry of internal affairs, T-Mobile CZ	www.vegacom.cz
23.	Asseco Czech Republic	a.s.	CZK	1954/2003	1 018,5	1 052,0	50,0	116	105,0	3,0	150 000 kinds of good in specialized e-shops		www.asseco.cz
24.	Internet Mall	a.s.	C	2000	873,0	1 044,0	49,6	53			PC components, PC		www.mall.cz
25.	Abacus Computer	s.r.o.	C	1992	850,0	1 004,0	47,7	923	695,0	140,0	software development, ICT counsel, IS	Česká spořitelna, KB, Česká pojišťovna	www.abacus.cz

Source: ComputerWorld Top 100

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					2005 (mil. CZK)	2006 (mil. CZK)	2006 (mil. USD)						
26.	Unicorn	a.s.	C	1990	779,0	1 001,0	47,6	48	259,0	23,0	Nokia, Sony Ericsson, TomTom		www.unicorn.eu
27.	Agora plus	a.s.	C	1997	1 041,0	996,0	47,3	105	663,0	52,0	SoftSwitch, connection and transmission technology	Telefónica O2 Czech Republic, ČEZnet, Radiokomunikace	www.agora.cz
28.	TTC Marconi	s.r.o.	CZK	1993	686,0	944,0	44,8	669	423,0	103,0	IP telefonie, IP contact centre, IT outsourcing	RWE Energy Customer Services CZ, Olympus C&S	www.ttc.cz
29.	Soitron CZ	s.r.o.	ZP	2005	493,0	888,0	42,2	53	433,6	71,1	system support, ISOpack, HW IBM		www.soitron.com
30.	GC Systém	a.s.	C	1990	914,6	830,8	39,5	38	341,7		Sun Microsystems, CheckPoint, Citrix		www.gcsystem.cz
31.	Soft-Tronik	a.s.	CZK	1990	581,7	808,7	38,4	98					www.soft-tronik.cz
32.	Czech Computer	s.r.o.	C	1998	576,0	769,0	36,5	50	360,0	4,5			www.czechcomputer.cz
33.	SD Servodata	a.s.	C	1991	633,0	750,0	35,6	58					www.servodata.net
34.	Penta CZ	s.r.o.	C	1992		732,0	34,8	400	260,0		Master Data Management, BI, data warehousing	Česká pojišťovna, HVB Bank Czech Republic, Vodafone CZ	www.penta.cz
35.	Adastra	s.r.o.	C	1994	541,2	731,8	34,8	187	504,6	62,3	communication infrastructure, VoIP,	Ministry of Labour and Social Affairs, Česká pojišťovna, DHL	www.adastra.cz
36.	Anect	a.s.	C	1993	770,3	729,4	34,7	330	483,0	8,4	SAP, Oracle, EMC	ČEZ Data, Telefónica O2 Czech Republic, ČUZK	www.anect.com
37.	Ness Czech	s.r.o.	ZP	1993	585,8	663,3	31,5	56	110,0		Microsoft, IBM, SW development	Česká spořitelna, Pražská teplárenská, Škoda Auto	www.ness.com
38.	Digi Trade	s.r.o.	ZP	1994	402,0	632,0	30,0	199	280,2	21,5	SAP IS-U/CCS, EDM, SAP ERP, CRM, BI	E.ON CZ, Jihočeská plynárenská, Teplárna Tábor	www.digi-trade.cz
39.	E.ON IS Czech Republic	s.r.o.	CZK	1997	657,7	617,6	29,3	772			application development	Telefónica O2 Czech Republic, Česká spořitelna, RWE CZ	Czech
40.	TietoEnator Czech	s.r.o.	CZK	1992		571,0	27,1	43	295,0	24,0	storage, servers, payment terminals and applications	Tesco Stores, Sitronics, Globus	www.tietoenator.cz
41.	Bull	s.r.o.	CZK	1993	500,0	531,0	25,2	62	9,3	0,5	PC service, Mironet	Čepro, Charles university, Institute of physics	www.bull.cz
42.	Mironet	s.r.o.	C	1995	380,0	530,0	25,2	188	388,0	166,0	AVG Internet Security, AVG Anti-Malware, AVG Anti-Virus	Pilsen Prazdroj, ČSA, Ministry of Industry and Trade	www.ness.com
43.	Grisoft	s.r.o.	CZK	1991	401,0	528,0	25,1	67	174,7	13,4	Cisco, HP, Sun, Nortel, Check Point	ČHMÚ, Škoda Auto, Ministry of Internal Affairs	www.grisoft.cz
44.	Simac Technik ČR	a.s.	ZP	1995	333,0	521,0	24,8						www.simac.cz
45.	ANF Data	s.r.o.	CZK	1992	405,0	507,0	24,1	451	105,0	12,5	e-AVA, e-Archiv, Amis	Siemens, ZP MV ČR, Zaměstnanecká pojišťovna Škoda	www.anfdata.cz
46.	ITS	a.s.	C	1991	298,4	484,3	23,0	46	82,3	17,9	eBDX, Spectrum, Normis	ČSOB, Tesco, Kooperativa	www.its.cz
47.	Diskus	s.r.o.	C	1991	475,9	482,8	22,9	49	124,9	4,3	CD/DVD, flash disks		www.diskus.cz
48.	Altron	a.s.	C	1991	420,3	453,2	21,5	100	237,6	25,0	energocenter, Technology facility management	ČEZ, PPF, Telefónica O2 Czech Republic	www.altron.cz
49.	Comparex CZ	s.r.o.	CZK	1995	410,0	450,0	21,4	33			Enterprise Storage, Servers, data back up	bank, insurance companies,	www.comparex.cz
50.	Cleverlance Enterprise Sol.	a.s.	C	2000	287,0	437,0	20,8	311	170,4	70,2	Sm@tClient, Cleverlance Portal, FrontEnd Server	Komerční banka, Česká pojišťovna, Vodafone	www.cleverlance.cz

Source: ComputerWorld Top 100

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					2005 (mil. CZK)	2006 (mil. CZK)	2006 (mil. USD)						
51.	Kapsch	s.r.o.	ZP	1992		430,0	20,4	164	330,0	22,0	Dell, Nortel, Filenet, Cisco	Vodafone, T-Mobile, Vězeňská služba ČR	www.kapsch.cz
52.	Gordic	s.r.o.	C	1993	332,0	414,0	19,7	124	329,0	49,0	Gordic Ginis, Gordic Win, Eiger	Ministry of Defence, Česká spořitelna, Prague City Hall	www.gordic.cz
53.	2N Telekomunikace	a.s.	C	1991	370,0	401,0	19,0	135	238,0	68,0	GSM gates	ICT sector	www.2n.cz
54.	Avmedia	a.s.	C	1992	330,0	382,0	18,1	98	202,0	39,0	design and presentation engineering		www.avmedia.cz
55.	Infinity	a.s.	CZK	1992	431,0	374,0	17,8	124	148,0		Microsoft, HP		www.lawson.com
56.	Soluziona	s.r.o.	ZP	1996	302,0	362,0	17,2	140	149,0	27,0	SAP, Proxio	ČEZ, RWE	www.soluziona.cz
57.	Logos	a.s.	C	1994	308,1	357,9	17,0	277	146,4	40,5	DocuLive, Smart Answer, Logos Voting Platform	KB, Ge Money Bank, ICT operators, Česká pojišťovna	www.logos.cz
58.	TTC Telekomunikace	s.r.o.	C	1992	202,0	356,0	16,9	161	481,0	43,0	DTP IP, TouchCall, PCM30U	TTC Marconi, AČR	www.ttc.cz
59.	Abakus Distribution	a.s.	C	1991	288,0	346,0	16,4	18	125,0	1,0	Microsoft, Symantec	Impromat-Computer, Computer Help, Cesa	www.abakus.cz
60.	Oksystem	s.r.o.	C	1990	226,0	345,0	16,4	121	350,0		IS Okdávky, Okpráce, Okinfo	Ministry of Labour and Social Affairs	www.oksystem.cz
61.	Impromat Int.	s.r.o.	CZK	1990	390,0	342,0	16,2	57	134,0	26,0	system integration, software solutions	financial sector, industry, civil service	www.impromat.cz
62.	i4wifi	a.s.	C	2006	96,0	327,0	15,5	19	60,0	30,0	Mikrotik, TP-Link, Wi-Fi	WISP providers for Czech Republic	www.i4wifi.cz
63.	Milan Škoda-foto	other	C	1991	298,0	315,0	15,0	97	69,0	0,5	digital cameras, foto services, binoculars	Nikon, Canon, Olympus	fotoskoda.cz
64.	Xanadu	a.s.	C	1991	290,0	292,0	13,9	75	68,0		AutoCAD, Autodesk Inventor, iProject	Letiště Praha, ZVVZ	www.xanadu.cz
65.	Oki Systems (Cz. and Slov.)	s.r.o.	CZK	1992	290,5	287,5	13,7	13	34,3	1,7	printers, fax	Tipsport, České dráhy, Czech post	www.oki.cz
66.	ISC Communication Czech	a.s.	CZK	2000	310,0	278,0	13,2	50	55,0		telephone centres, mobile phones		www.isccz.eu
67.	Deltax Systems	a.s.	C	1992	163,0	263,0	12,5	140	175,0	30,0	People@Work, B2B4C, e-Synergy	Telefónica O2 Czech Republic, Ministry of Justice	www.deltax.cz
68.	Stapro	s.r.o.	C	1990	248,8	260,2	12,4	213	228,6	15,2	IS StaproAkord, MIS StaproAkord, counsel services	Všeobecná fakulní nemocnice v Praze, nemocnice Znojmo	www.stapro.cz
69.	LCS International	a.s.	C	1990	215,0	235,0	11,2	200	83,5	20,2	Helios Green, Helios Orange, Helios Red	Autocentrum Pardubice, SV Agency, Zoo Dvůr Králové	www.helios.eu
70.	Profinit	s.r.o.	C	1998	166,0	228,0	10,8	55	96,0	11,0	Oracle EMC, Informatica, Central Airport Operation Database	Česká pošta, Česká spořitelna, Letiště Praha	www.profinit.cz
71.	Minerva Česká republika	a.s.	C	1992	202,0	220,0	10,5	100	105,0		QAD (MFG Pro), Preactor - APS, Hamilton (SFA)	Madeta Group, Johnson Controls, United Bakeries	www.minerva-is.cz
72.	Orange&Green Solutions	s.r.o.	C	2003		211,0	10,0	67		8,0	Lenovo, IBM, OG serverBox		www.og.cz
73.	Dial Telecom	a.s.	C	1997	206,7	209,7	10,0	50		26,0	data, internet	ING Investment Management, Zentiva, France Telecom	www.dialtelecom.cz
74.	Ycnega technologies	s.r.o.	C	2002	1331,0	193,0	9,2	26	37,0	2,0			www.ycnega.cz
75.	Megapixel	s.r.o.	C	2001		189,0	9,0	20			digital cameras, video camers, equipment, services	professional and non-professional photographers	www.megapixel.cz

Source: ComputerWorld Top 100

Rank	Company	Legal form	Proprietary Structure	Founded	Revenue			Employees 2006	Asset (mil. CZK)	Profit before tax (mil. CZK)	Main products	Main customers	www
					2005 (mil. CZK)	2006 (mil. CZK)	2006 (mil. USD)						
76.	SkyNet	a.s.		1994	200,0	1 81,1	8,6	69	91,9	2,2	UTM Fortigate, net infrastructure	ECM, Cabel television CZ	www.skynet.cz
77.	Amos Software	s.r.o.	C	1993	151,0	1 81,0	8,6	6	60,0	2,0	Adobe, Wacom, FileMaker	Vltava-Labe Press, Ministry of Internal Affairs, Mondi Business Paper	www.amsoft.cz
78.	CDL System	a.s.	C	1992	174,0	1 77,0	8,4	96	76,0	5,6	server solutions, communication-safety, IS Navision	Globus ČR, Hennlich Industrietechnik, Linde Material Holding	www.cdl.cz
79.	Komix	s.r.o.	C	1992	153,3	1 75,3	8,3	119	66,8	15,0	system integration	Siemens, IBM, Kooperativa	www.komix.cz
80.	Intercom Systems	a.s.	C	2000	135,0	1 73,0	8,2	16	165,0	12,0	Cisco, design of network, optical network	Cesnet, Ministry of Industry and Trade	www.intercomsys.cz
81.	Pregis	a.s.		1997		1 72,0	8,2	99	196,0	18,0	systém for document administration	Preciosa, Desko	www.pregis.cz
82.	BSC Praha	s.r.o.	C	1990	157,0	1 69,0	8,0	125	83,0	2,0	Gemini, Star, JD Edwards EnterpriseOne - ERP system	Alfa-Bank, GE Money, Metrostav	www.bsc.cz
83.	Kinetik	s.r.o.	CZK	1991	200,5	1 67,0	7,9	31	55,5	-0,1	Apple, HP, LG	Letiště Praha, Czech Television, ČEZ	www.kinetik.cz
84.	Kodys	s.r.o.	CZK	1991	147,0	1 62,2	7,7	31	81,7		Accellos WMS, mobile terminals, card printers	Czech Post, RWE, DHL Express Czech Republic	www.kodys.cz
85.	AG Com	a.s.	C	1992	135,0	1 50,0	7,1	54	61,0				www.agcom.cz
86.	Cigler Software	a.s.	C	1990	141,0	1 50,0	7,1	60			Money, Microsoft Dynamics NAV, cash desk system	Czech post, Správa městské policie Praha	www.money.cz
87.	CDC Data	s.r.o.	C	1997	96,0	1 49,0	7,1	38			Fujitsu Siemens, Computers, Kyocera, Citrix		www.cdc.cz
88.	Netprosys	s.r.o.	C	1997	163,0	1 47,0	7,0	45			network, safety	Čepro, Czech Technical University in Brno, Skanska	www.netprosys.cz
89.	Trusk Solutions	s.r.o.	C	1994	99,7	1 44,5	6,9	128	110,7	24,8	Identity Management, integration, monitoring	ČSOB, Česká spořitelna, GE Money	www.trusk.cz
90.	Sloane Park Property Trust	a.s.	CZK	1998	100,1	1 42,8	6,8	21	490,0		IP/GE, DWDM	Radiokomunikace, GTS Novera, T-System Pragonet	www.sloane.cz
91.	Janus	s.r.o.	C	1992	101,0	1 40,0	6,7	21			Kyocera, printing solutions	Allianz, ČSOB, OBI	www.janus.cz
92.	Datasys	s.r.o.	C	1994	95,0	1 37,0	6,5	55	51,0	27,0	Unified Messaging System, Help.i	Ministry of Finance, Telefonica O2 Czech Republic, ČSOB	www.datasys.cz
93.	OR-CZ	s.r.o.	CZK	1993	87,0	1 33,0	6,3	87	56,0		ERP OR-System, PACS Marie	Agrostroy Pelhřimov, Šroubárna Turnov, TOS Znojmo	www.orcz.cz
94.	Aquasoft	s.r.o.	C	1996	118,3	1 27,8	6,1	108	44,3	7,6	development of applications BI, ERP, MS Dynamics AX	GRČ, Mze, CSIA	www.aquasoft.eu
95.	Dagis	a.s.	C	2001	83,8	1 21,1	5,8	25	31,6	7,6	Autodesk, Cimatron		www.dagis.cz
96.	K2 atmitec	s.r.o.	C	1991	107,0	1 21,0	5,7	73	61,0	10,0	K2 Business, K2 Professional, K2 Enterprise	Lybar, Koh-I-Noor, Hardthmuth, Linet	www.K2atmitec.cz
97.	Empire	s.r.o.	C	1994	118,9	1 20,1	5,7	122		-7,7	Empire Middleware 24x7 Empire Capitol, Empire BI	ČSOB, Patria Finance, Telefonica O2 Czech Republic	www.empire.cz
98.	Armor	s.r.o.	ZP	1997	103,0	1 19,0	5,7	17			ink and toner cartridge		www.armor.cz
99.	KCT Praha	s.r.o.	C	1999	97,6	1 14,3	5,4	58	73,2		SW	SAP ČR	www.kctdata.cz
100.	Vema	a.s.	C	1990	116,0	1 14,0	5,4				HR Vema, Ekos	Ministry of Finance, ČSOB, VZP	www.vema.cz

Source: ComputerWorld Top 100

## ICT Development Support

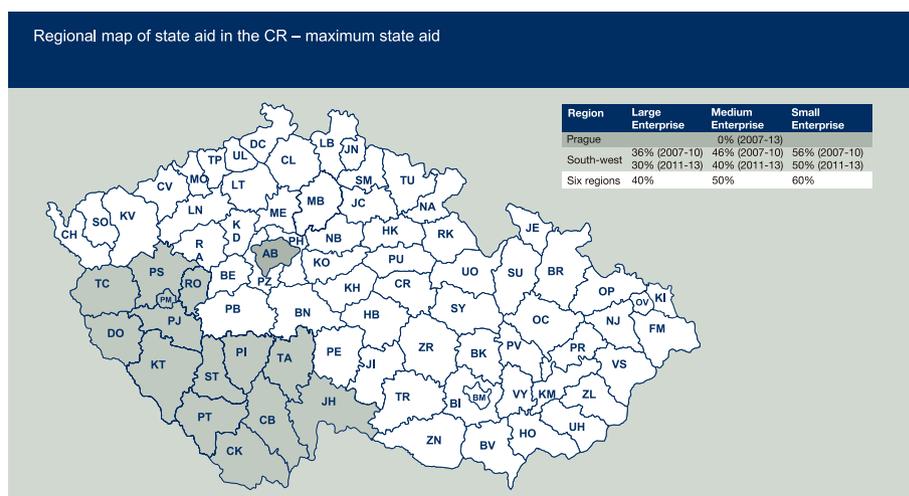
### Sector Databases

CzechInvest's fundamental tool for seeking out suitable business partners is comprised of its **sector databases of Czech companies**. The databases represent a complete summary of information on Czech firms in priority sectors in a user-friendly, graphically vivid environment enabling detailed searching. The sector databases are also available on CD. These databases contain nearly 3000 high-quality records with a broad scope of information on Czech suppliers interested in long-term cooperation with foreign partners.

<http://ict.czechinvest.org>

On our website, you will find an on-line database that is a freely accessible simplified version of our own internal database. Through filtering by sector, technology, products, region, company name and by full text, the database enables fast and simple searching for suitable suppliers and partners from the Czech Republic.

The Czech Republic offers **financial support** for ICT sector by using an appropriate programme based on the **EU structural funds**.



For more information contact us: [programy@czechinvest.org](mailto:programy@czechinvest.org)  
[incentives@czechinvest.org](mailto:incentives@czechinvest.org)

### EU Structural Funds – Program ICT and Business Support Services

Within this new programme the following activities are supported: Creation of new IS/ICT solutions and applications, Shared Services Centres and High-tech Repair Centres. Support is provided in the form of a subsidy that is paid out retroactively upon completion of a particular phase of the project. The subsidy can be provided in the amount of up to 60% of selected tangible and intangible assets (hardware and networks, software, licenses, know-how) or wages of employees in new jobs. Support from the programme can be granted only to companies outside of Prague.

# Association for Foreign Investment



## Partnership to Support Foreign Direct Investment into the CR

"The Association for Foreign Investment (AFI) represents a group of renowned companies operating the Czech market that support the entry of foreign investors into the Czech Republic by providing them with a broad range of professional services. The AFI's primary purpose is to make the entry of new investors into the Czech Republic as fast and easy as possible. Consultants from the AFI's ranks are experts in the areas of legal and advisory services, consulting, engineering, project management and other services.

During its more than ten years in existence, the AFI has assisted its members in preparing a range of significant projects of foreign investors in the Czech Republic.

Thanks to their experience, the AFI's members are the ideal bridge between local conditions and the expectations of foreign investors."

Jan Bobek, Chairman of the Steering Committee, AFI

...is a joint project of the Association for Foreign Investment and CzechInvest - the Investment and Business Development Agency of the Czech Republic. The project is intended for stable companies that offer highly competitive services and products and that are interested in supporting the high-quality investment climate in the Czech Republic while promoting the country abroad. Programme activities support, to the maximum degree possible, communication between partners and foreign investors, Czech companies, representatives of the state administration and AFI members by means of e.g. organising prestigious award ceremonies, such as:



Investor roku  
Investor of the Year



Podnikatelský projekt roku  
Business Project of the Year



Podnikatelská nemovitost roku  
Business Property of the Year

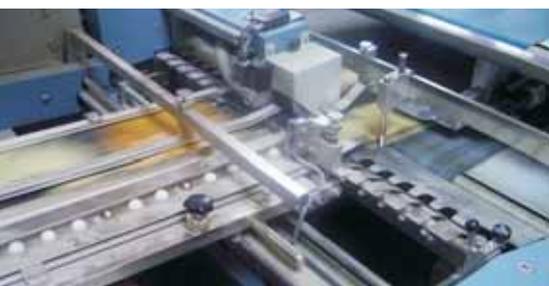
### Contact us:

#### Association for Foreign Investment

Stepanska 11  
120 00 Prague 2  
Czech Republic

Phone: +420 224 911 750  
E-mail: martin.michalov@afi.cz

More information on Association for Foreign Investment is available at [www.afi.cz](http://www.afi.cz).





#### CZECHINVEST HEADQUARTERS

PHONE: +420 296 342 500  
FAX: +420 296 342 502  
E-MAIL: [fdi@czechinvest.org](mailto:fdi@czechinvest.org)  
WEB: [www.czechinvest.org](http://www.czechinvest.org)

Stepanska 15, 120 00 Prague 2  
Czech Republic

[www.czechinvest.org](http://www.czechinvest.org)



#### CZECHINVEST WORLDWIDE

##### FRANCE

PHONE: +33 1 56 24 87 72  
E-MAIL: [paris@czechinvest.org](mailto:paris@czechinvest.org)

##### UK & IRELAND

PHONE: +44 20 7291 4610  
E-MAIL: [london@czechinvest.org](mailto:london@czechinvest.org)

##### GERMANY - MUNICH

PHONE: +49 899 9216 362  
E-MAIL: [munich@czechinvest.org](mailto:munich@czechinvest.org)

##### SOUTHEAST ASIA

PHONE: +852 2530 8806  
E-MAIL: [southeast-asia@czechinvest.org](mailto:southeast-asia@czechinvest.org)

##### JAPAN

PHONE: +81 3 3486 0329  
E-MAIL: [tokyo@czechinvest.org](mailto:tokyo@czechinvest.org)

##### USA - WEST

PHONE: +1 408 524 1690  
E-MAIL: [california@czechinvest.org](mailto:california@czechinvest.org)

##### USA - EAST

PHONE: +1 312 245 0180  
E-MAIL: [chicago@czechinvest.org](mailto:chicago@czechinvest.org)

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