Software Competitiveness International S.A.

“Software in Greece: an integral factor of the international Innovation value chain”

INNOVATION FORUM 2019
Η ΚΑΙΝΟΤΟΜΙΑ ΩΣ ΜΟΧΛΟΣ ΑΝΑΠΤΥΞΗΣ
INNOVATION ALS WACHSTUMSMOTOR

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Why Software R&D in Greece – existing values (1/3)

- Outstanding pool of intellectual capital:
  - excellent technical background and soft-skills:
    - Graduates from Greek and International (UK, USA, Germany, France) Technical Universities and Universities
    - 37.2 % with Postgraduate studies in Greece or abroad (*statistics of the University of Economics-Athens Greece - http://www.aueb.gr/statistical-institute*)
    - Technical Universities and Universities of world class, in the country
  - high experience in Software in the labor market
  - fluency in English

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Why Software R&D in Greece – existing values (2/3)

- People mentality:
  - analytic/ synthetic/ active thinking
  - commitment
  - creativity
  - flexibility
  - innovation mindset
  - open communication

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Why Software R&D in Greece – existing values (3/3)

- Lower cost compared to Middle & North Europe, similar mentality
  - proximity and mobility
  - no travel restrictions
  - bound by EU Intellectual Property Laws
  - equal time zone with Middle Europe (+1 hour)
  - excellent flight connections with all European countries, flight duration of 2 hours in average
    - Greece is a 100% member state of the European Union, no travel restrictions, bound by EU Intellectual Property Laws

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Why Software R&D in Greece – values to be managed

- Central European working mentality
- processes orientation
- team working
- stability and continuity
- long term perspective
- high quality standards
- adaptability
- transparency
- trust

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The Country

Population:
approx.. 11 million inhabitants

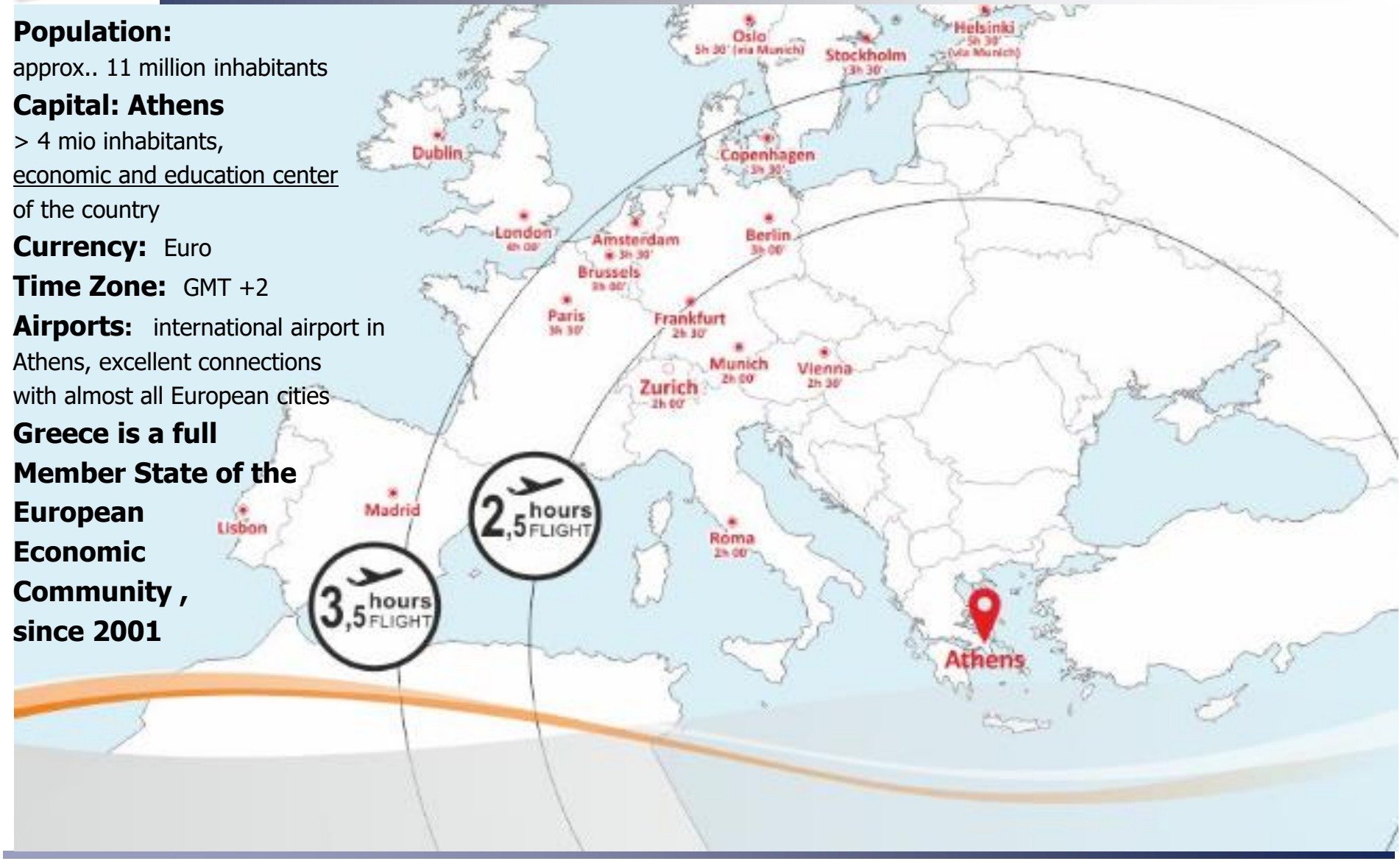
Capital: Athens
> 4 mio inhabitants,
economic and education center
of the country

Currency: Euro

Time Zone: GMT +2

Airports: international airport in Athens, excellent connections with almost all European cities

Greece is a full Member State of the European Economic Community , since 2001



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SoftCom International – what we do

- we provide the **processes maturity, professional diligence, experience and skills of the large Multinational Companies**, combined with **the flexibility and personal commitment of the Start Ups**, and with **the Middle European working conditions and mentality**

- we ensure the establishment of an efficient cooperation with our customers, with a long-term perspective, based on **operational excellence, valuable services, trust, discipline and transparency**

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SoftCom International at a glance

- Founded in **2010**
- A **global "boutique" Software Company** of 100 employees, with:
  - Main Branch Office in Athens GR, HQs in Sitia – Crete GR,
  - Legal entity in Germany ("Software Competitiveness International GmbH", Darmstadt)
  - Sales office in Germany (Munich – Oberhaching)
- Value proposition:
  - Software along the whole Software Development Lifecycle:
    - for large scale projects (products)
    - tailor made and innovative Software Projects
    - research and development
  - for quality demanding markets
  - using cutting edge technologies
- Up to 95% of the annual turnover: international cooperation (mainly: Germany, Switzerland)
- ISO9001:2015 and ISO27001:2013 certified in S/W, IT Solutions, Consulting and Training
- TISAX L3 assessed, IEEE Benchmark 2014: "Project and Process Efficiency"
- several awards

TISAX RESULT AVAILABLE

TÜV AUSTRIA HELLAS EN ISO 9001:2008 No. : 010140147

TÜV AUSTRIA HELLAS EN ISO 27001:2013 No. : 08014061

IEEE

ΕΠΙΜΕΛΗΤΗΡΙΟ | Λασιθίου

AHK Deutsch-Griechische Industrie- und Handelskammer Ελληνογερμανικό Εμπορικό και Βιομηχανικό Επιμελητήριο

EBIΔITE

si·cluster a corallia initiative

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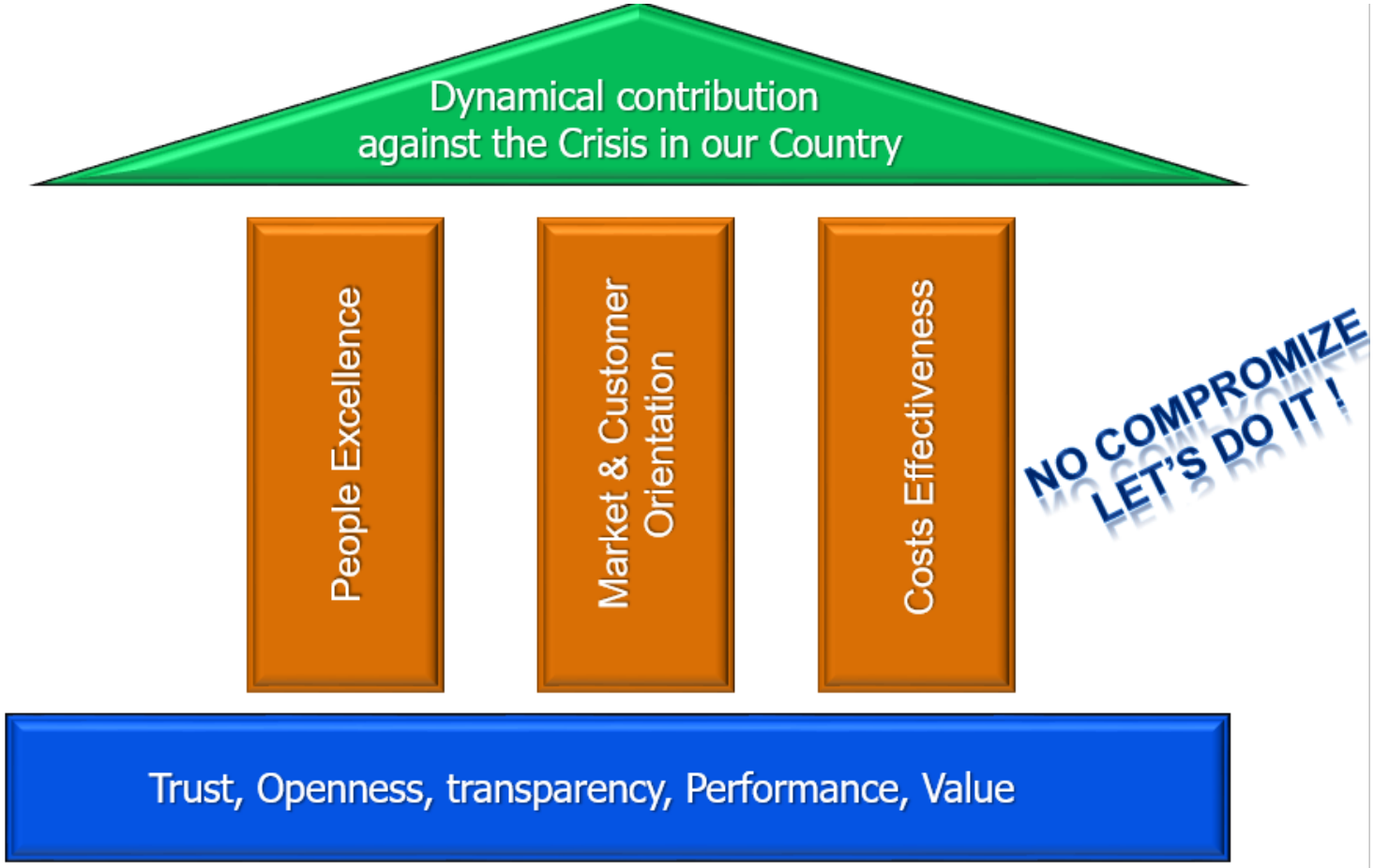
Our strategy



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Our expansion

2010 Establishment
privately held - s.o. Ltd

2011
Telecom, **K**nowledge mng.
(strategic partnerships)
Automotive

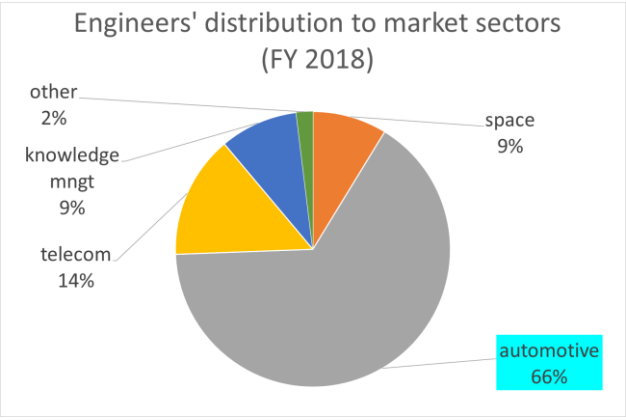
2014
Automotive
NAVI
(strategic partnership)

2015
New legal form: S.A.
Automotive **F**unctional safety & **E**CU
Digitalization, **S**pace Industry

2016
Automotive ADAS
(strategic partnership)
Sales office in Germany

2017
Automotive CON
(strategic partnership)
Avionics

2018
Professional Printing (strategic partnership).
Establishment "Software Competitiveness International GmbH"



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Our main domains and technologies

- **Automotive**: Navigation Systems, Advanced Driver Assistance, Connectivity, Electronic Power Steering systems, Functional Safety
- **Avionics:** System analysis for engines
- **Telecommunications**: Network Management Systems, System Verification
- **Space**: Performance Monitoring Applications for operations Systems and distributed Systems, Decision Making tools, AI for testing automation
- **Knowledge Management Systems**: Web based Learning Content Management Platforms
- **Digitalization:** HR-, PMO-, knowledge mngt. and processes supporting applications
- **Digital marketing**: advanced e-stores, specific solutions
- Native **Mobile Applications**

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Our experience is a main asset of our company

AWARDS

- Two “HR Awards 2019”: “Best Team Building Program” (silver) in the category “Learning & Development”. “Best Employee Engagement Strategy” (silver) in the category “Talend & Performance Management”

- Three “HR COMMUNITY AWARDS 2015”: “Creative Working Environment Award” (bronze) in the category “Culture”. “Motivational & Benefit Policy Award” (bronze) in the category “Practices” and “Website and Other Interfaces Award” (bronze) in the category “Human Resources Ecosystem” by the “HR Community Conference & Awards 2015, Greece””

- “Business Award 2013” by the Chamber of Lassithi – Crete Greece, as “the growing Small Medium Enterprise”

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Thank you for your attention

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