BASIC FACTS

The Czech Republic is one of Europe's top locations for offshoring and outsourcing of IT services. Repeatedly recognised by various researchers, this fact is confirmed by the strong inflow of highvalue-added projects of the world's top IT companies and is fueled by the country's tradition of excellence in technical fields. The list of successful investors in the country includes Microsoft, Skype, Oracle, Monster Technologies, SAP, DHL, TietoEnator, Hewlett-Packard, Computer Associates, Red Hat, SolarWinds and IBM. Furthermore, IT companies with Czech origins are renowned worldwide for their products and services (e.g. AVG Technologies, Certicon, Unicorn, Y-SOFT, 2N, CN-Group, e-Fractal and Mycroft Mind, among others). Despite being one of the most mature IT markets in the CEE region, the Czech Republic still offers plenty of growth potential.

Top Locations for Offshore Services in CEE Region Country Positioning for EMEA Language Government Support Labor Pool **0** • O Poor • Infrastructure (Fair Educational System Good **9 0** Political and Economic Environment Cultural Compatibility • • Excellent Globalization and Legal Maturity • • • Data and Intellectual Property Security and privacy Source: Gartner, November 2012

From a comparison of countries, it is clear that most of the countries are not doing as well as the Czech Republic in the aforementioned categories. However, the categories highlighted in green are those in which the other countries are doing better than the Czech Republic.

REASONS TO INVEST IN THE CZECH REPUBLIC

- Location in the centre of Europe, gateway to both eastern and western markets, less than two hours by air from most European destinations
- Creative and experienced professionals at lower costs
- -- Well-developed optical-fibre network
- -- Positive approach of the Czech Government broad investment incentives
- Regulatory and patent environment in accordance with EU standards
- One of the world's most attractive places to live

INVESTMENT CASE STUDY

Red Hat



redhat.

"Seeing strong potential for growth in Brno, Czech Republic, Red Hat established its core engineering facility here. It has become the company's largest global engineering entity employing more than 500 people in software development, quality engineering, customer support, research, documentation and program management. The number of employees working at Red Hat in Brno is growing; the company's project to hire 150 additional engineers received the ICT Investment of the Year award for 2011. For employees, Red Hat offers a unique opportunity to work on global open-source projects and provides education and other benefits which make the company attractive for many applicants in the labour market, including students seeking work experience."

> Radovan Musil. Red Hat, Director Software Engineering





Tieto Czech is now one of the largest IT service and solution providers in the Czech Republic with over 1,900 specialists at its offices in Ostrava. The company's long presence on the market, broad cooperation with universities and large number of successfully implemented projects rank Tieto among the most experienced IT companies in the Czech Republic.

Honeywell Honeywell

"A country's competitiveness depends on its people and Honeywell has found the talent it needs here - innovative, skilled and dedicated people. This is why we have made the Czech Republic a key research, development and manufacturing hub in Central Europe.'

Jaroslav Doležal, Honeywell National Executive for the Czech Republic









70s

1991

2006

2008

JSEP and SMEP IBM and HP compatible third-generation computer

AVG (Grisoft) begins operations on the Czech market

SKYPE software centre established IBM chose Prague as the ideal location for its CEE headquarters

LIST OF THE MAIN ICT FACULTIES AT CZECH UNIVERSITIES

In the Czech Republic in academic year 2011/2012 there are 392,429 students, 25% of whom study technical programmes. More than 40,000 students are enrolled in ICT faculties.

Charles University in Prague

Faculty of Mathematics and Physics

Masaryk University

Faculty of Informatics

University of Hradec Kralove

Faculty of Informatics and Management

Czech Technical University in Prague

Faculty of Electrical Engineering

Faculty of Information Technology

The University of West Bohemia

Faculty of Electrical Engineering

Faculty of Applied Sciences

Technical University of Liberec

Faculty of Mechatronics

University of Pardubice

Faculty of Electrical Engineering and Informatics

Brno University of Technology

Faculty of Electrical Engineering and Communication

Faculty of Information Technology

Technical University of Ostrava

Faculty of Safety Engineering

Faculty of Electrical Engineering and Computer Science

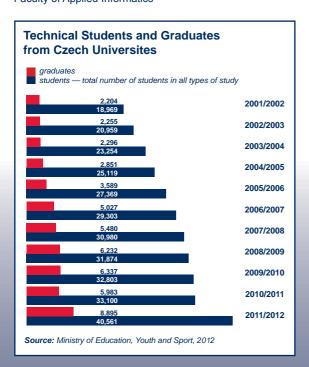
University of Economics, Prague

Faculty of Informatics and Statistics

Tomas Bata University in Zlin

Faculty of Multimedia Communications

Faculty of Applied Informatics





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Job position/ Work experience	less than a year	1 to 2 years	3 to 5 years	6 to 10 years	over 10 years
Software Engineer	1,268	1,525	1,810	2,034	1,708
Programmer	1,078	1,220	1,424	1,644	1,546
Database Analyst	1,220	1,464	1,457	-	-
IT Network Administrator	881	935	1,058	1,227	1,024

Average Exchange Rate 1 EUR = 24.586 CZK (average for year 2011, Czech National Bank 2012)

Source: PayLab, Profesia 2012

Fixed Broadband Penetration Rate (January 2012) 25 20 15 10 10 Source: Digital Agenda for Europe Scoreboard 2012, European Commission 2013









2010 2012

2012

Start of new programming period for EU structural funds.

2014-2020

2014

The beginning of the development of the Central European Institute of Technology Expansion of AT&T Brno's Branch for more than 200 new iobs

Investment incentives are available also for IT and software-development centres



INVESTORS' FAQ

- Where are the top IT locations?
 Prague, Brno, Ostrava
- How long does it take to set up a business in the Czech Republic?
 It usually takes 16 days to set up a Czech entity.
- Are there any associations supporting the software development and IT sector?
 Yes, there are such associations, eg. the ICT Association and ICT Unie

OUTSTANDING QUALITY OF LIFE

The Czech Republic boasts extraordinary quality of life.

The IMD World Competitiveness Yearbook's Quality of Life Index ranks the country twentieth in the world and first in the CEE region. But one must experience the local cultural heritage, sport facilities and natural beauty to fully grasp the joys of living in the Czech Republic.

The country offers a full range of services that are required by expatriates and their families, including multilingual international schools covering all levels from kindergarten to MBA studies, attractive housing, shopping malls and first-class recreational facilities including over 80 golf courses and 12 UNESCO heritage sites.



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