

# IT-startup ecosystem development

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Startup Moldova

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# KEY INDICATORS OF ICT DEVELOPMENT

**Gross Domestic Product (GDP) – 134 billion lei**

**ICT sector – 10,45 billion lei**  
(7,8 % from GDP)

**4,3 mil.**  
Mobile subscribers

**76%**  
Households with Internet connection

**122,9%**  
Mobile penetration

**80%**  
Internet penetration

**71%**  
Households with at least one computer

# CURRENT SITUATION: IT INDUSTRY

The increase is steady but not significant.  
Investor interest persists but a fresh impetus is required.

**1** Domestic market of software products  
22 million USD



**3** The number of active IT companies  
over 400

**2** Exports of software products  
78 million USD



**4** The number of employees in IT  
over 10.000

## CURRENT SITUATION: IT POLICIES & LEGISLATION

01

National Strategy  
Digital Moldova 2020

02

Strategy for the IT industry  
competitiveness enhancement

03

Law on IT Parks  
(no.77 of 21.04.2016 )

04

Tax incentives for employees of  
IT companies

05

Adjustment of IT university curriculum,  
creation of IT Excellence Center, etc

06

IT Start-up  
Visa initiative

**Actions taken are global and effective but it is necessary to be improved institutional and legislative framework to support IT startups and ensure high survival rates of IT companies**

## LAW ON IT PARKS

Provide an environment conducive to IT business development, foreign investments and qualified specialists to design and implement competitive IT products and services for the local market, but especially for external market.

### Main facilities and tax incentives:

- **Single tax 7%** on volume of sales
- Consolidated tax reduction from 12,7% to 7%
- Simplified tax administration
- Virtual presence of residents

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- Income taxes
  - Social insurance contributions
  - Medical insurance contributions
  - Local tax
  - Real estate tax
  - Road tax

# IT excellence center

[www.tekwill.md](http://www.tekwill.md)

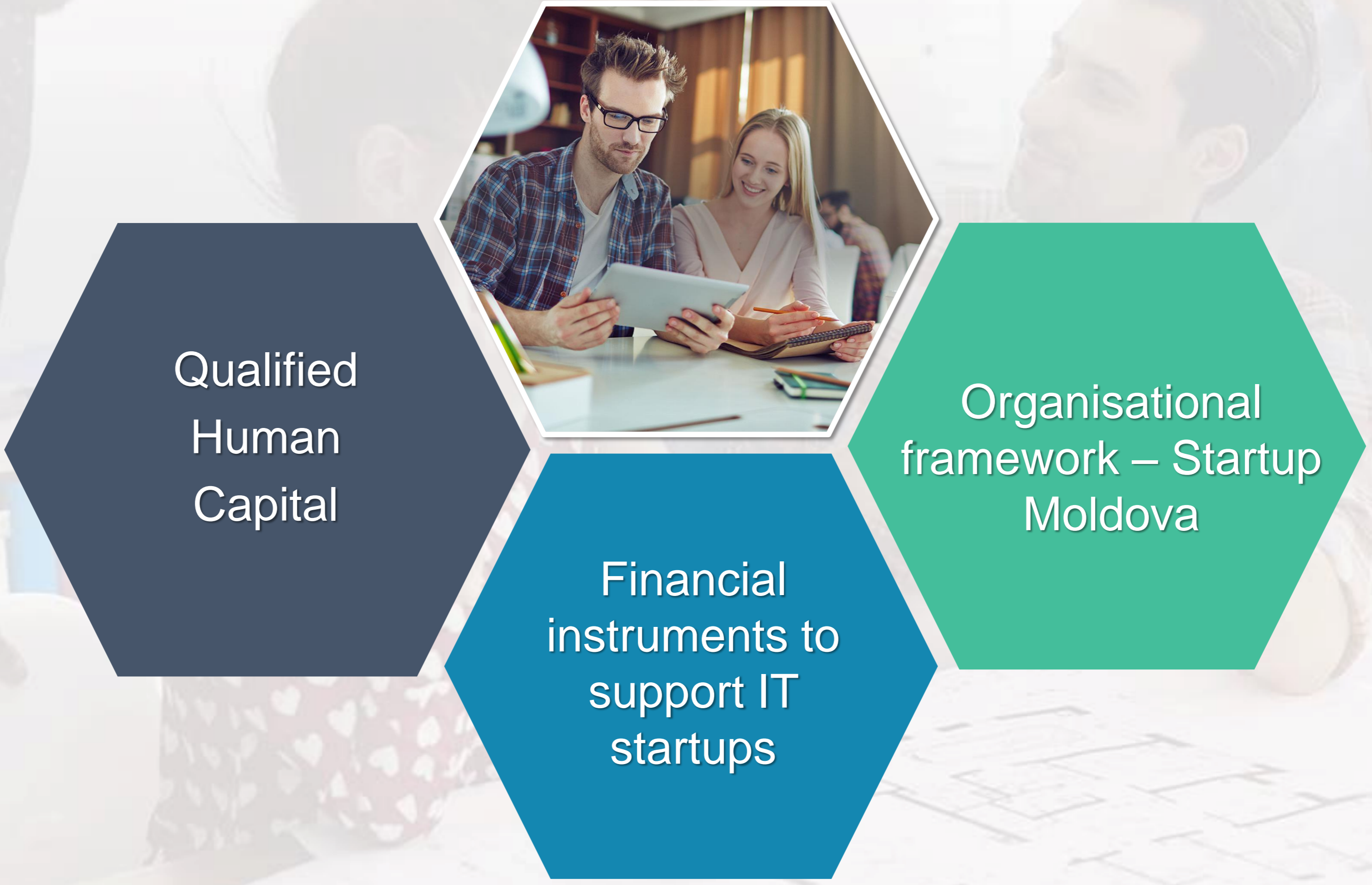


## Public-private partnership

Support – USAID, SIDA, IBM, Microsoft, ATIC and others

- hosting acceleration programs
- organizing startup competitions
- maintaining support activities
- facilitating ecosystem-building events

# AREAS OF INTERVENTION FOR THE NEXT YEARS



# ATTRACT IT PROFESSIONALS

For covering current and urgent demand of qualified IT workforce is necessary to attract qualified human capital from abroad



Replenishment of the growing demand for skilled labor



Attracting entrepreneurs and foreign IT companies – Team sourcing



Attracting IT professionals – Startup Visa



# FINANCIAL INSTRUMENTS TO SUPPORT IT COMPANIES

Implementation of modern financial instruments to stimulate the creation and development of new IT companies

1

Attracting the Government, donors and private capital to finance small IT business

2

Financing for starting business on favorable conditions (*venture capital, business angels, venture funding, etc.*)

3

Increasing the number of IT companies and their survival rates

4

Boosting IT innovations

5

Increasing IT turnover and exports

# ORGANIZATIONAL AND PROMOTION FRAMEWORK – STARTUP MOLDOVA



1

Platform of dialogue between startup community, private sector and public authorities



3

Facilitating initiatives for IT entrepreneurship development

The Entrepreneurial Culture

2

Consultancy and assistance  
for young IT entrepreneurs

4

5

Events to support IT ecosystem



Thank you for your attention

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