

Japan – Ukraine  
Conference for Promotion of Economic Reconstruction

 Japanese Private Sector  
Collaboration with  Ukrainian  
Startups & Ecosystem

# Ukrainian service IT sector

- 11th place in the IT competitiveness ranking among European middle-income countries in 2021
- 51% of the whole Ukrainian IT sector
- Since 2013, services exports have doubled
- In 2021, revenue from IT services increased by 13% compared to 2020 (average CAGR of 20-25%)

## Top exporters in 2023

US 39%

MT 8,5%

GB 8%

CY 5,5%

IL 4,3%

# Top 10 Ukrainian service IT companies

by net income in 2022 (\$ million)



\$625 million



\$356 million



\$184 million



\$149 million



\$126 million



\$104 million



\$93 million



\$61 million



\$51 million



\$46 million

# SIGMA SOFTWARE

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NORDIC TRADITIONS  
UKRAINIAN SPIRIT  
SUPERIOR SOFTWARE

TOP SECRET





# Anton Marukha



[anton.marukha@sigma.software](mailto:anton.marukha@sigma.software)

+38 050 40188 84

+34 655 19 25 13

Head of Business Development,  
EMEA at Sigma Software

17+

years in IT as engineer, delivery manager  
and head of business development.

Amazed

by Japanese culture,  
people and nature.

Hobby

kitesurfing, mountain  
bike, skiing.

# SIGMA GROUP



**5000+**

Employees in  
**18 countries**



**1986**

Year of  
foundation



**TOP**

Best employer  
in Sweden and Ukraine



**57 companies in 5 daughter groups:**

Sigma Software, Sigma Technology, Sigma Connectivity, Sigma Civil,  
Sigma Industry



# SIGMA SOFTWARE GROUP AT A GLANCE



LEVERAGING

**21 YEARS**

of successful delivery worldwide

UNITING

**2 000 EXPERTS**

In IT & turn-key solutions development

AMONG

**WORD'S TOP 100**

Outsourcing companies by IAOP

# SIGMA SOFTWARE GROUP AT A GLANCE

## SERVICE & SOLUTION DELIVERY



Business Automation



Blockchain



Cloud



Engineering/R&D



AR/VR



AI/ML



Data & Analytics



Metaverse



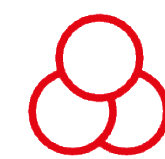
Digital Commerce



Cybersecurity



Embedded Software



Experience Design

## INNOVATION



## EDUCATION





# OUR CLIENTS

## AVIATION / TRANSPORTATION



## AUTOMOTIVE



## INFORMATION TECHNOLOGY



## HEALTHCARE, PHARMACEUTICAL



## CONSTRUCTION, REAL ESTATE



## ADTECH



## MEDIA



## TELECOM



# WHAT WE DELIVER

## COMPETENCES CENTERS

Obligation: PROVIDE EXPERTS TO DELIVER CERTAIN COMPETENCE

Result: TEAM /EXPERTS DELIVERING UP TO EXPECTATIONS

- Input: request for competence
- Timeline: typically ongoing
- Budget aligned to the team composition

## SOLUTIONS

Obligation: DELIVER CERTAIN SCOPE THAT SOLVES BUSINESS

CHALLENGE

Result: SOLUTION, MATCHING ACCEPTANCE CRITERIA

- Input: Defined Business problem
- Timeline: typically limited
- Budget aligned to the scope of the solution

## SERVICES

Obligation: PROVIDE SERVICE ACCORDING TO THE SLA

Result: MET SLA

- Input: expectations from the Service
- Timeline: ongoing
- Budget typically monthly fee

# RELEVANT EXPERTISE

15 YEARS OF EXPERIENCE WITH CLIENTS IN SUCH DOMAINS:

- Industrial Manufacturing
- Healthcare
- Aviation
- Automotive
- Construction and Real Estate
- Finance
- Public Sector and E-Government
- Media and Ads

# FOCUS ON QUALITY

## INTERNATIONAL STANDARDS



## IN PROCESS



## CERTIFIED PARTNER OF



## FAMILIAR WITH



# OWN & PARTNER PRODUCTS

## FINTECH & BLOCKCHAIN

**finmap**

**Orderly Network**

**GEEKPAY**

**GLOBAL LEDGER**

**NEAR**

**SOLANA**

**SECURITIZE**

**bitfrost**

**VRT**

**aura**

## DATA & CLOUD

**datuum**

**atrics**

**upsolver**

## BPM & AUTOMATIZATION

**COREZOID**  
hyperautomation engine

**CAMUNDA**

**DocuSign**

## CYBERSECURITY

**Checkmarx**

**clean.io**  
EVERY AD, EVERY THREAT

## AR/VR

**BLACK SNOW**

## ECM & ARCHIVING

Long-Term Archive  
by Formpipe.

**Platina**  
by Formpipe.

## INFLUENCER MARKETING

**MIKZ**

# SELECTED CASE STUDIES

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# VOLVO

## 1-BILLION-SKU CATALOGUES SYSTEM

### BUSINESS NEED

Create a e-com solution for spare parts ordering capable of supporting catalogues with millions of SKUs and complex pricing & discount rules on multiple markets.

### SOLUTION

- The platform as a set of predefined lego-like modules that can be assembled into any type of e-com solution (B2B, B2C, Dealer2Sub-dealer, etc.);
- Supporting 1 billion SKU catalogues with complex interdependencies
- Multi-currency, multi-language (**25 languages including Japanese & Arabic**), integrated with diverse payment and order processing systems.

### BUSINESS IMPACT

The platform is now used by **11 automotive brands worldwide**, we continue with platform development, roll-outs for new customers & markets (~10 roll-outs per year), and post-production support.

ONE OF THE BIGGEST CAR MANUFACTURER IN JAPAN

## WAREHOUSE AUTOMATION SOLUTION

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### **BUSINESS NEED**

Develop a Virtual Commissioning Tool and integrate it with the Client's Order Management system to reduce operational expenses and validate new changes in a controlled, simulated environment.

### **SOLUTION**

- Pre-production testing of software changes in real-life conditions empowered by a virtual commissioning tool;
- Used as a 1 to 1 emulation of the production environment & auto-loader's operations;
- The tool allows to accurately verify & validate changes in business logic for each client individually before moving to production.

### **BUSINESS IMPACT**

- The solution is used to emulate ~200 onsite warehouses with their specifics.





## AIRLINE ECONOMICS SOLUTION

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### **BUSINESS NEED**

Halve IT costs over 5-year period as a part of SAS 4XNG (For Excellence Next Generation) strategy.

### **SOLUTION**

- Replaced 4 outdated budgeting systems and modules with the modern, robust & cost-efficient custom solutions;
- Took over support & maintenance of 10 internal systems working directly with SAS operating teams within Business Infrastructure Control, Finance, Fuel Management, Data, and Systems management;
- Enhanced and automated budgeting processes (e.g. 25 minutes instead 70 hours for fuel budget calculation).

### **BUSINESS IMPACT**

We helped SAS safeguard 50% IT costs reduction within the first 3 years of cooperation and continue supporting the whole budgeting process end-to-end from IT perspective.



# COMPETENCY-BASED TRAINING & ASSESSMENT TOOL DEVELOPMENT

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## **BUSINESS NEED**

Develop a solution to automate competence assessment in handling dangerous goods within a real-life training environment.

## **SOLUTION**

Developed a system that provides:

- Realistic scenarios & cases simulation to replicate real-life cases of working with Dangerous Goods (incl. 3D immersive environment possible)
- Scalable course authoring software that allows to create individual training & assessment programs by combining the existing cases
- Rich analytics that allows to track trainees' current performance and give an accurate assessment of their competency

## **BUSINESS IMPACT**

The solution is used as a unified tool for Dangerous Goods competence training, assessment & certification worldwide.



NDA

# WAREHOUSE OPTIMISATION FOR INDUSTRIAL FACILITY IN KSA

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## BUSINESS NEED

Customer is a metallurgic company which had the need in technological transformation of the work-in-progress management to be able to reduce inventory costs, improve efficiency and enhance the processes related to products and people.

## SOLUTION

Conduct Discovery Phase to define:

- business needs;
- functional and non-functional requirements;
- existing IT system landscape and architecture;
- to develop RFP documentation.

## BUSINESS IMPACT

Described business processes, identified use-cases, shaped the vision of the problem. Prepared charts of current system architecture and infrastructure. Created RFP documentation.

# PATIENT RECRUITMENT SYSTEM DEVELOPMENT

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## **BUSINESS NEED**

Streamline patients recruitment for RITA studies by creating a solution for centralized and secure COPD patients information gathering as well as patient database management & analysis.

## **SOLUTION**

The system enables data collection & analysis across different clinics and supports:

- Highly-secure data collection through web app accessible using on-time-passwords;
- Clinic context-based data management for secure data structures & storages isolation;
- High-performance real-time data synchronization to keep patient data up-to-date.

## **BUSINESS IMPACT**

The system is used by AZ to recruit patients in several clinics in Sweden, Denmark, Finland, and the Netherlands.



# REMOTE STREET LIGHTING MONITORING AND MANAGEMENT SOLUTION

ST Engineering Telematics Wireless Ltd., a company based in Holon (Israel), delivers wireless systems, networks, and solutions to control street lighting, water supply, and transportation. Sigma Software team helped create the IoT street lighting solutions, which were deployed for cities across the USA, Europe, New Zealand, Brazil and Asia.

Sigma Software team designed the architecture and principal functionality of the new IoT software, making it user-friendly, scalable & easy to customize. We also developed a mobile app streamlining devices deployment on luminaries.

## HIGHLIGHTS:

- Smart lighting controls can reduce annual operating costs by as much as 20 percent in addition to the anticipated 50 percent cost-savings from converting to LED
- 900,000 street and area lights throughout the state of Georgia, The USA
- 132,500 street lights in the City of Montreal, Canada
- 61,000 street lights in Cleveland, Ohio, The USA



## DEV CENTER FOR A LEADING ECM PROVIDER TO SWEDISH GOVERNMENT

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### **BUSINESS NEED**

Safeguard stable evolution of existing ECM products and development of the new products that automate document and case handling end-to-end.

### **SOLUTION**

- 40 FTE working on all major Formpipe products including Platina ECM, W3D3, and LaserNet
- Mobile app for secure meeting protocols handling and Long-term archiving system developed from scratch
- QMS, GDPR, GAMP and WCAG Compliance consulting and Information Security audits

### **BUSINESS IMPACT**

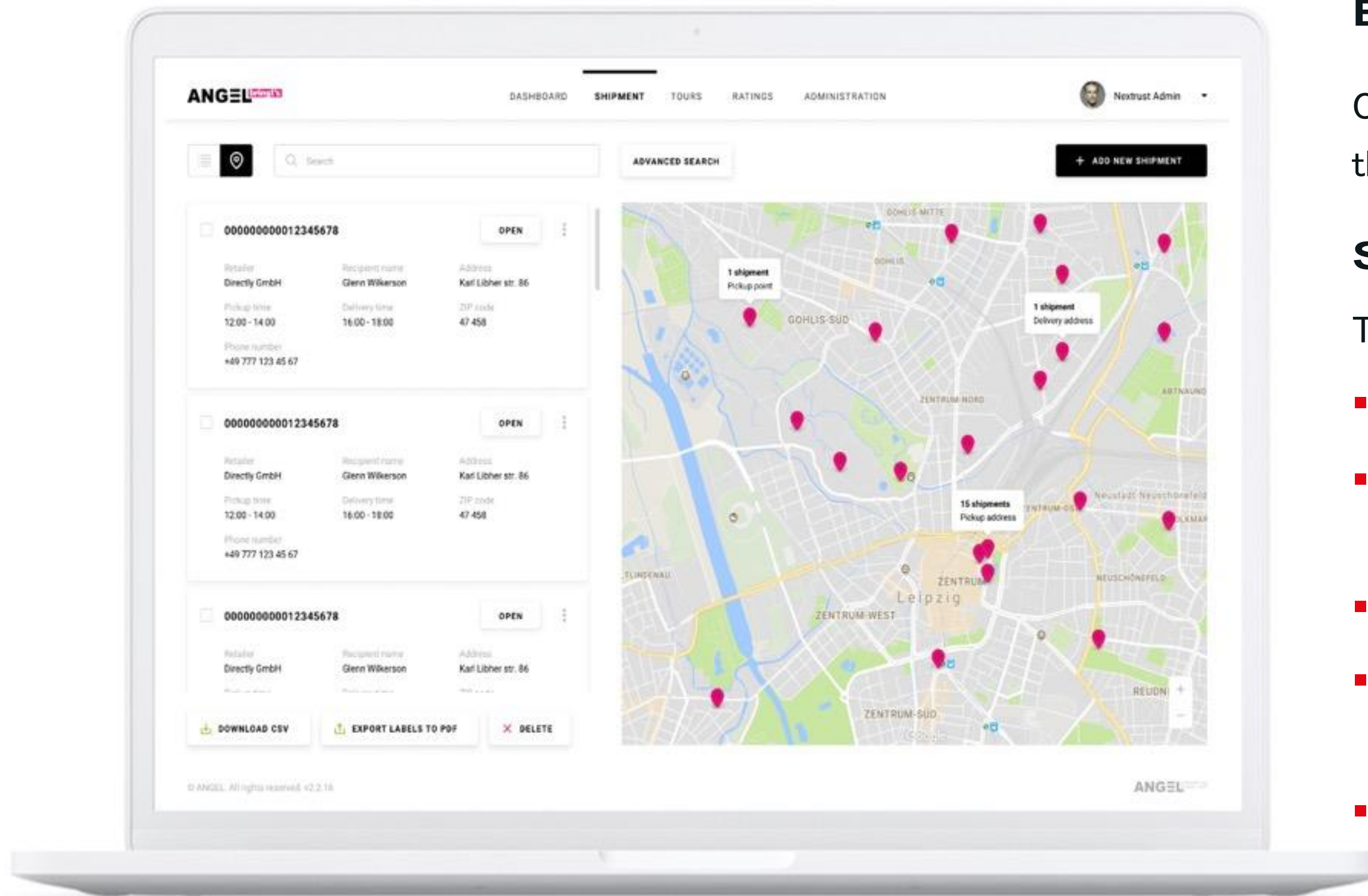
The development center has been in active operation since 2009. As of today 40% of government institutions in Sweden use Formpipe products for case handling and 90% for Long-term archiving.



**FIEGE**

**ANGEL** bringt's

# INNOVATIVE LAST-MILE DELIVERY PLATFORM



## BUSINESS NEED

Create an efficient, transparent, and cost-effective last-mile delivery system that benefits all participants, from retailers to end customers.

## SOLUTION

The platform provides:

- A system for retailers to submit and track shipment orders;
- Ability to plan optimal collection and delivery routes, ensuring deliveries align with preferred timings;
- A feature for delivery companies to adopt planned tours;
- A mobile app for drivers to obtain route information, including a map view, and report starts, route points, and deliveries;
- For end customers, the ability to choose a convenient time and location for their shipments, receive real-time updates on shipment status, and get notifications about expected delivery times.

## BUSINESS IMPACT

Improved vehicle utilization, decreased road congestion, minimized environmental impact, and eventually allowed all parties to achieve financial savings.

THANK YOU!