Expocentre Fairgrounds, Moscow, Russia

**EXPOCENTRE**

# RUSSIAN
# WEEK
# OF HIGH
# TECHNOLOGIES

## 23-26
## APRIL
## 2019

Ministry of Digital Development, Communications and Mass Media of the Russian Federation

**MINPROMTORG RUSSIA**

**ROSSVYAZ**

CCI of RF

**GLONASS UNION**

**SVIAZ**
The 31st International Exhibition for Information and Communications Technology

**NAVITECH**
The 11th International Exhibition for Navigation Systems, Technologies and Services

**STL. SYSTEMS FOR TRANSPORT & LOGISTICS**
The 25th International Exhibition for Transportation Technologies, Logistics Solutions, Services and Storage Systems

# Topics & trends

**The RWHT key topic is digital economy**



5G Big Data Smart City
Geodata and navigation technology
Digital Government Navigation
Cybersecurity IOT Connected Car Cloud
Smart mobility Telecommunication
Smart Russian Software Data Centers
Device AR&VR Future TV AI Software
Show Blockchain
Data Protection & Privacy Startups

# Key ICT market trends

## Digital Government

8 billion USD allocated for the Digital Economy of the Russian Federation programme

## Data centers

More and more companies switch to infrastructure hosting fully or partially refusing to keep their own server rooms. The changes to the Russian legislation ("Yarovaya amendments") can double the number of racks in Russian data centers.

## Information security

Information security draws more and more attention among businesses. Demand growth results in supply growth: existing suppliers improve competitive advantages of their products; the number of companies and startups offering new solutions is growing.

## Internet of Things

The Russian IoT market develops only for practical use. The most of implemented solutions account for plants and factories and the extracting industry. However, in the next five years the Industrial Internet of Things (IIoT) will affect many sectors connected with manufacturing, logistics and trade. What will a new connected world be like? Find out at Sviaz 2019.

## Growing role of mobile devices

Sales of mobile devices increase and sales of PC decrease, particularly in the corporate segment. This tendency is not likely to change. Manufacturers strive to adapt to new market conditions and new mobile generation of users. Sviaz 2019 features new B2B mobile technologies.

## Social technology

Nowadays it is difficult to find a company that does not have a corporate account in social networks. The platform for networking with customers has turned into a major business platform. It provides comprehensive information about users, opportunities for more exact targeting and sales without linking to the website of the online shop. Learn about new opportunities for interaction with social networks at Sviaz 2019.

## Imported equipment

Imported IT equipment dominates the market in both private and corporate sectors. This situation is not likely to change in the mid run due to lack of full-scale production infrastructure for the output of element base in Russia. That is why the Russian market is still of great interest for foreign manufacturers.

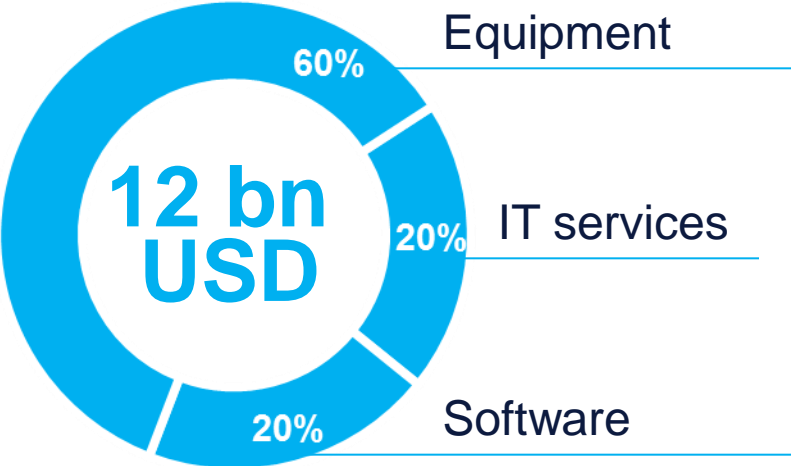## Big Data and cloud technology

Medium and small-sized enterprises switch to cloud services. Large companies, which strive to minimize IT costs, more often opt for virtualization and cloud computing. There is a growing demand for solutions in the field of processing and analysis of large volumes of structured and unstructured data.
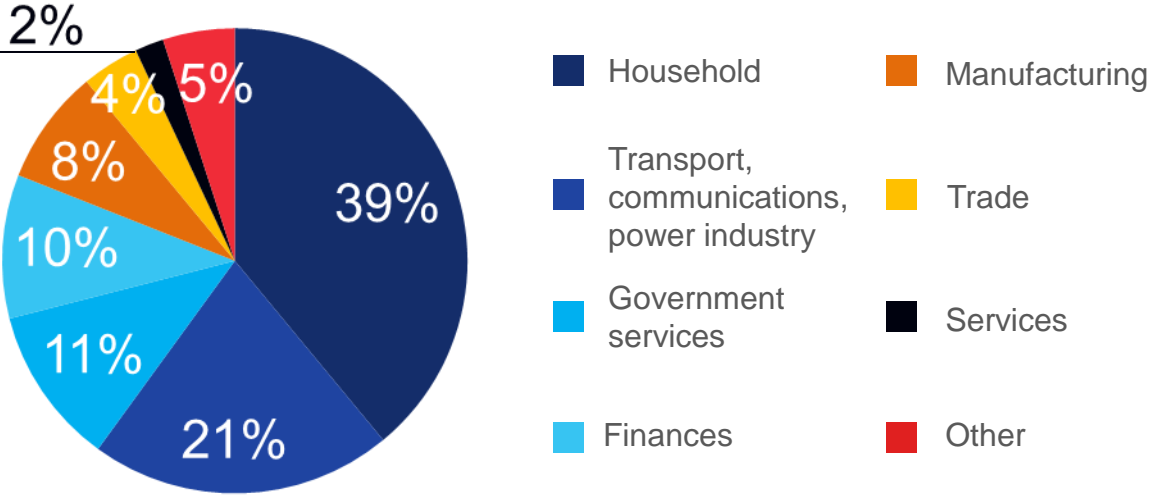
## Omnipresent navigation

2017-2018 witness the demand for navigation solutions in vehicle insurance, transport and logistics industry, banking sector and other major sectors of economy. The aim of the ERA GLONASS project is to build the world's largest market of navigation solutions for motor transport in B2B and B2C segments (40 million of connected cars) in Russia.

# Russian IT market in 2017***



12 bn USD

- Equipment 60%
- IT services 20%
- Software 20%

# IT consumption structure



- 39% Household
- 21%
- 11%
- 10%
- 8%
- 4%
- 2%
- 5%

Legend:
- Household
- Transport, communications, power industry
- Government services
- Finances
- Manufacturing
- Trade
- Services
- Other

In 2017 the global spending on IT grew by 3.8% to exceed 3.5 tn USD*

By 2021 the spending will mount up to 5.6 tn UDS**

# High-profile ICT event
## in Russia and Eastern Europe

**390** exhibitors

from **19** countries

**34 000** sq m of floor space

**150** speakers

**2 000** delegates
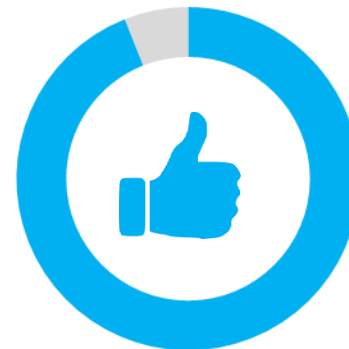
**19 000** visitors

# RWHT Exhibitors

## Meeting place of the industry leaders

## Leading manufacturers and suppliers from 19 countries

## RWHT exhibitors

Eutelsat (France), Janitza Electronics (Germany), Riello (Italy),
3CX (Cyprus), CobiNet (Germany), Procom (Germany), Saft (France),
SATEL (Finland), ST Electronics Singapore (Singapore),
Telrad Group (Israel), Teltonica (Lithuania), etc.

Over **96%** of exhibitors would recommend their partners to participate in RWHT

# RWHT Visitors

## Effective networking

**Only target audience**

**19 000** professional visitors

from **68** countries and **365** Russian cities

**Senior-level visitors**

**2 895** CEOs

**3 100** top managers

- more than 800 telecommunications providers including those of federal importance such as **VimpelCom / Beeline, Rostelecom, MTS, MegaFon, Tele2, Yota**
- Russia's major system integrators

**46%** of visitors come to RWHT to make procurements and search for suppliers

# RWHT Visitors

**Every second visitor is a buyer**

# Visitors by industry sectors

- Defense industry
- GIS and location-based systems and services
- Public administration
- Extractive industry
- Housing and utilities
- Internet provider
- Medicine
- Navigation and telematics equipment
- R&D
- Oil and gas industry
- Education
- Mobile service provider
- Satellite service provider
- Provider of universal telecommunications services
- Landline service provider
- Industrial production
- Software development
- Retail and wholesale
- Agriculture
- Law enforcement
- System integration
- Site monitoring systems
- Insurance and financial services
- Construction
- Telecommunications equipment
- Commerce
- Transport
- Setup / maintenance of IT equipment / solutions, telecommunications equipment
- Finances
- Power industry

# Visitor job function

| % | Job function |
|---|---|
| 16% | CEO / company owner |
| 17% | Top executive |
| 19% | Mid-level executive |
| 17% | Engineer |
| 15% | Manager |
| 16% | Others |

# Join us at the Russian Week of High Technologies!



## Management
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## EXPOCENTRE

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## RWHT main events:

- The Sviaz Exhibition for Information and Communications Technology

- The Navitech Exhibition for Navigation Systems, Technologies and Services

- The STL. Systems For Transport & Logistics Exhibition

- The Rossvyaz enlarged meeting

- The International Forum of the International Telecommunications Academy

- The International Navigation Forum

- The Big Media Communications Forum

- The TeleMultimedia Forum

- Other events covering telecommunications, software, data centers, etc.