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Euromontana conference
 “How to support mountain innovative entrepreneurship?”
 7th November 2013, Brussels
 European Economic and Social Committee



Presentation of the business

- Small family business
- Location: Gorski kotar, Lokve
- Software development
- Founded in 1990.
- Opportunity to start a private company in former Republic of Yugoslavia
- Software for a Croatian hotel chain (Rab)



In which field do we work?

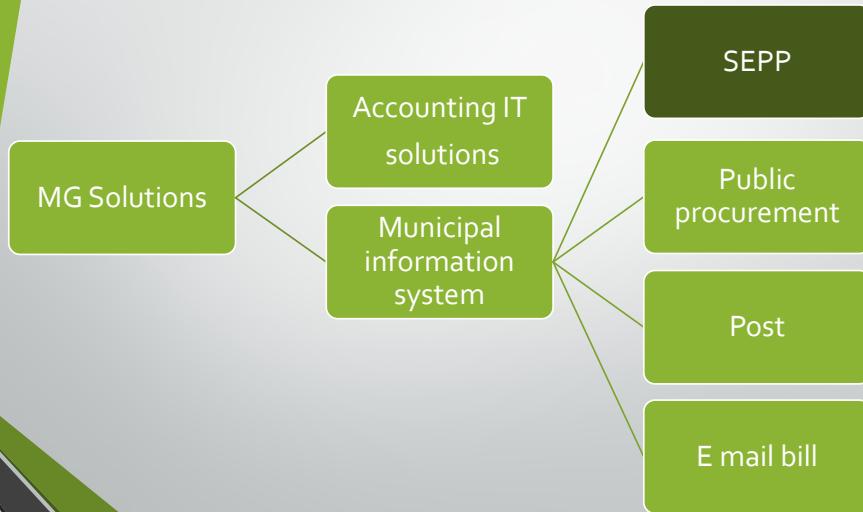
- Now we are specialized at software developing for municipal companies
- More than 90% of municipal companies are in public ownership
- In Croatia municipal companies operate with:
 - Waste
 - Water
 - Green surfaces (parks,)
 - Gas
 - Cemetery's
 - Sport and recreational facility



Key figures

- 11 Employees, more than 70% highly educated, 50 % under 30 years
- Turnovers approximately 350 000€ per year
- Loyal users
- ISO 9001:2008 - first certificate in 2003.

Activity in more details



Croatian waste management in numbers



- New low in waste management field-EU regulative
- Opportunity to implement our software
- Advantage: more than 11 years of experience in the field

SEPP – System records emptying waste bins

- Modern software solution for waste management
- More fairer method of calculating waste costs (by volume)
- Encourages citizens to separate waste collecting (plastic, metal, paper, PET, glass)
- Reduces costs for disposal of collected waste
- Quantitative monitoring of primary and secondary waste
- Income from selling recyclables



Our achievements

- First IT company in Croatia that in a cooperation with a municipal company developed a software solution to charge waste disposal by liters in 2002
- Loyal customers – some more than 20 years



In practice: total amount of municipal waste that is landfilled

Cities that landfilled municipal waste on Duplja (t)	2009.	2010.	2011.
City Novi Vinodolski	4774,5 t	4421,65 t	3409,5 t
Community Vinodolska	1253,1 t	1376,1 t	1894,4 t
City Crikvenica	7818,1 t	7030,35 t	6387,35 t
In total	13845,7 t	12831,1 t	11691,25 t

How do we see the future

- Implementation of new technologies
 - IT center (cloud)
- To provide our customers a beater service
- To be different from fast growing competition



The challenges we face

- Increased costs (salary's, other contributions...)
- Difficulty to find qualified employees
- Changes com very difficult
- Internet provider
- Participation in costs (subventions)

How could we be helped?

- Exemption from a part of the taxes
- Proactive economic policy
- Possibility to implement new technologies
- Participation in the founds from the EU

Thank you for your attention

- Any questions?
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