

# EXPANDING your IT Business in other markets



# Eurofast

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Your Regional Business Advisory Organisation

## Why expand?

Relocating a growing IT business is a complex task which involves a lot of research and planning. But why would you even consider expanding?

- Exploring a new market and branching out from saturated home markets: the region has shown tremendous growth in IT outsourcing for U.S. and EU clients
- Lower cost of operating an IT business: labor, property and utility costs are a fraction of those in Western European countries
- Lower tax burden: some countries offer particularly attractive tax regimes
- Better expert talent pool: the rapid growth in the sector has created a very driven and skilled workforce

## Where to?

### Serbia

- Highly trained staff: 85% of workforce holds university degrees
- Contribution of education sector: Universities link industry with academia
- Attractive labor costs

### Romania

- One of the fastest-growing markets for IT experts in Europe: close to 64,000 IT specialists
- Tax benefits for IT experts: income tax for IT employees can be close to zero
- Attractive career boost for IT young professionals from other high-tax EU nations

### Bulgaria

- High quality workforce: availability of English speaking Java, .NET, C++, QA and Testing experts

- Competitive labor market with relative uniformity in salary offers: over 300 IT companies in Sofia alone
- Near-shore EU advantage

### Croatia

- Largest IT-spending country in the Adriatic, ahead of neighboring countries
- Software exports show a steady growth over recent years
- Special benefits for IT experts registering as entrepreneurs, therefore lowering overall tax burden

### Greece

- IT infrastructure sector is one of the most important ones in the Greek economy
- Greek public and private sector drive IT with ongoing demand for automation and digitalization

### Cyprus

- Strategic location for international business with a stable political environment and favorable tax regime, including more than 60 double tax treaties
- Lower operational cost compared to other EU countries
- Opportunities for EU startup/innovation funding

## How we can assist you:

- Setting up your business from the ground up (assistance on finding the required property/office facilities)
- Assist with all legal and regulatory issues (company registration, preparation of necessary forms and submission to authorities)
- Scalable IT solutions at cost efficient pricing
- Full IT set up & maintenance
- Recruiting & staff leasing

For more information please contact our team of advisors by email at [info@eurofast.eu](mailto:info@eurofast.eu) or visit our website for updated office details [www.eurofast.eu](http://www.eurofast.eu)

