



# QUALITANCE

## BRIEF COMPANY HISTORY

Our journey since 2007 until 2019

QUALITANCE QBS S.A. Joint-stock company

Registered under no. J40/265/2007, CUI RO20438413

Registered office & project site:

2 Dr. Staicovici Street, Opera Center II, 7th floor, Sector 5,  
Bucharest



## **2007**

Ioan Iacob and Radu Constantinescu established QUALITANCE as an Innovation Laboratory in Radu's office at the Faculty of Cybernetics.

## **2008**

We started collaborating with important companies of large size, such as Adobe, IBM Romania which provides consulting services in the development of enterprise platforms and QA (quality assurance). Annual revenue: EUR 40,000

## **2009**

We expanded our portfolio of services, including development, testing, system administration, support, and maintenance for applications. Annual revenue: EUR 90,000

## **2010**

We initiated a strong partnership with IBM and soon grew into an IBM Business Partner, IBM Education Partner and IBM Core Supplier. This was a big step for us, reflecting 4x increase in turnover compared to the previous year. Annual revenue: EUR 370,000

## **2011**

We started offering web security training to HP and IBM teams. This service was available in our portfolio of services between 2008-2013. We also began a long-term collaboration with OPTAROS. Annual revenue: EUR 840,000

## **2012**

Our company revenues exceeded the threshold of EUR 1 million. The QUALITANCE team grew significantly - from 2 employees/co-founders initially to 50 employees. Our specialists start working with new technologies: Groovy & Grails, iOS, Bloomberg SDK, Node.js, MongoDB, Hadoop. Annual revenue: EUR 1,590,000

## **2013**

We expanded our business internationally, winning our first US clients: MyTime, Gainful.ly and Concept3D. Locally, we worked with new clients, namely MSD and NN. Annual revenue: EUR 1,840,000



## 2014

We opened our first office in Silicon Valley and started our collaboration with Deutsche Telekom, for which we developed a big data solution for distributed architectures, as well as a scalable infrastructure solution. We continued our collaboration with Gainfully, for which we created the first platform dedicated to US financial institutions. Annual revenue: EUR 3,000,000

## 2015

We enriched our service portfolio with our own innovation framework, focusing on Rapid Prototyping and Design Thinking principles as well as on emerging technologies such as Artificial Intelligence, Machine Learning.

Tom Chi became a member of our Advisory Board. As part of Google[x], Tom coordinated the development of the Google Glass project and worked on many cutting-edge projects, such as Google Cars and Project Loon.

We created a series of innovative solutions for the medical sector, environmental protection and human resources:

- IoT application and waste reporting platform (Let's Do It Romania)
- IoT application for monitoring and managing medical equipment and patients (Intelligent Locations)
- An application for the monitoring and management of productivity at the organization level (Up Talent)

For the first time ever, QUALITANCE was included in the top 50 Deloitte Technology Fast, as one of the first 50 fastest growing technology companies. Annual revenue: EUR 4,200,000

## 2016

QUALITANCE acquired LaunchPodium – an experience design start-up from San Francisco. Mike Parsons became Managing Partner and Chief Innovation Officer.

We opened our first office in Sydney and carried out innovation projects with IKEA and Virgin Group.

During a major hackathon in Bucharest, we created the medEasy project - a pro-bono solution for the Emergency Situations Department.

We also created a solution focused on Machine Learning for the analysis and the interpretation of electrocardiograms (eCuore).

QUALITANCE was designated by the Financial Times and Inc. 5000 Europe as one of the fastest growing technology companies. Annual revenue: EUR 6,090,000



## 2017

QUALITANCE received the "Company of the Year" award from the Employers Association of the Software and Services Industry (ANIS).

We created the solution for the management and efficiency of public workspaces (LABS). We started working with ReadyUp - together we created the largest digital platforms for the gaming community. The platform allows gamers of all levels to team up, train, and compete.

QUALITANCE was recognized by the Financial Times as one of the fastest growing technology companies, with an average annual growth rate of 38.3%, revenues of EUR 4.2 million and 143 employees in 2015.

Inc. Magazine included QUALITANCE in the Inc. 5000 Europe Top and recognized it as one of the fastest growing European private companies, respectively 165% from 2012 to 2015. Annual revenue: EUR 8,500,000

## 2018

We began a fruitful collaboration with BCR ERSTE, for which we developed the first digital platform dedicated to mortgage loans.

Our turnover reached nearly EUR 11 million, 36% higher than 2017. QUALITANCE was designated by the Financial Times as one of the fastest growing technology companies. Annual revenue: EUR 11,020,000

## 2019

We opened two subsidiaries in New York and Sydney.

The Sydney division created innovation projects for big brands such as News Corp, Ford and Breville.

The New York division started collaborating with Johnson & Johnson and Meag, developing programs for innovation and digital transformation.

By the end of 2019, our team had 166 members; nearly 85% of them are IT experts with specializations in the latest technologies in the industry.

On November 26, 2019, QUALITANCE partners decided to change the legal form of QUALITANCE from a limited liability company into a joint stock company. The registration of the change of the legal form in the Trade Register occurred on December 2, 2019.

