

IT undergraduate education Lithuania

Matchmaker Experiences

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EURASHE project meeting, December 04, 2014

infobalt

- The good, the bad, and the ugly:
- Who's who?



1



2



3



1

The Good

2

The Bad

3

The Ugly

Good



Facts:

IT becomes a popular career choice

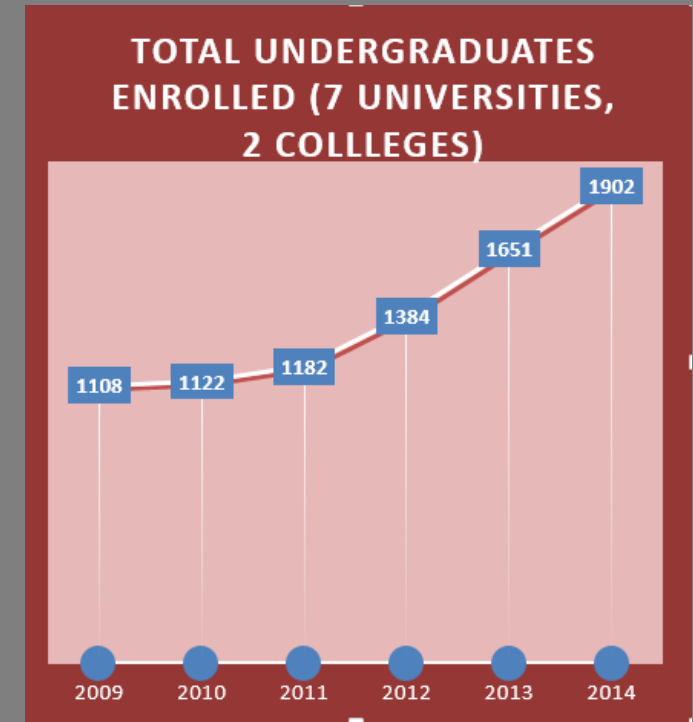
Educators:

„Glad to have more of you, dear students“

More eager to talk to employers

Employers:

„We are OK with what we get but...“



Bad

Facts:

- **~50%** of students in IT drop out
- Universities have **no specific # of practical hands-on hours outside their school** defined in the study programs**
- Will work for food: 40 % undergraduate and 70% graduate students work, but only **30-40%** work inline with their study subject. *



Educators:

- **Companies** are not eager to spare time for guiding students, just **hunt the best talent**
- When students start to work, they **abandon studies** so it is better to keep them off closer contact with companies

Companies:

- we still need to **educate most students 6-12 months** to use practical tools and environments
- **Invovement in developing study programs very limited**

*Lithuanian Students Association survey, 2013 (800 students)

** except the final internship, ~3 months 8th semester

No ugly. But attitudes matter

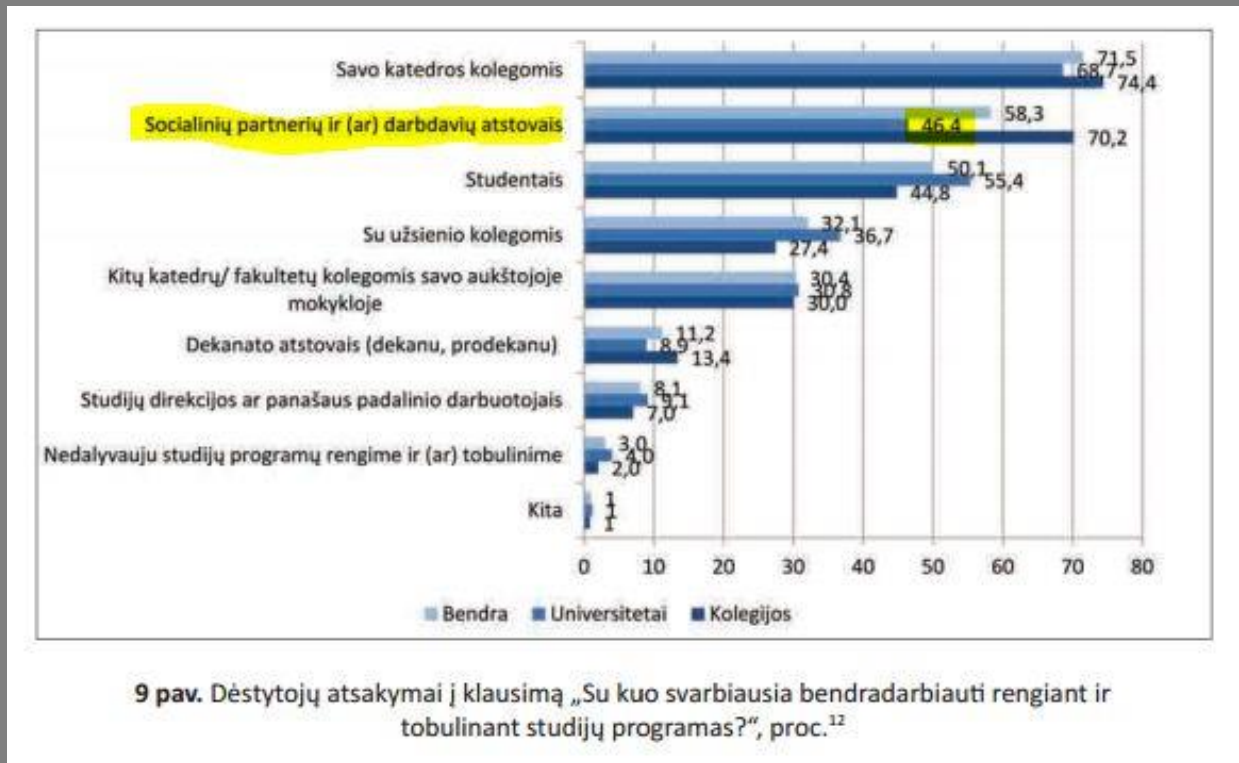
Example:

whom should we talk to when developing study programs?

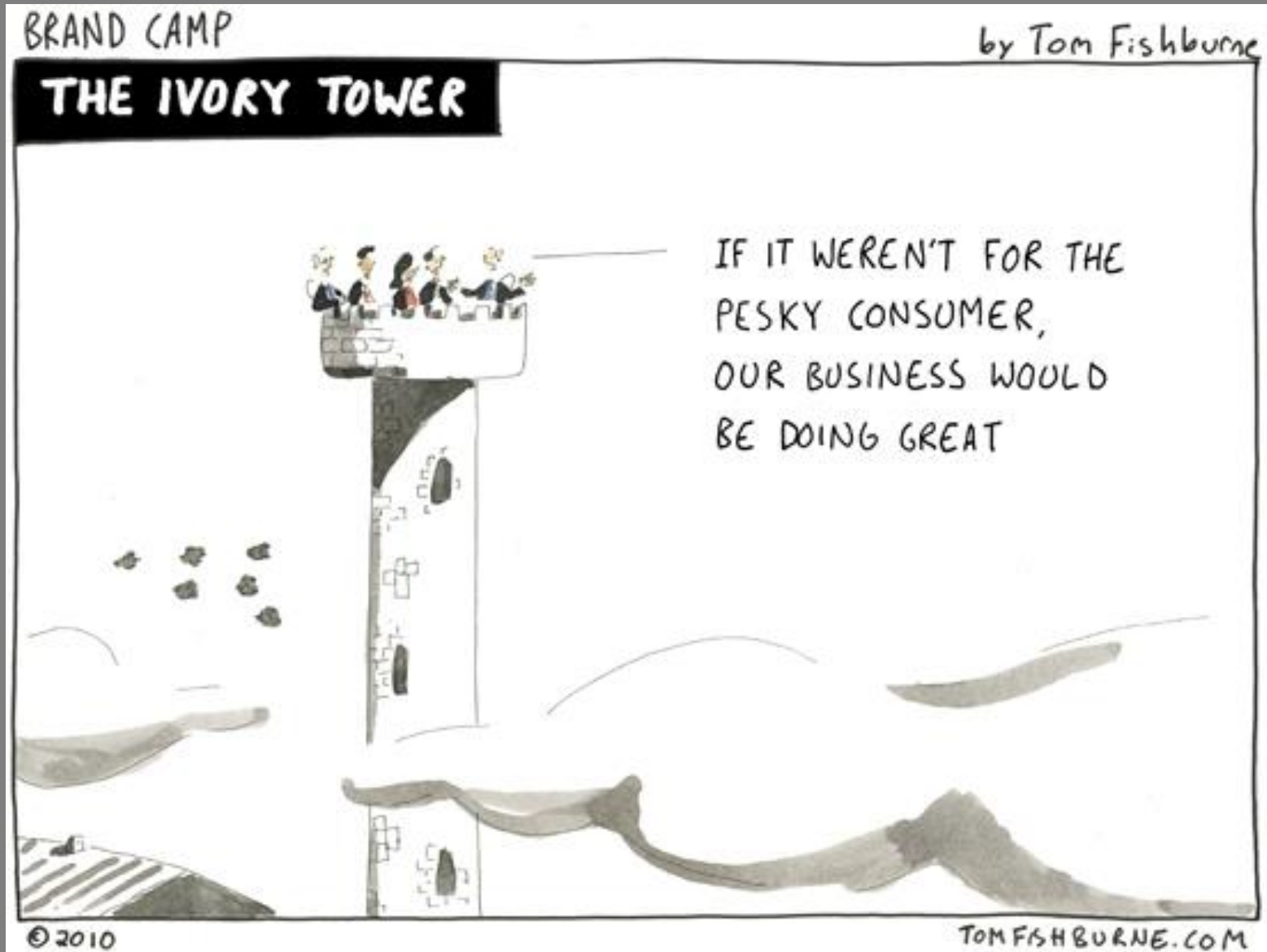
colleagues (~70%)

companies (less than 50% in universities)

students (less than 50% in universities)



- Our business would be doing great if only...



Quality of studies – Regular IT business perspective

- **Developed Logical thinking, global thinking, communication**
 - **Understand and know how to use basics, not how spaceships to Mars are built**
- **Have at least 1 year course and hands-on in industry-used software development environment**
 - **Project Teamwork, teamwork, teamwork**

Quality of studies – Innovator's Perspective?

UNIVERSITY STUDENTS:
WORKFORCE OR KEY INNOVATORS AND EVANGELISTS ?



INFOBALT in brief

- Founded in 1994, 160 members (LT, MNCs, high schools with IT curricula)
- Members employ ~10.000 IT professionals, total revenues >1 bn EUR/ year
- Members - IT software and services, telco, distributors
- Major activities: market development (domestic & international), education, innovation



Photo: INFOBALT Management Board 2014-2015

Questions?

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Lithuania: facts and figures

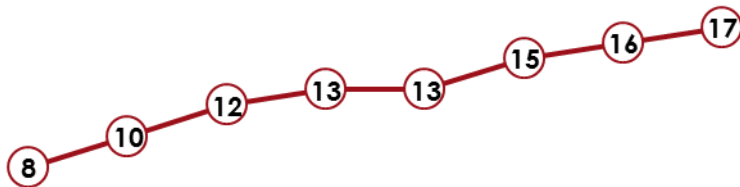
Multilingual staff – Shared Service Center examples

- **82%** of SSC's in Lithuania have English as one of the servicing languages
- On average **3.6** foreign languages are available at SSC's in Lithuania
- **26** is the maximum number of foreign languages serviced at a single SSC

#5 in the EU for population speaking at least 1 foreign language¹

#7 in the EU for population speaking at least 2 foreign languages¹

NUMBER OF IT SSC/BPO IN LITHUANIA



Language	No. of people speaking the language ²
English	1 million
German	250,000
Romantic languages*	85,000
Nordic languages**	7,400
Russian	2 million
Polish	260,000

Source 1: European Commission, "Europeans and their Languages", 2012

Source 2: Population census, 2011, Statistics Lithuania

Why Focus on IT talent in Lithuania?

#1 IT Labour pool

Students

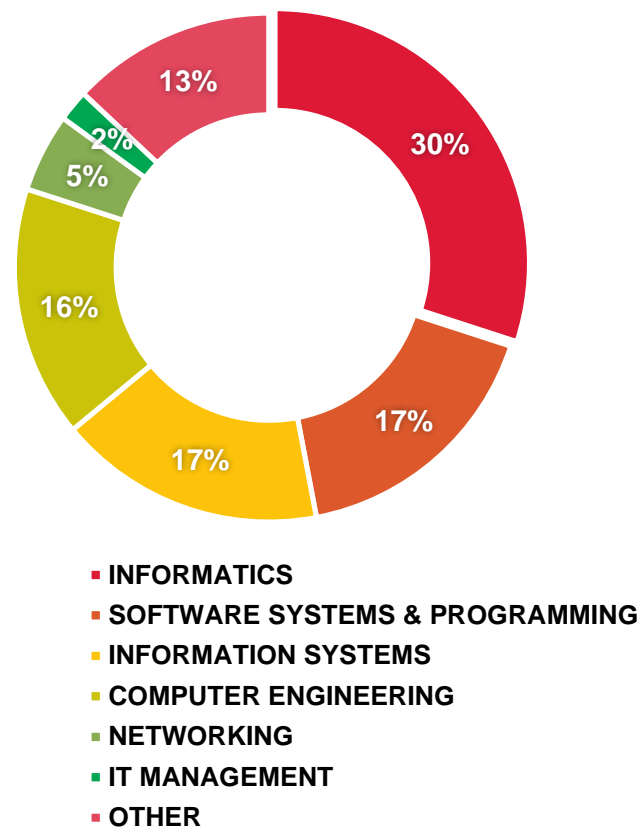
- **7,150** IT students at 7 universities and 14 colleges
- Undergraduate enrollment up **71%**²

Experienced professionals

- **25,960** experienced IT professionals and 2,378 IT companies, 1700 new jobs annually
- **3,800** IT professionals are employed at 17 SSC/BPO's

Key Qualifications and Competences available

IT STUDENTS IN 2013-2014¹

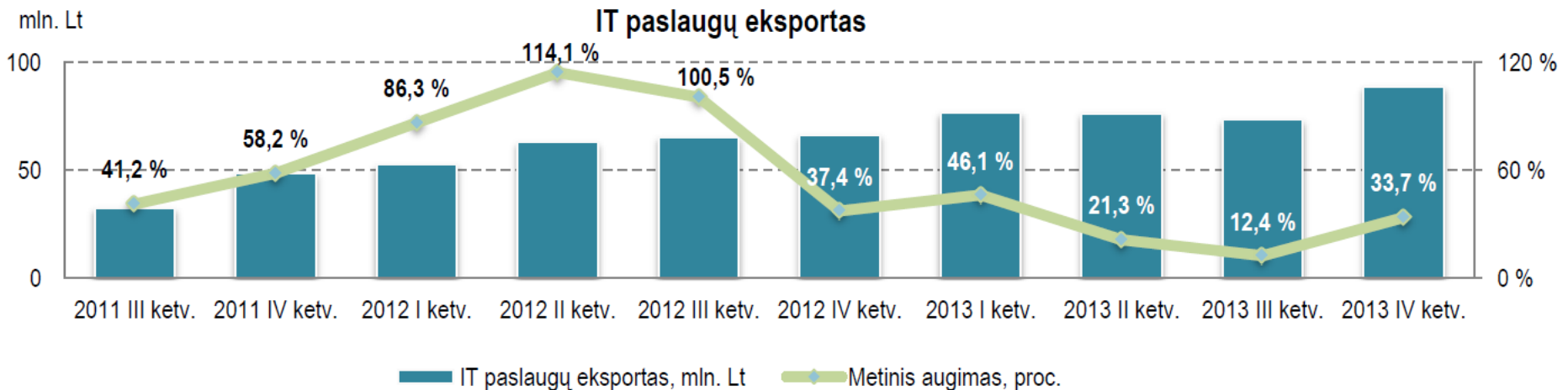


Source 1: Ministry of Education and Science of the Republic of Lithuania, 2014
Source 2 MoES, INFOBALT (2009-2014)

Why Focus on IT talent in Lithuania?

#2 Growing and going international at double digit speed

- IT services revenues 2009-2013 growth **>60%**
- ICT goods exports 630 mio EUR.* (18,4% LT origin), growth **>15%**
- Exports of IT software & services 91,2 mio. EUR ** (ex telco services), growth: 2011 **>40%**, 2012 **>78%**, 2013 **>27%**



* Department of statistics 2014

**Exports of services review, Enterprise Lithuania, 2014

Why Focus on IT talent in Lithuania?

#2 Growing and going international at double digit speed

- **STRUCTURE.** >80% of the companies and employees are in IT services¹
- **EMPLOYEES.** # of jobs grew up 31% in 5 years¹
- **INTERNATIONAL SALES** grew up from 6% to **23%** of the total revenue of **395 mio EUR in 2013**
- **INTERNATIONAL MARKETS** led by
 - **#1 Denmark** (19%),
 - US, Singapore,
 - **Finland** (7%)
 - Germany
 - **Sweden** (6%)²



Why Focus on IT talent in Lithuania?

#3 IT services mainstream, growth of startups and innovation

- 4 Startup accelerators, 19 investments of 16M EUR in 2013
- Vinted raises 27M \$ Series B in 2014,

• and



Funding Received

UPDATE ▾

\$37.7 Million in **3 Rounds** from **16 Investors**

Most Recent Funding

\$24 Million Series B on **November 25, 2014**

Headquarters: **London**

Description: YPlan is tonight's going out app, live in San Francisco, New York, Las Vegas and London.

Founders: **Viktoras Jucikas, Rytis Vitkauskas**

- LOGIN Startup Fair (100 speakers, 4000 participants)
 - Silicon Valley Comes to Baltics (SVC2Baltics, 2000 participants)
 - DEMOLA Vilnius, part of DEMOLA Network open innovation ecosystem
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Lithuania: Facts and Figures

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Why Focus on IT?

3

Case Studies

Case Studies

IT FDI landscape in Lithuania



BPO Centre

Functions: IT development and support
Headcount: 350+
Vilnius, 2007



Technical Support Centre

Functions: IT development and support
Headcount: 1050+
Vilnius, 2009



Global Delivery Centre

Functions: IT services centre
Headcount: 250
Vilnius, 2005



IT Services Centre

Functions: IT development and services
Headcount: 320 Vilnius, 2008



IT Development Centre

Functions: IT development and support
Headcount: 80
Kaunas, 2011



IT Services Centre

Functions: IT development and services
Headcount: 220
Vilnius, 2004



IT Development Centre

Functions: IT development and services
Headcount: 150+
Vilnius, 2010



IT Development Centre

Functions: IT development centre
Headcount: 80+
Vilnius, Kaunas, 2012



IT Development Centre

Functions: IT development and consulting
Headcount: 130+
Vilnius, 1999



IT Development and R&D Centre

Functions: IT development and support
Headcount: 130
Vilnius, 2005

Case Studies

Recent Developments in Lithuanian IT Market



USA-based enterprise-class cloud management software and infrastructure-as-a-service (IaaS) provider VIRTUSTREAM is planning to open a new service development affiliate in Kaunas and is anticipated to employ 75 IT specialists.



Norway's Visma development centre „Visma Lietuva“ started in 2012 has expanded to 160+ employees and announced plans to grow to between 300 and 500 over the next 4-5 years

“Vilnius seems to offer high quality engineering education with several universities offering master programmes in computer science. With short geographical and cultural distance to the Nordic countries, the well educated Lithuanian workforce is very attractive.” Øystein Moan, CEO of Visma



Norwegian PSI Group ASA has acquired 100% shares of a Lithuanian retail business technology company „New Vision“ in 2014



„We will be able to use the experience and achievements of New Vision Baltija leading in sales and servicing, and also to add competent specialists to our team, who will help PSI Group ASA to work in other markets” Jørgen Waaler, CEO of PSI Group ASA



Lithuania:
Barclays
Technology
Centre



“
With employees who learn quickly, we are successfully increasing our development pace. Lithuanians are modest but talented. They follow the processes and do a great job. But then they step out of the box and start to improve the processes to make them even better.”

Giedrius Dzekunskas, Head of Barclays IT centre in Lithuania

Barclays Technology Center

Functions:	24/7 service operations globally <ul style="list-style-type: none">• Global Network Services• Windows Platform Group• Global Storage• Unix Infrastructure• Global Z/os• End-User Services & Technology, etc
FTE:	1200
Languages:	English, German, French, Spanish, Italian, Portuguese
Est.:	2009, Vilnius