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English

Speaker Leader: Good day, ladies and gentlemen! We are happy to welcome you to the grand opening of the 5th International ETH Forum OMS 2025, Digital Industry, New Challenges! Dear friends, let's welcome each other with even more loud applause! The forum is organized by the IT-Cluster Association in Siberia with the support of the Government of the Omsk Region, as well as the Trade and Industry Chamber of the Russian Federation, the Association of Enterprises of Computer and Information Technologies Apokit, the Association of Programming Product Developers of the Russian Software, the Non-Commercial Partnership of Programming Developers of the Russian Software, the Omsk Regional Department of Support of Russia and the Community of Digital Managers «I and You». Dear friends, the International IT Forum will become the most important event in the field of information technologies in Omsk. After all, for 10 years of its work, it has recommended itself as an expert platform for discussing current issues of digital transformation. The program includes more than 15 thematic sections, about 100 speeches and speeches of speakers.

Traditionally, the forum is held with the support and direct participation of the Ministry of Digital Development and Communications of the Omsk Region. For the welcoming speech, the first Deputy Minister of Digital Development and Communications of the Omsk Region, Speaker Makalenko Maxim Igorevich, is invited to the stage.

Speaker Makalenko Maxim Igorevich: Good afternoon, dear colleagues, dear friends. I am very happy to welcome you to the 10th International IT Forum. The 5th was held a long time ago. I want to say that the topic that has been announced today is actually very important. Despite the fact that a lot of work has already been done, there is still a lot to be done in every direction, in every industry. I hope that the forum and the knowledge gathered here today will help us to solve this issue. Once again, I congratulate Alexander Mikhailovich. I think that... Alexander Mikhailovich, let's give a round of applause to this insanely energetic person. Thank you very much.

Speaker Leader: Thank you, dear friends. The theme of the jubilee IT-Forum, Digital Industry, New Challenges, emphasizes the importance of the transition to modern digital technologies in different sectors of the economy. One of the associations that is currently cooperating with entrepreneurs from various sectors is the Trade and Industrial Chamber of the Russian Federation. This is one of the oldest associations of entrepreneurs in our country. As part of this organization, the Council on Information Technologies and the Digital Economy was created, the Department of Digital Technologies is working, the Trade and Industrial Chamber constantly supports the forum, is its permanent participant, and today's anniversary forum is no exception. For the welcoming speech, the Director of the Department of Digital Technologies of the Trade and Industrial Chamber of the Russian Federation, Speaker Maslov Vladimir Andreevich, is invited to the stage.

Speaker Maslov Vladimir Andreevich: Good afternoon, colleagues. I would like to speak a little longer because we have a meeting. I would like to discuss some specific issues. First of all, I am glad to see you all in good health. One of the challenges we face is, first of all, cyber security, which appeared as a new red line in 2024. Of course, it appeared in 2014, then in 2022, but since 2024 our state has become quite serious. And our villains and attackers began to use quite serious means. In the past, it was an effort to refuse. Now it is a possible penetration, the abduction of personal data, the abduction of financial instruments. Social engineering has taken a step forward. Deepfakes, God forbid, with artificial intelligence. Therefore, at the moment, when everything is digitized anyway, everywhere there is a barrier, applications are everywhere, everything is everywhere. This is really progress on the one hand, and a threat on the other, which should really be paid attention to. I hope that on this forum we will somehow get acquainted with new solutions, and who will find something useful for himself. In addition, personal data follow the same trend. It is no secret that we have new laws. We have changed the Administrative Code, Criminal Code. We have a new law on reverse fines for personal data. If you don't know, pay attention. It concerns literally everyone. Any IP, any person who is a businessman is an operator of personal data. If someone has a website, we collect cookies. I ask you to pay attention to it. We will discuss it at the special sessions on this forum. On the other hand, I would like to say that the draft law is still relatively raw. If there are any proposals to change it, we, within the framework of the Council, have a separate working group that deals with information security, including personal data. Please contact us, write to us, we will try to change something. Okay, enough about Infobase. The next story is, of course, the staff. Of course, we will have separate sections on this. I would like to say briefly, so as not to take up too much time. The main thing is, of course, the quality of these frames, because we now have a huge number of universities, departments that began to produce all kinds of specialists. It is clear that the government has set such a task, and many people take it lightly, but then, as we, unfortunately, know a lot of such examples, when a person comes with a diploma, whether he is a programmer or not, but his knowledge, unfortunately, or lack of proper quality. So, again, this is a very important trend at the moment, which should be discussed and looked at, because one thing is the report, and the other thing is the quality of this education and the quality of IT staff, programmers and hardware engineers, in general, everyone who works in this area. And the last thing I would like to focus on. One way or another, we have a common problem. It is some kind of inequality of regions in terms of financing, in terms of technology availability, and this is also a big problem. This is a big problem that we have been talking about for a long time, together with our associations, within the framework of the TPP. This is also the participation of regional IT companies in the state order, which, of course, would be quite serious. Oh, it's time to finish. I understand. In the state order. So, the participation of the regional IT business in these big stories and the promotion of our domestic IT solutions on the market, at the moment, in friendly countries, is also a separate trend, which, I hope, we will discuss at this forum and at the corresponding sessions.

Thank you all again. I am glad to see you all and good luck. Thank you very much.
The General Partner of the IT-Forum

Speaker Leader: for the past three years is OO Gazprom Vneegaz, the partner of the Oil and Gas Conference on Digital Science and Technology in the Oil and Gas Industry 2025. The floor is given to the Deputy Director General of Information Technologies of OO Gazprom Vneegaz, St. Petersburg, Shandryglov Zakhar Nikolaevich.

Speaker Shandryglov Zakhar Nikolaevich: Dear Forum participants, I would like to welcome you to the Ogasprom.neigas, the leading institute in the field of scientific support for the development and operation of deposits. About three years ago we opened an office in the city of Omsk. And for us it was not just, let's say, some kind of opening of a new office, it really was our decision to meet the challenges that were before us. We understand perfectly well that science means nothing without digitalization, and that is why digitization of the tools that our scientific community uses today is one of our strategic tasks. Moreover, one of our strategic tasks, in view of all the events that are known today, is the import substitution, which our division in the city of Omsk, I believe, is doing quite well. We are really happy that we are participating in this forum again. We see a high potential here and we are glad that we are connected by a professional community. I wish everyone to hear worthy reports, to ask interesting questions, to receive no less interesting answers. Thank you very much again to the organizers for inviting us, and, as our company says, we will continue to work. Thank you for the warm words. An important

Speaker Leader: part of the forum will be the IT education conference, dedicated to digital transformation in the educational sphere. Also, the IT forum emphasizes the importance of international cooperation. Meetings will be held with the participation of representatives from Turkey, Kazakhstan, Uzbekistan and Belarus. Mahoney Karabog is invited to the stage for the welcoming speech. Founder of Aspiot services, GMP seller, representative of Toafet in Russia, member of the ATP Council. Hello, everyone. As the representatives of the

Speaker Mahoney Karabog: TPP have already said, all Russian companies need to enter the international market. And, of course, this is primarily through friendly countries. I am a representative of Turkey. Friendly countries among you. Hello, everyone. I would like to thank the organizers for such a wonderful opportunity for local and regional players, who are united in such platforms and give the opportunity to enter, first of all, the federal level of Russia, as well as the international level. We will discuss this topic today. Thank you, Mahoney.

Speaker Leader: The anniversary IT-Forum will be a platform for sharing experience, discussing best practices and presenting new solutions to optimize business processes, increase efficiency and sustainability of business. Ladies and gentlemen, let's move on to the plenary session of the IT-Forum. Today it will take place in a discussion format. The moderator of the plenary discussion will be the

President of the IT-Cluster Association in Siberia, Alexander Mikhailovich Timofeevich. Please come to the stage.

Speaker Alexander Mikhailovich Timofeevich: Good afternoon, dear friends. In fact, it is very nice to see and hear you all. When we are preparing for the next forum, I look around and see a lot of familiar faces. In fact, this is very joyful, because everything we did before was useful, necessary and in demand. This is the main component. We have to prove to them that we are needed, that we are in demand. I would like to thank all the participants, organizers, and experts in the hall, our wonderful people, those who came from thousands of miles away. Someone came, crossed one street, they also have a low bow, because he could not go at all. Nevertheless, they found the strength of will and crossed. This is very important for us, because what we are going to discuss now is a very important moment for those who are in IT. And it is 100 times more important for those who may not be in IT, but want to be ahead, want their business and business processes to be the most effective. Fortunately, the modern economy is impossible without these solutions. They are through technologies. And everything that we will discuss is related to making the world a better place. And here is a very unique moment. The representatives of the largest associations will be on this stage. I do not exaggerate in any way. This is not a hyperbole. This is really the largest association that unites IT companies and developers. I will name them in short. This is ABKID, this is RooSoft, this is the Trade and Industry Chamber, this is the Association of Digital Parliaments, me and you, this is Digital Russia. We will also have a section dedicated to me. The coordinators of the Federal Digital Russia project will also take part and we will discuss. And here, in private, we will ask questions to each other, including the opportunity to ask questions from the audience. Do not hesitate, because getting an answer from leading experts is very expensive, I assure you. Even in Moscow, you can count the places where these wonderful experts gather in one place. It happened in Omsk. So, with your permission, I believe that our forum, the 10th International Forum of Jubilee, is open. I congratulate everyone. Let's start working. Dear friends, I would like to invite the

Speaker Leader: Director of the Department of Digital Technologies of the Trade and Industry Chamber of the Russian Federation of Oils, Vladimir Andreevich. Dear friends, let's welcome everyone with applause. Chairman of the Council of the Development Fund of the Digital Economy of Klimenko, German Sergeevich. Executive Director of the Association of Computer and Information Technology Enterprises, Nikolay Komlev. President of the Non-Commercial Partnership RusSoft, Valentin Makarov. Executive Director of the Association of Programming Product Developers, Lashin Renat Leonidovich. President of the Non-Commercial Union of Legal Persons of the Internet Association of Kazakhstan, Shavkat Samirov. The Head of the Regional Development Department of the Skolkovo Foundation, Denis Vladimirovich Epp.

Speaker Alexander Mikhailovich Timofeevich: Dear friends! Well, here is a pun, the host named the names. Maybe he didn't remember something. We'll try to

remind him in the talks. I'll be the background. What kind of person is he? Why do we need to listen to his opinion? And the questions that we will ask are not just taken from the ceiling, but discussed, including in our associations. There are representatives of other associations here. Omsk, regional, federal, the presence of the city of Krasnoyarsk, Barnaul, Novosibirsk. We are happy to see everyone and, accordingly, we will ask all the questions. our questions to our experts, and what will happen next. The title of our forum is Digital Industry. New Challenges. And I would like to hear from each of our experts what is a new challenge for them. Maybe separately for each person, an expert, or maybe the head of the association will tell us about the name of the association. What does he mean by the word challenge? Because we all understand that challenges are not only difficulties and problems, they are also opportunities. And I would like to hear this remark, what is the challenge, what are the opportunities. So, I would like to give the floor to Speaker Maslov Vladimir Andreevich. As it was said above, wait, Andrey Vladimirovich, hurry up, I'll make a couple more slides. As it was said above, yes. In fact, the Chamber of Commerce is the largest and oldest public organization, and they can say that the Chamber of Commerce has nothing to do with IT. I assure you that in the Chamber of Commerce, more than half of the regional departments have IT committees. These are the entrepreneurs who have united and work in this area. Well, among other things, Vladimir Andreevich is an expert, including on Infobez, and it is always interesting and useful to listen to him. Vladimir Andreevich, you have the floor. Thank you very much, Alexander Mikhailovich. Actually, I may have

Speaker Maslov Vladimir Andreevich: rushed a bit with the welcome speech. I didn't tell the main story, because I knew it was going to be called a challenge. It's a challenge, it's a challenge. I'm not very good at saying welcome words, but in general, I'd like to say something. Since the Trade and Industry Chamber is a mediator between the business and the government, This is the biggest challenge. I have already outlined the goals. The challenge is more general. It is not only about IT, but we will talk about IT today. This is so that the state, entrepreneurs, the industry, executive power, regulators can hear and understand each other. That is why we are here today, on this platform. The story is that our state, as I said before, is now paying quite a lot of attention to the company as a whole. Laws are coming out on platforms, as you know, where classifieds, marketplaces and many other things are coming out. The law on personal damage, which I also talked about, is now being discussed very seriously. with the requirements that will have to be fulfilled on the site. That is, it is necessary to use biometrics, and it is necessary to use EC, and much more, if someone knows about it. Maybe it's boring, a little bit, and it seems to be literary, but nevertheless, we all have to live in this new reality. That is, when the IT industry was not noticed, it seemed to be free, but now it is ending, and, in general, our main task At the moment, unfortunately, we have seen such a trend that the laws are often adopted, let's say, with closed doors. Formal discussion takes place. with the industry that is there, and with our respected colleagues who are also present here. And then some legal project is adopted, let's

say, in its raw form. Then it has to be modified in some way, changed, changed. Accordingly, I would like to continue what Alexander Mikhailovich said, to urge everyone to actively participate in this work, because, in fact, there is also such a concept as the evaluation of the regulatory impact, that is, all bills and projects come, including to the Trade and Industry Chamber, to colleagues from associations, And we are asked whether we like this change or not.

And most of the time everyone is silent and says that something is going to happen without us. Here I would like to ask my colleagues to take an active position and express their thoughts. We, as an association of entrepreneurs and colleagues, will try to convey this to our lawmakers, because this is a really important story. It concerns all the challenges that I mentioned and many others. From the point of view of the Trade and Industry Chamber, I think I've said most of what I wanted to say. The rest will be said by the associations. Indeed, we have a law-enforcing mission here, and we are trying to make life a little bit better, simpler, so that the state, business, IT specialists, programmers, marketplaces, and all the rest, infobusinesses, can hear each other. Thank you, Vladimir. We will ask you some questions later. We have a short presentation, experts will answer the

Speaker Alexander Mikhailovich Timofeevich: questions, and then we will ask the questions. We will now give the floor to our next expert. Everyone knows that the Association of Companies of Computer Information Technologies, APKIT, is not just one of the oldest organizations, but probably one of the most representative. More than 70% of the market is occupied by companies included in APKIT. And since this organization, in addition to being influential, has a very influential tradition, Nikolai Komlev, who will now speak as an expert, probably includes a dozen or so expert councils at the Ministry of Development, at various organizations, because the opinion of this group IT-entrepreneurs and associations are very important for making decisions. So I would like to give you a word, Nikolai Vasilyevich. Tell us, what is the challenge for you and for Pkid in particular?

Speaker Komlev Nikolai Vasilyevich: I have a home-made bill. When there was a tradition to start a speech with an epigraph, I thought, who is there now, from where, well, Epigorov, well, you can be from the president, you can be from another president, who is on the other side of the news, but it would not be patriotic, yes. And I decided, right in the morning Epigorov was born from Vladimir Andreevich. For breakfast, for the question, well, how are the cheesecakes? He said, we didn't spare the flour. Optimism. First of all, I will not go through the general slogans, but I will go through the laws of projects and the laws that concern the IT community in the first place. There are evolutionary changes, there are very strong changes. The first is the change in the IT company. Many have struggled to get into the IT company's registry, and now the rules for getting into the registry are changing significantly. The benefits have decreased a bit, the tax on profits has increased by 5% instead of 0%. There is a benefit mortgage, but it's not easy to get it. I won't read it all, it changes. And there is a theory of a benefit loan, but it's harder to get it. And in 2025, there is a plan to introduce additional accreditation conditions. In particular, according to the

1729 resolution, large IT companies may be obliged to allocate 5% of the saved taxes to the education of universities. On the one hand, as I mentioned cheesecakes, we all fought for more IT personnel, but not to give 5% to universities. It's a little scary that some IT companies are afraid that universities will start to give up. and IT companies, and so on. There is such a phobia. Therefore, this is a draft resolution. The Ministry of Digital, well done, they publish it openly. We need to fight and finish this project so that everyone is comfortable. Next, a new rule of inclusion in the register of the domestic IPO. This is a change of two key resolutions, 1236 and 325. There should be compatibility of the program to be in the registry with two operating systems. Well, with one operating system, if it is supposed to be used strictly as part of the pack. An additional requirement will be the compatibility with two processors. I can say for sure why they lobbied for electronics, because if you don't learn to work on our processors, we will never switch to Russian processors, even if they are produced here in large numbers. This is the logic. There will be changes in the registry, there will be information on prices, an annual update of data, which scares many people. We have gathered all the associations here, Russoft, Otechny Soft, Apkit, we have collected all the questions, and together with the Ministry of Digital Affairs, we have held two seminars. The seminars are open. If you are interested, sign up for the seminars as soon as the information is available. I think we will hold the same seminar on the inclusion of IT companies in the registry. Join us. In this sense, I think it is great as long as the Ministry of Digital Affairs has an open policy. We, as an IT business, always rely on state-owned companies, which develop the same IT business as we do, but it is a pity for private businesses, because they spend state money, and it does not get into the market. In the dialogue with Medcyfra, a decision was found that if, well, we call them insourcers, the decision of these state-owned corporations is brought to the register of the Russian Federal Reserve, then there are certain conditions. The share of income from the realization of rights to the Federal Reserve should be more than 70% from non-filed organizations. This is a measure aimed at minimizing the damage to the IT business from outsourcing. Well, we probably need to talk about turnover fines here. I think we started talking about it a year ago here in Omsk, about turnover fines for data leakage. Yes, we are all afraid of this. A potential threat, a significant threat, can be buried by any company through a counter-fine. And it is not always the company's fault for such a leak. What Vladimir Andreevich said, that it is possible to somehow try to correct the legislation, I think that it will not be possible to correct it right away. First, we need to accumulate the practice of the law of application. We can try to fight against the use of this law. The project law does not affect everyone, but large segments of the market. This is about the platform economy. There is a big contradiction between the names, a swing to the whole economy, but in fact everything that is inside the law is related to marketplaces, classifieds, and to the question, why did you name it so broadly, when we ask the Ministry of Economic Development, these are their initiatives. At first, they did not respond very well, but when MinYus supported our position that there is such a contradiction, then MinEx said, okay, we will add several articles there, and it will spread to everyone, and

under this law, which is on the regulation of trade, if it is adopted in this form, then it will get out of social networks and everything else, that is, it will drive everyone there. We think this is wrong, we are trying to somehow There is a law in the Duma recently, we discussed it with the participation of Boyarsky, Tolstoy and a number of committees. It is about the development and distribution of video games. Surprisingly, we got used to the fact that the law is for the development of the IT industry or its segment, and here it is written that it is aimed at regulating public relations arising in connection with the development In general, protection of morality and everything else. That is, it is not a law, as it seemed to me, that would be useful to support the industry, but, on the contrary, to protect it from all the harmful things that can only be found there. It turns out that games are very scary. We are trying to reduce regulation. There are all kinds of ideas, including the regulation of the sale of in-game property, such as swords, shields, and so on. Some deputies say, let's regulate this as well. On the topic of information security, there is a whole package of initiatives. This is the allocation of the procedure to include in the register of information security products in a separate track. This is bug bounty, there is a space for hackers. We participate in the correction of the doctrine of information security, in general, the threat of artificial intelligence, and so on. There is a topic of production of equipment. Here we were concerned about the industry, the project of changing the Government's Resolution 719. This is, in particular, a program that was previously introduced into the Paki register, a program of the hardware complex. Here in Omsk, I think, it is also relevant, because there are many electronics factories, you have Paki in the register, and so on. They will be removed from the registry in 90 days, from the day of entry into force. All of them, and again, ST-1 will be needed, this is in accordance with Russianness and so on. There is a great risk of the transition of critical information infrastructure subjects to domestic equipment. Now, I called it the law of projects that do not have amendments to the Criminal Code and the Criminal Procedural Code. Nikolai Vasilyevich, if you can, a little bit more. Yes, I have a little bit left. I don't know whether you noticed or not, but recently there was a case of a narrow-minded entrepreneur from Izhorod. First of all, the Russoft Association, the Minister Shadayev and others tried to investigate this case objectively. There is a case of the Chernobyl NPP and so on. In general, there is a risk of entrepreneurship. We, as CapKit, have been trying for many years to make a correction, to soften the criminal law for IT entrepreneurs or for all entrepreneurs. And now, in connection with these things, we met again with Sergey Boyarsky, the head of the Profin Committee in the Duma. We are making another attempt. This is the last slide, I think. Everyone is concerned about the return of vendors. This is a concern about future changes. External sanctions have not yet been abolished, but we are already afraid, and in most conversations about how we will live when the sanctions are abolished, some say, let's introduce sanctions from here, that is, sanctions from there and from here, on both sides, we will not let anyone in. The logic is clear, because many invested here in Omsk, bought equipment, production lines. It takes time to beat them off, because if Western vendors come, it will not be possible to beat them off. But we do not do everything ourselves, the approach here

should be balanced. And it would be useful, including here today, to come together on the platform. Thank you, Nikolai Vasilyevich.

Speaker Alexander Mikhailovich Timofeevich: I would like to say a few words to Maxim Igorevich, our guest. He is leaving now, so I would like to thank you for your participation, for your kind words, including his address. We are waiting for you. So, Nikolai Vasilyevich, I think you will have one question less. You have practically revealed the whole topic. And now I would like to give the floor to a very authoritative expert, I used to dream of visiting him, to talk to him, to find out, to solve our regional problems. He is the Chairman of the Digital Economy Development Fund, German Klemenko. He is also like Nikolai Komlev, one of our oldest experts, a guest who visits our forum. In addition to being an ex-adviser to the President of the Russian Federation on the Internet, He is a successful entrepreneur and has created a number of network resources, including a news aggregator MediaMatrix, which is based on social media data, and a statistics service Library. German Sergeevich, from your point of view, you are a successful implementer of a lot of, let's say, information. You have been an official at a federal level, and you are a successful entrepreneur and a public figure. What are the challenges for you today? First of all, I congratulate

Speaker Klimenko German Sergeevich: you on the 10th forum. This is a feat. There are, of course, visual changes. The beard has grown out of the shoulders. I will make a separate press conference about the

Speaker Alexander Mikhailovich Timofeevich: beard later. Then we need to make a comparison of the winners. Someone is

Speaker Klimenko German Sergeevich: going, someone is not going. We do not know yet, but in general, it is unusual. I have a

Speaker Alexander Mikhailovich Timofeevich: few of your comrades. The second one is probably the first time at the conference

Speaker Klimenko German Sergeevich: in Omsk that I have a stolen topic, at least a piece of it. This is Mr. Komlev. You have probably noticed a boring report, some laws, and then bam, and almost a political question that Nikolai Vasilyevich has never asked about the cancellation of sanctions. Apparently, you liked the topic, so you decided to take it away. A little bit of glory, applause, of course, it's important. Good afternoon, thank you all for coming. If we're talking about challenges, I think we should really talk about what really affects how tomorrow will be. I myself don't like what's happening with the regulatory system, digital platforms, and the law, but, you know, we've been through a lot, and we'll go through it, like the industry. Our future is a very interesting story, which Nikolai Vasilyevich touched on a little. I had two topics, but suddenly there was a third one, when suddenly all the TV channels went into a frenzy. Microsoft will be back. Hooray. Something else. Hooray. And I talked to colleagues from my former workplace, from many stories, and suddenly, you know, it became curious. We have never thought about the reason for the import substitution of the software product. You can argue with me, but I'll say it right away, I'll reinforce

it a little bit. I won't be as careful as Vladimir Andreevich or as Nikolai Vasilyevich. I'll reinforce it a little bit and say the following. The only reason for the import substitution is the fact that our payments are closed. Of course, the Ministry of Civilization prohibits what to do with the enterprise, but just yesterday I had a company in visit, which is engaged in the import substitution of Oracle. A classic task. 20,000 companies, which at one time Oracle planted. 20,000, well, they transferred about 300. Courageously, in two years. By the way, this is a good volume, if you think about it. I ask them, what will happen if tomorrow, if tomorrow, financial sanctions are canceled? No sanctions, no one, in principle, prohibited Oracle. They left by car. But if tomorrow they open payments, earn Visa and MasterCard, start Swift, they will immediately buy everything and send us to one place. This is an important story. We have to make a decision. Nikolai Vasilyevich suggests, excuse me for the exaggeration, understanding that this process is inevitable, he has already agreed that the process is inevitable, that's it, we had fun for two years. The trucks with candies turned over in front of our offices. That's it, that's enough, that's enough. Three years the shellfish had fun. And now we go back and improve our export characteristics. I understand correctly what you are suggesting. I look at you, Nikolai Vasilyevich. You will say, but nevertheless, Nikolai Vasilyevich, you said it, you will be responsible for the bazaar. Excuse me. And you suggest to relax, to have fun and to start our old song. Let's go to America. I did it. I suggested our program product. Americans looked at me and said, everything is very good. Show it here. Well done. Scientists are great. But there is one but. We will buy ours. This is what is leading us. But in fact, we should already now, in my opinion, what I'm talking about, we should, it seems to me, make some kind of analogue. And here the question is either to the TPP or to the associations of various properties. To speak not with some abstract export stories, but with questions, in fact, what it all came from, it should end with this. This is called a ban on payments in favor of some companies. That's it. No other story. An analogue of such a pacifist. In Ukraine, I was brought in as a pacifist because I was in Crimea. But according to their law, I can't go there, and if I do, I'll be put in jail, to put it mildly. Well, probably, we should have the same story, because it is impossible to prohibit the purchase of oracles, but it is easy to prohibit payments in favor of oracles. The banking system will very easily copy it. It sounds a bit... I see someone is looking at me like that. I'm not used to it. I used to ban telegrams and other things. Nevertheless, we have to ask ourselves a question. What do we keep? What do we continue to keep? What do we continue to notice? And what do we not? I am not sure that we will be able to contain everything, but the most important thing, and this is what we are talking about now, is the issue of discussion. I am sure that in the coming days, months, years, no one will lift the sanctions, in the sense that we are feeling now. Moral relations will improve. Once again, you know, the mood has improved. But the essence will not change. But let's talk and agree on how we will let it back and whether we will let it back at all. And who, and how, and under what conditions it is necessary. Under the conditions that Nikolai Vasilyevich has voiced, I think it's just a crime. Under the conditions, let's say, you give us an export. You know, at one time,

I will give an example. There was PMAF, one of the first PMAFs, and a great, talented, genius came to us. Jack Ma. The great Jack Ma came. And he was telling about the whole Russia. There were a million parcels a day, I think. And they gave me a word. And I asked, listen, are you taking something from us? I wanted to raise a very simple question. Why is it possible to start anything in Russia? By the way, this analogy with software is the same. Why in Russia you can have everything you want, no certificates, and in Russia you can't have anything? We can see it very well now. If someone uses what he sends, he should try to export something. And Jack Ma has answered. He is a great PR guy. He says, we buy you Alenka chocolates. At that moment, when I started to shout, wait, wait, there is a year-long cart, wait, a year-long cart, in addition to 360 million units of delivery products. And the journalist says, what are you, Alenka, how do you store it? And how do the Chinese like our Alenka chocolates? So, with the software, we will have the same story. And with the export of software, there will be the same story. We had an opportunity to somehow withstand this story, to do something. Someone did it successfully, someone did it unsuccessfully. But who is in the subject, he understands. Nikolai Vasilyevich, excuse me, let's do it with you today. We will not try to talk, there will be nothing to say. How many operating systems do we have in the registry of the domestic software? No, no, no. Operating systems. No need for extra words. How many operating systems? How many? More than 20, if I'm not mistaken. That's right, more than 40 people. Listen, China is huge, great. They have three, I think. One is military, two are like that. We have 40. You all know why, don't you? I'm talking about one of the most serious challenges. We've done something in three years. We've come somewhere. We've assessed the approaches that we can make. And now we need to clearly understand where to move and with whom. And the most important thing is that we need to do it now. Sorry, it's just that Nikolai Vasilievich touched on it, I would have done it in a shorter way. And the second topic I wanted to talk about, well, I won't talk about the third one, the challenges with artificial intelligence, you know, it seems to be clear to everyone, and I will not discuss it, because time is running out. And there is such a concept as educational trash. Educational trash, right? On the one hand, you might say, but what's the problem? The state invests huge amounts of money to find these IT specialists. You know, you can listen to a course for free in public services. When you enter a medical university, there will be a faculty of artificial intelligence and programming. You will be taught programming there. You know, my hair stands on end when I'm told, Gera, do you have a department in Sechenovka? I asked him if it was possible to enroll a child in programming. He said yes. I asked him if it was possible to enroll a child in math or physics in Gnesinka, or to enroll a child in the Faculty of Security at the Pedagogical University. But you understand that there is an environment, right? And you will tell me now, Gera, what is the problem? Children will learn, someone will be unlucky, someone will succeed, right? Why not? It's not scary. In fact, it's scary. Why? We need to discuss it seriously. It's clear that business companies are protected from trash. Just protected. Because we hire people independently. Whether there will be a certificate from the state service, whether it will end or not. I look at the diploma, and there is, for

example, Gnesin as a system programmer. Do you understand? But this is normal. What are we starting to get now? We are starting to get a stream of certified specialists, in a proper way, for safety reasons. You might ask, what's wrong with that? I'll tell you what's wrong. For the last three months, I've been in close contact with various university rectors. The rector comes and says, how can we teach IT people? I say, first of all, set a task, and then I want to tell you something new. Have you ever seen a network of universities for the release of poets? Well, you know, there are poets. Some of you may even indulge in poems here. They come themselves, they don't bother anyone. Do you need a higher education for a poet, just like a poetic education? Chess. Have you ever seen a network of universities where people learn chess? People come from the 1st to the 5th grade and play chess. I want to tell you the news that you all know. The knowledge of the language and programming in this language are not just two big differences. Okay, I learned German and somehow I can talk in German. At least, even Mutko coped with English. It's logical. But we can say for sure that conditional programmers didn't learn programming. I know a lot of people who come to me and say, I learned programming, take me to work. And I say, you won't be able to do it. Knowledge of programming and programming is a different story. I think it's one of the most important stories, because mass education is uncontrollable. Stimulated by the state, right? Nothing but harm right now, direct harm, does not bring. Because those people who work and will, I think, in 3-5 years already fully form the policy of the state in Siberia IT, will have all the certificates, and IT, IT, IT, IT, will sign documents, nothing in our industry does not understand. And this is even worse. Because a person who is not taught this history, at least he listens to you as an expert. And if a person already has two diplomas, two higher educations, one in programming, he is a programmer, he even wrote this Hello World, and on security systems, and then he becomes a big boss. What are you going to argue with him about? Therefore, I think that right now there are two serious tasks in front of our industry. What to do with import substitution, what positions to create, we need to agree on this, because we will not be able to do everything. And to prepare for this in advance. And what methods to fight with, sorry, unpleasant ones. And the second part is what to do with education, because the number of programmers does not increase. It somehow goes somewhere, and all the expenses of the state that it makes, it then says to you, we have done everything for you, look how much money we have spent. I would like to introduce another great

Speaker Alexander Mikhailovich Timofeevich: expert, a participant, Valentin Makarov. the President of the Association of Russian Software, the largest association of Russian software developers, which includes more than 370 domestic IT companies. In addition, it is the oldest IT company. In 2024, it will celebrate its 25th anniversary. We congratulate it once again. Valentin is also a member of the Abkid Board, a member of the Supervisory Board of the Russian IT Development Fund, Valentin Leonidovich, 10 minutes, please. Tell us, what are the challenges for you? Thank

Speaker Makarov Valentin Leonidovich: you very much, Alexander. Yes, colleagues, I am very glad to see you. I was at the first forum a long, long time ago. Then I got acquainted with Omsk and with colleagues who worked here. And now I work for a well-known elite. I have a slightly different approach. My colleagues are so close to the ground, and I am a little higher, as usual. We need to understand that the problems that have arisen and the new challenges that have arisen are due to the fact that a new wave is beginning, a

long wave of contrasts, as we call it. The world economy is developing at a fast pace. the beginning of the sixth technological cycle, the new wave. As always, at such a moment, wars and conflicts arise, everything is very bad, and until new technologies are found, which will occupy new markets, and everyone will do it, it will be so. But it will end soon. The period of such a fluctuation is passing, and it led to the following consequences, which we are talking about today. America somehow has to realize a huge amount of debt. It has to rebuild. And what should it do? Either destroy Russia or change something inside itself, but something has to be done. The same in Europe. And because of this, these conflicts, because of this, sanctions. Sanctions led to the fact that, first of all, the import substitution began. It started in 2015, but it was such a funny story. IT-directors were obliged to use Russian software. That's it. If you have no money, replace it and leave. Of course, it didn't work out in any way. The next stage of import substitution, which has now passed, is already double-digit, not so negative, it is already double-digit, money was given, but the money was given to consumers, moreover, to the largest corporations, which, of course, spent half of this money from the inside, and as a result, there are no products that would compete in the global market and could replace Oracle and all the others. Nevertheless, the wave of import substitution began, which gave the opportunity in three years to increase the sales volume of Russian companies by 30%, 30%, 38%. And, apparently, this year the growth will be quite decent, more than 20%. This is, of course, great. The industry received money to develop new products and created 40 operating systems and 20 other systems. Of course, this is a necessary stage, but it will not end with the creation of 5 companies that will go to the top of the world, but with 40 small companies. What else about these sanctions? Sanctions led to the fact that the Russian industry was forced to respond. Security had to protect against multiple cyberattacks. Imprisonment had to lead to the fact that vendors left and everything continued to work. And this led to a colossal change in the psychology of friendly countries. First of all, they became friendly. We travel around the world all the time, to Latin America, Africa, India, Vietnam, Indonesia. There is the same concept. How did it happen that everyone left you, you were tormented by cyberattacks, and now everything works? You have a gene of technological sovereignty. You can be independent when you are pressured. When it becomes bad, it activates, begins to synthesize the protein, and you defend yourself. We also want to be independent. Please, do not sell us a black box with your product, but make a transfer of this security technology. We also want to have technological sovereignty. This is a colossal marketing advantage that we now have

on friendly markets. This friendly market, of course, is small, 40% of the world market, but it is about 8 billion people. On such a market, you can accelerate to the level of the world leader. And in the Russian market, you can't catch up, because there is only a very small population, a small business, 1% of the world IT market. Therefore, this advantage that we have because of the pressure, because of the sanctions, because of all the nasty things that have been imposed on us, is a colossal opportunity for the Russian business. If we go to these friendly countries, we will be able to make the product better than Oracle. And if we say in the US that we will give you a similar product, first of all, we won't get there, because they won't give us a visa, and secondly, it's ridiculous, who needs you there? They try to survive and put pressure on us to survive, and we offer them an alternative product. The friendly market is not friendly. While we forget about it, we still have a 50% decline in this market. Now the company continues to operate in the unacceptable markets, and the Americans buy our services and products mainly because they are the best, and they are made by the best programmers in the world. These are the sanctions. Now, an important point. The new technologies that are being born now, which include artificial intelligence, cyber security, Internet of Things, blockchain, quantum cryptography, etc. These are technologies that do not yet have markets, they only occupy these markets. And there is no technical regulation that would allow everyone to stand up to the new Microsoft that gives artificial intelligence. And there is no normative regulation that would allow to do this, and would prohibit to do that. In this situation, when there is an uncertainty of regulation, it is necessary to have experimental legal regimes that would allow to implement these new technologies as soon as possible. Thus, the winner is not the one who invented some new cool thing, but the one who allowed to implement it, first in a pilot mode, and then further expand it. The state is very important now. not to deal with the strict regulation of what it does not understand or know, but to allow it to develop. This is what we are trying to do with artificial intelligence. Thank God, Gref is already on it. We will criticize him for turning a bank into an IT company. But he and his people have achieved that in artificial intelligence there is not a law that regulates artificial intelligence, but a map, Ethics and Artificial Intelligence. When the developers agreed on the same principles, they would do it in order not to harm the world around them. The next thing we can say about Qatar. Well, you know that every year there is a World Programming Championship, and every year the Russian teams from the universities win something. The last two years were worse, because many left, including teachers. Nevertheless, In 2000, 16 times the Russian universities were world champions, and the number of gold, silver and bronze medals is not even to be counted. Who are they? St. Petersburg, Moscow, Samara, Nizhny Novgorod. It's not just one center in Moscow that produces everything, but it's Russia that produces a lot of different things, and there are talented programmers everywhere. This is, of course, our great advantage. But there are not enough people. If we want to be the world leaders, we must have more human resources. How to do it? We must support the highest level of training of programmers that we have. The top schools that do it are just great. But we must also have access to a less expensive

little differently. Today Nikolai talked about the tax policy. Indeed, a lot has changed. Last year, we fought for the prolongation of zero income tax. As a result, we achieved that it became 5%, but the total tax is now 25%. As you understand, the difference of 20% in 20% or 0%, and now in 25% or 5%, it seems to have been preserved. On the one hand, we have achieved, thanks to the Ministry of Finance and the government, that there was no use in prolonging the tax. These companies are actively rebuilding their activities, especially those that have entered the IPO. Many things have changed over the years. Today we have discussed, one way or another, I just have more volumetric theses, about regulatory load. It is really necessary to train students, an experiment

is needed this year. Last year, we actively worked with colleagues from the Ministry of Digital Affairs. In order to take into account the accumulated years of experience of companies in this area, unfortunately, it is not yet possible to build the experience of working with secondary education and schools at this stage. The work with the Ministry of Digital Development on this topic will be continued. Also, a separate topic of certification of specialists is also an important story, you probably hear it. Now there is also an experiment, but in the future, it will probably be Headhunter, we do not hide, but we'll see. In the Central Bank, last year, you probably heard the subversive figures, they handed over full control over the spending of state money. Before that, they were engaged in plans who remembers, then coordinated the departmental information and digitalization. But now it turns out that they have been transferred to the authority of the Center for Import and Replacement, that is, they are still engaged in the analysis of the spending of money by state corporations, but under a certain directive. It is planned to introduce price monitoring, this is now laying down a normative base. To be honest, the initiative is so-so. It is lobbied or forced to be produced according to the requirements of FAS, accounting departments, and so on. But the IT industry is so different. I mean, the models of sales, the software, the individuality in various variations, combinations, bundles. in customer requirements and so on. We still don't know how the digital code will behave. Many have heard about it. In fact, the initiative caused a lot of disputes, there were a lot of comments, including that it didn't fly exactly because the business gave a lot of doubts and suggestions on how to regulate this story. About the national economy of digital transformation data, you have seen what Grigorenko has been talking about recently. What I would like to point out here is that, first of all, a broad involvement of companies in the development of this program, this national project, has not been carried out. It was rather closed. The events of this project have not been opened yet. In fact, the challenge here is that, for example, the business itself worked on the digital economy. It understood what it was for, why and how it would be implemented, although the program has changed several times. Here is a slightly different approach or a slightly different approach. We do not yet know how this story will work, what effects will be achieved. We see the blocks, the structure, the basis of this national project, but we do not yet understand how it will be implemented and with the involvement of whom. Although you have already voiced 1 trillion for this story. In the last three years, Valentin Leonidovich has

refine their software products in the coming years should not be a hindrance. On the other hand, we understand that something may happen. I would like to protect the interests of domestic developers, not to allow them to return to the critical area of our digital economy. in the sense of the state's economy, and to protect our users and not to step on the same rakes, which we have already mentioned. I want to finish with a few slides. I show it, including when it is possible. We, as a retail platform, include a lot of different resources that we collect, show, and so on. These are not all products yet. I want to say that there is a catalogue of imports and substitutions, which is now the most complete in our country. It is recommended by the Ministry of Digital Affairs. You can see it on the registry website, on the main page. There is a cube, a search,

a search service, an analogue of a product. There is our catalogue inside. Just yesterday, those who read the press, watched our Telegram channel, saw that we updated the list of solutions for Kia. We are also collecting feedback. This is not just a solution for the register, where we show what analogues can be replaced, what customers use these products, and in general, what effects you can achieve. Therefore, those who still doubt, I suggest you look. Thank you very much, Renat Leonidovich.

Speaker Alexander Mikhailovich Timofeevich: As with any international IT forum, we have an international theme, which is very important, including for IT companies. For many years, one of our guests at our forum is the President of the Non-Commercial Union of Legal Persons, the Internet Association of Kazakhstan, Shavkat Sabirov. Shavkat Umarovich, you have 10 minutes. Can you tell us what's going on in Kazakhstan? You don't follow the sanctions, but we all seem to complain. Are you doing well? Thank you. I

Speaker Shavkat Umarovich Sabirov: will try to answer the question that both Komlevo and the guys are worried about. What will happen with the return of foreign companies? Nothing will happen. We are working, and they are working with us too. So as not to waste time, I made a presentation that is going around. In the sense that I don't want to talk too much. Therefore, I will quickly go through the presentation, since we have become hostages and the threats have become sanctioned. It is clear that we have become hostages, because sanctions from Russia and China, we only get splashes from these sanctions, but all life goes through conditional sanctions. As for the importance of Kazakhstan, I wanted to show that if I look at the data transfer from East Asia to Europe by underwater routes, 13 terabits per second through Kazakhstan is already 10.1 today, that is, we are comparable. If we do it directly through Baku to Italy, it will still give 6 terabits, that is, in fact, the volume of data transfer through Kazakhstan is It's just colossal. Therefore, everything related to IT solutions, network, software, infrastructure, and so on. Internal and external factors. I was told that with the presentations it will be possible to download. Therefore, I am talking about all these things that are there today. That is, everything related to, for example, the NAS project, data economy and digital transformation, I can say right away, for example,

our data can be seen today on the Internet since 2004. You can enter the Bin company and see what taxes it has paid in the last 20 years. It's important to get historical data. Let's say you started in 2004 and spent 20 years. We can turn off this presentation. You and the state services have made a breakthrough in the last 3-4 years. What did we spend 20 years on? You did it in 3-4 years, but your data volume hasn't increased. What you started to collect, what the tax office collected, but it's still a short period. For example, we have been collecting for 20 years, so we can talk about the data economy, when data should bring money. You can look at companies and so on. German Sergeevich will not let me lie, we looked at him, compared. how companies pay taxes in Kazakhstan, you can look at the last 10 years and come and ask, why did you pay a lot with Nazarbayev, but not enough with Takayev? Or vice versa. In fact, the figure is good on the one hand, but on the other hand, it should be borne in mind that no schemes will work here. That is, the number kills the gray scheme by almost 100%. Therefore, to say that you will remain in the gray shadow, so to speak, but at the same time you want digitalization, it is unlikely to succeed. Then the favorite word is digital transformation. Digital transformation is talked about even where, in fact, there is nothing to transform. Transformation is a word in itself. You need to take something, transform it in such a way to get something new. Like, for example, trading in the bazaar and digital transformation, we got e-trading. We trade goods, but that's basically it. That is, for example, in Kazakhstan, transformation can only be done in the part of the e-government or state services. The industry is digitized by only 3%. In fact, I don't think that you have more digitized things on a Russian scale. We need the usual digitization, but then there is no transformation of the state if only a set of services is implemented in the state. We have accumulated a lot in 20 years, so I think Things should be adequate. As for the return of vendors, I will tell you frankly, today we have them. But any vendor who comes to any company, the first question is, who are you? And I am that Oracle that seemed unbearable, today it is no longer that Oracle. That SAP, I don't know, SCADA, these large vendors, they practically do not play on the market anymore. And when they come, the first thing is, are you your Kazakh? No. Well, at least a Russian, like, a Russian word. And only then do they buy. In fact, the market has formed quite strongly and densely in the last 2-3 years. Therefore, any vendor that comes today, even Microsoft with its educational platforms, will not be able to do anything. Today they work only because we are just lazy. If we weren't lazy, we would have replaced Zoom and Microsoft. We would have replaced everything. But on the other hand, I can say that today, when the whole world is fragmented, and the whole economy is becoming fragmented, I mean Russian-separated, Kazakh-separated and so on, In fact, it is important to remain within the framework of the Eurasian Union, because we, for example, should clearly understand, I don't know, our people in Astana still live in a slightly different world, that since we are between two great civilizations, and in addition to the splash of sanctions, we also need to enjoy this neighborhood. That is, take the best from the Chinese and take the best from Russia. Then it can be easily implemented. In recent years, since 2018, if China offered large-scale infrastructure projects, IT projects, even its own

root server system for Russia, China, India, then Kazakhstan by default was already inside. No one even asks us if we want it or not. We are just inside, there are no conversations, we will help you. Don't worry, it's not about you now. It's like talking to Kazakhstan. Now we will talk to the Russians, to the Chinese, as they say. And we must understand why, for example, Chinese medicine cannot be integrated into our medicine, because their medicine is not in Latin. They don't have a single word in Latin. Why is Chinese IT impossible to integrate into our IT? Because they don't have anything that we are used to in IT.

Speaker Alexander Mikhailovich Timofeevich: Mathematics, perhaps? We can mention mathematics. No, even sine, cosine, they

Speaker Shavkat Umarovich Sabirov: have it in Chinese. The power of friction, the power of tension, sopromat, all these, especially IT things, everything is in Chinese. Therefore, if I say that 15 years ago they had 15,000 operating systems, then this is nothing. The level of digitalization is just insanely high, and the decisions that they make. Therefore, we just need to learn what they have today, and everything that is connected with artificial intelligence. I would be surprised if today practically no one would say anything about artificial intelligence. We don't give them time to talk. Then that's it, I'm finishing. Then we'll talk separately. Thank you very much. Thank you, Shavkat Umarovich.

Speaker Alexander Mikhailovich Timofeevich: I will make a small remark. All our experts are wonderful. They all lead some sections. Look carefully at the program. There is an opportunity to go, look, participate, ask questions. Here, unfortunately, we are under the pressure of time. We cannot give the orators complete freedom. So, today, for the first time, I note, the representative of the Skolkovo Foundation takes part in our forum. The Skolkovo Foundation is undoubtedly a symbol of technological breakthrough in our country. The Foundation plays a major role in supporting the development of innovative projects in the regions. The head of the regional development department of the Skolkovo Foundation, Denis Epp, will tell us about this. Denis, the floor is yours. Thank you very much.

Speaker Epp Denis Vladimirovich: Thank you. I am very glad to take part in this forum. Why? Because we have a plenary today. Many associations have gathered, as has already been noted. And the fund now has 4,600 company residents. 4,700. And every day this figure changes. And 4,700 is at the moment, because part of the company falls off, because 10 years pass, their turnover increases, they break through the turnover. And half of these companies are located in the regions. This is the first thing. The second thing is that more than 2,000 companies are IT companies. And they have technologies, IT products, and so on. Therefore, we are very interested in working with associations all the time and developing support measures, promoting them, looking for new ways of cooperation, implementation, promotion of these companies.

Regarding the themes and theses that were voiced here, I will probably refer to the Skolkovo Foundation and its activities, because I can talk about the Foundation indefinitely for weeks without a break. Tomorrow we will have a meeting with

potential residents of the Skolkovo Foundation, where I am ready to tell in more detail about the Skolkovo Foundation. Yes, I will present it, answer all your questions. If you come, I am ready to talk to each of you separately. We will arrange such a Q&A, question-answer, and we will dispel all doubts and answer all questions. I am the curator of the Omsk region inside the Foundation. We have a representative of the Skolkovo Foundation. Here we plan to develop this topic. I will not reveal all the secrets yet. Now we have 27 regions, regional operators, 11 representatives, and they, of course, promote services and help companies to become residents. As for the theses that were voiced in the forum on the challenges, I will say that there is not much time, so I have to answer thesis by thesis. I will say that a huge number of requests come to the fund every day. different solutions. Corporations and companies of different levels come to us with a question, do you have such a solution? Do you have such a solution? Help us to find such a solution, to grow it. The issue of growth is the most acute issue, because even if we find some companies, the issue of implementation is the second issue, the financing of this implementation, it turns out that the companies may not be ready for it. Of course, we have grant programs, we can talk about it indefinitely and separately. These are micro-grants, mini-grants, and constant implementation. We work with both start-ups and corporations. Companies of different levels, from a billion, come and open R&D centers within the framework of partnerships, which allow to get the same benefits as residents of the Skolkovo Foundation, and promote and develop their technologies and engage in commercialization. This has become a very common story, so I ask you to pay attention to it. It can be useful for the forum, because companies come not only for solutions, but also for staff, of course. In these corporations, there is a sharp question of the development of the technologies themselves and the involvement of the relevant specialists, their development on the same startups. The purchase of a startup is not only a technology, it is a purchase of a team, of course. The same instruments – hackathons, accelerators, research – these are the same instruments that we all use. But the challenges we face now are often related to the research of technologies and vectors of development for companies on the market and in the world. Companies come to us and ask where they should go, where they should go with their departments and what technologies should be used. Of course, there is a win-win situation. We are trying to find a company that is in the status of a resident of Skolkovo fund in order to implement these solutions in these companies. I want to say something about CyberBez. We have a whole hub of CyberBez companies, 60 residents. Few people have such a portfolio of such residents, and you can come. We are ready to open them, help to implement, talk about them, show them, take them to exhibitions. to present to each of you. We are happy to do it, it is our goal. We want these companies, it is our KPI, to receive revenue, implementation, clients. We are, in fact, a hub for implementation of these solutions, search for these solutions. Therefore, come, we are ready to talk about it. And, of course, this hub was created not for nothing, but because there is a question on the agenda. Indeed, it is very relevant, and that is why companies come for such solutions. And we try to increase the portfolio of such companies every day. As for

the European Union, I will say that before the Skolkovo Fund, I worked in the European Economic Commission, actively engaged in the digital agenda. And within this digital agenda, we worked on the agreement on the circulation of data. And the task was to make the industry get a push for the development of technology. What for? For the data. Personal data, big data. And we have, both in the fund and in the industry, the effect of our work is a little delayed. on the agenda of the Eurasian Economic Union. Kazakhstan is an active member of this union, and I would say that we expect such a strong growth, but it will also be delayed. I would like to direct you to this agenda so that you also have this story with the regulation of their platforms. As part of the agreement, there is a whole section on the regulation of these platforms, international, regional, country, inter-country, and so on. This topic is very relevant, but moving inside the Russian Federation, It is obvious that there is a struggle between the E-Com and the networks. My opinion is that it is impossible to apply the references of the classical business and the methods of regulation of the classical business to the regulation of their platforms. We can discuss it in a separate session on the 5th. The thing is that in connection with the Kolkovo Foundation, of course, most of the residents come to the forums. Thank you. Thank you very much. There are others, yes, if anything. And, of course, part of the residents come with platforms. We have a separate direction, such platforms are regulated inside the residents. In general, how we give them the status of the residents of the Skolkovo Foundation, how it happens, how they come to the residents. And here, too, welcome, come. Platforms become such a through element in every industry, and it would seem that We have already talked about this, that both in medicine and in creative tech they appear, and technologies in these areas. Indeed, this topic is developing, and such residents appear, and a whole direction appears, both in creative tech, artificial intelligence is actively involved there, and in other industries. Therefore, it is very important for us that our residents or potential residents are not affected by such legislative initiatives. Therefore, we try to take an active part in this topic. In addition to the fact that I am the regional curator of Omsk, Irkutsk, Krasnoyarsk, Tomsk, Novosibirsk and so on, I am also in charge of the development of the center of agricultural property. In support of my colleagues, I want to say that, of course, We also strive to support our residents with different services. If we are talking about domestic P.O., then, of course, we have also deployed services that allow you to implement packs and include P.O. in this register, and so on. If we go down from top to bottom, I want to say that all the services that we organize in CISI, for example, are an opportunity and support for our companies to get patented, to get tax consulting. Now there will be a very relevant topic on the removal of the moratorium on the verification of IT companies. Yes, probably colleagues also think about it, discuss it every day. Soon, we will start testing IT-companies. We are actively working on this topic to support our residents and potential residents. I suggest that we discuss this topic with you, how to be here, how to help, how to prepare. We are holding webinars on this topic, what are the underlying factors, what to do with it. If we talk about the status of a resident, of course, we recommend to combine it with the status of an IT-company. These companies have NDS and so on.

It turns out that if you combine the status of IT companies and Skolkovo's residents, you get nothing. No taxes, no NDS, no customs fees. There is a story about micro-grants, which allows you to close the story, about patenting and so on, about exhibitions, about marketing. But the most beautiful thing is when you combine two statuses, IT companies and the status of this fund. Denis, I would ask

Speaker Alexander Mikhailovich Timofeevich: you to speed up a little bit, please. Yes, yes, I'm finishing. Here it turns out that

Speaker Epp Denis Vladimirovich: you have everything 0, and FSS 7.6. This is very convenient, this is very interesting, I ask you to pay attention to this. A short presentation of the fund ended on this. Thank you very much, Denis, it was very interesting. Friends, what

Speaker Alexander Mikhailovich Timofeevich: can I say? We don't have time for questions, although we have two questions for each expert, so we'll play it out. Two questions from the audience. Who will raise their hand now, the winner. Here is a young man in a jacket.

Speaker Dmitry Butsik «Laboratoria IT-resheniya»: I have a question for the representatives of the Russian associations. What is the demand for IT personnel? Is the deficit increasing or decreasing?

Speaker Komlev Nikolai Vasilyevich: We, as an association, constantly make forecasts for 5 or 10 years ahead of schedule. Today on the panel, I will say a little about this, come to the education at 4 o'clock. I updated it yesterday. We are keeping our forecasts on personnel needs. Yes, in January-February, in the press, not in IT companies, but in the press, there were rumors that the demand for personnel has decreased. Some personnel are even being fired. At the board, we asked Renat and Valentin who had a reduction. Everyone said, no, we are ready to accept, no, we did not have a reduction. A separate company can always be found where, due to some objective reasons, Business, the year was unsuccessful, something else, some internal restructuring is going on. Perhaps these rumors are related to the fact that the IT budgets of customers for this year have been slightly reduced. And then the press concluded that since the IT budget has been reduced, and IT people do not need to prepare and implement so many new programs, it means that they will reduce their personnel. There is no such direct dependence. There may be a deficit. has decreased a bit locally, or it will decrease – it's a deficit. But it doesn't mean that there will be a mass dismissal or something else. No. Over the course of the next five years, the demand will remain. Nikolai Vasilyevich, let's give the floor to the other one. Don't

Speaker Alexander Mikhailovich Timofeevich: interrupt, please. Yes, colleagues, Kolya is absolutely right. It's just the

Speaker Makarov Valentin Leonidovich: media. They need to tell something interesting and to attract readers' attention. That's why the episode is saved in his mind. The point is that the people who finished... There are virtual courses, monthly,

and they say that we are juniors, we can be accepted for 100,000 rubles. Of course, they are not programmers. There are a lot of them, we fire them, because they are not workers. It is important that the internal market is shrinking. And, apparently, it will be reduced from year to year, because the internal market of software is not infinite. On the other hand, we have the first year, 2024, when there was no drop in exports. For the first time, the growth of exports is 4%, and this year there is already a 20% growth of exports. That is, the industry clearly flows from the market, which is shrinking normally, to the market, which is opening up. Therefore, be brave, teach your children programming, only in the right places, in universities, not in Nisenka, but where it is necessary. We have a large field of activity. It exceeds our capabilities. We need highly qualified people who solve unsolvable problems. We need them most of all. And the average level is either in India or in America. Kazakhstan has a high level of programmers. We know this market very well and we work on equal terms with them. So, colleagues, there is and will be a deficit. We need more qualified people to take it from other markets.

Thank you, Mr President. Mr President, do you have anything to say? Thank you very much. And

Speaker Renat Lashin Leonidovich: the last question from the audience.

Speaker Alexander Mikhailovich Timofeevich: Great. Please introduce yourself. Give me the microphone.

Speaker Leader4: Good afternoon. Tarasov Evgeniy, University of Media and Communication, Novosibirsk. Today we talked a lot about import substitution. Tell me, please, why is it so that for the end consumer imported products, software, computers and equipment are more expensive? We, as a university, regularly buy personal computers, Programming. In 44.223 federal law changes have been made, and now we can only buy registered ones, but when we ask for commercial offers, well, to put it mildly... Thank you, the question is accepted. Gernot Silich,

Speaker Klimenko German Sergeevich: yes? I will have a very short answer, sarcasm. I now understand Trump, yes, that is, well, why? You came, a decent society, from Novosibirsk, came, ask obvious questions, yes? Why? We can answer you. Here in Omsk, I think it was 4 or 5 or 6 years ago, there were domestic processors. Here I will make a clear correlation. There were domestic processors. They came to me and said, You are scolding me, right? But first I was given a processor, which I always show, when I participate in Zoom, I always show, look, this is what is missing. Schrodinger's processor, yes, that is, it is in the suitcase. And when our comrades here speak, you ask questions in more detail. I understand why, your question was different, it was, in my opinion, to Nikolai Vasilyevich, on the topic of when compatible with domestic processors, yes, where are the processors, with what to combine, yes, that is, well, it's like, you know, it looks good, but I will freely interpret it to you. I pass it to Vladimir. The question is unexpected. No, Vladimir. The boss, after all. Well, I just want to say that we

Speaker Maslov Vladimir Andreevich: talked to many manufacturers and vendors and said, guys, well, great, but you are directing your feet, so to speak. Rusatom, RGD, Kamaz, because there is a regulatory and they have to buy. And about small and medium business, universities, ordinary people, everyone forgets. Now they will remember, because it is a huge market, we really hope for it. Because the price policy, to put it mildly, causes shock and trepidation from time to time. And the same Lyutikov from STEC constantly says it openly. He says, guys, it's great that you are in such a privileged position, but this is a separate thing. It's a track that we are trying to work on. We wanted an open market, and here it is. You can sell as much as you want. As for vendors, I'd like to call on you to look at MSP and reconsider your price policy. Plus, you can read the research. In terms of investment, Thank you, Nikolai Vasilyevich.

Speaker Klimenko German Sergeevich: Thank you. Give me the microphone. Look, this surge was not what you are talking about now. It was in 2022, and many state corporations, which did not want to

Speaker Komlev Nikolai Vasilyevich: switch to the domestic market, said, we have an important reason not to switch. These Russian IT companies have blown up the prices, taking advantage of the situation. We specially made a price chart for this. It is called a price chart. It is open, you can go to the site and see. Companies have joined it. And we specifically said there, complain. Complain, we have a commission, just show it. December 2022 or 2023-2024, how much has it grown? We discussed the limits of growth with the Ministry of Finance. These are more or less reasonable, weighted. This is 15% plus inflation. And if inflation last year was 9.5%, Yes, plus 15% is this one. We are now interviewing the signatories, all the associations. We are asking our colleagues how much prices have risen in December 2024 compared to December 2023. So far, I have not seen any complaints from FAS to us, no complaints from the Accounting Chamber, no complaints from Severstal or Nor Nickel. No one has contacted us. But there are complaints, and these complaints go somewhere to the government, they say, listen, somewhere there, In some enterprise, the share of the price, as a rule, it concerns either inserters or some pocket companies, there is such a thing. But those who are in the market, market companies and circulation products, those who are in Harte, I say for sure that there is no exceed. What is really and will be. This is what the Ministry of Industry, Trade and Industry says. They say that they want to have production in Russia, in your factories in Omsk, to have production here. But for now, the state will be offered our weaker and more expensive equipment. But until they buy it and get rid of the production chain and start producing it, production here will not be reborn in a different way. This is such an inevitability and a choice is being made. We are trying to revive production by non-market methods. As soon as it gets back on its feet, then yes, we open the market and let it compete. But at the start, the state made this decision. And don't expect that computers will be cheaper. But where do processors come from? Where do the rest of the memory and so on come from? But this is inevitable. Then let's say that you, in Novosibirsk, do not want the revival of

electronics production in Russia. Well, say in MinProvTork and so on. Yes, colleagues, here is the thing. There is an economy. In order to produce a product, you have to

Speaker Makarov Valentin Leonidovich: spend money, hire people and produce a product. Those with whom we compete did it 20 years ago and invested much more money than we did. Therefore, they have a more or less perfect product. We have been doing such serious substitution for three years. In three years, you can't make a product that will compete with the one that invested \$200 million. The bigger the market, the lower the price, of course. Like in China, they were also engaged in importing and told me that we were crying because it was so bad, nothing worked, everything was terrible, but we survived, it was expensive. They began to do their own thing and to occupy the market, because it is a large market in China. There is enough of their own market to reduce the price, and everyone was satisfied. We have had too little time, the market is too small. Therefore, we need to talk to associations that can give you alternative solutions, because you can negotiate and reduce the price, especially for universities. For universities, of course, we need to reduce the price. It's the government's job, not the developers who develop it on their own. Thank you,
Valentin Leonidovich, thank you. Shavkat

Speaker Shavkat Umarovich Sabirov: Umarovich, just a couple of words. Yes, I'll be brief. For example, our government is subsidizing. For example, in a remote village, where 500 people live, and the nearest district center is 1500 km away, it is clear that not a single merchant will be able to get there. Not a single merchant will be able to bring computers there, because you will have to work economically at these prices. Therefore, the state gives an order to a national operator, for example, Kazakh Telecom. It delivers, supplies, builds, pulls, sells, and the state compensates. For example, the router on Japan, which Kazakh Telecom gives, it changes for free. But this is a state. This may be a good example, but the main reason is the economy. Thank you, Your Excellency. So, in short, state subsidies are needed to

Speaker Alexander Mikhailovich Timofeevich: reduce the price at the initial stage, and, first of all, for higher educational institutions, for educational institutions. Dear friends, I would like to thank our wonderful experts in the audience on your behalf for telling us their vision of the challenge within two hours. And you, wonderful participants, thank you for your patience. After all, you listened to all our comments, visions. Maybe it was interesting, maybe, on the contrary, it was interesting. But if someone did not hear or did not understand something, welcome to our section. All experts are moderators, ask questions. Thank you again. Yes, now the floor is for the host. A little more attention. Dear

Speaker Leader: participants, thank you for an interesting discussion. Please come to the auditorium. Dear friends, applause in our hall. Now on this stage there will be a solemn signing of agreements within the framework of the 10th International IT Forum of the Digital Industry, New Challenges. An agreement is signed on

cooperation between the society with limited responsibility BASALT, free software in the person of the head of the Department of Work with educational organizations Gubina and Tatyana Nikolaevna on the one hand, and the Federal State Autonomous Educational Institution of Higher Education of the State University of Omsk Fyodor Mikhailovich Dostoevsky on behalf of the Head of the Department of Information Technology, Communication and Information Security Barnovsky Sergey Petrovich. Please come up to the table to sign the agreement. Dear friends, applause. Applause in the audience, dear friends. A commemorative photo. The agreement on information interaction and cooperation between the Association for the Development of Information-Telecommunication Technologies, the Information-Telecommunication Cluster of Siberia on behalf of President Alexander Mikhailovich Timofeevich, and the RusSoft Association on behalf of President Makarov Valentin Leonidovich is signed. Applause, dear friends. A commemorative photo. The agreement on information interaction and cooperation between the Association for the Development of Information and Telecommunication Technologies, the Information and Telecommunication Cluster of Siberia, on behalf of President Alexander Mikhailovich Timofeevich, and the Federation of Artificial Intelligence, on behalf of the President of the Federation, Yuriy Golovko. Applause, dear friends, a commemorative photo. The agreement on information interaction and cooperation between the Association of Technological Companies of the Era of Intellectual Technologies on behalf of the Director Mikhail Vyacheslav Vladimirovich and the Association of Programming Product Developers of the Russian Software on behalf of the Executive Director Lashin Renat Leonidovich is signed. Dear friends, applause in the auditorium, a commemorative photo. The ceremony of the solemn opening of the 10th International IT-Forum of OMS-2025 Digital Industry New Challenges is coming to an end, ladies and gentlemen. The IT-Forum business program will start at 13.00. We invite you to join the interesting sections. Please come in. Dear friends, let's take a photo with the speakers.