

Romania is oxygen for your business

Reflections of 15 years business
“adventures” in Romania

Ir. Freddy Jacobs



Facts and questions 1

- Around 5.1 million pigs in 2003 and 4.7 million in 2018 but City malls 6 in 2003 and 123 in 2018.
- Out of the 160 countries surveyed in the 2018 edition of the Logistics Performance Index (LPI), a study by the World Bank, Romania ranks 48th, while Germany is the global leader in infrastructure quality. What are the most important weaknesses?
- The availability of talent, more important than cheap labor for future investments. It is critical for businesses to take an active role in the development of the workforce
- The 2020 employee will have to have a completely different set of abilities than five years ago. How prepared is the Romanian school of "revolution" and what ideas have other states?



Facts and questions 2

- Build houses where offices and offices are home. This is the only way to encourage the development of an area in the right direction
- What are the jobs that the market demands: programmers, doctors, engineers or drivers, the job categories that exploded in ten years. Education still does not know what the economy is doing.
- Doing businesses require infrastructure, what does Romania offer? The weakest energy grid, the smallest network of highways reported on the surface, railways like 50 years ago.
- Romania has all the right books for electric mobility, car makers and sector support. "What do you need the domain to take off?"
- The country full of IT, buried in papers: "Public institutions, from ministries to authorities, need real IT departments, not people who pull cables through headquarters"



Answers and comments

- No I will not give comments and answers as I am an observer and a guest in this beautiful country since 15 years.
- If Romanian business relations or friends start to s.... on their sandwich: do not join them you are an observer too.
- Do not give comments on politics and politicians.
- Only one wish: do something about the pig population....

"ROMANIA TE UIBESC"

"ROMANIA I LOVE YOU"



Who are the Romanian people ?

- They are different.
- They are warm and it is easy to approach them.
- They know how to make a business relation.

BUT

- They try something and ask something in order to get something. If they fail then they try again or stop, for them it is normal. For us it can be a shock and we might even turn our back.
- We have to take into account that they are not Flemish even if we have the impression that we are close as a culture.
- On demand I can give you a comprehensive behavior study done by a third party – the Michelin guide in order to work with Romanian relations and employees.



Why and what did I do the past 15 years in Romania

- I was dying and then I lost 50 kg and took care my body and stopped the international circus and exchanged it for Romania at the age of 40.
- From Gent to Brussels is about the same time as the plain to Romania. When the people ask where do you work...far the best decision that I ever took in my life.

The business model is simple:

1. In the land of the blind the one eye is king.
2. I Offer my clients money and solutions to get the money.
3. I practice what I preach and I preach what I practice.
4. I make sure that the clients come to me.
5. I thrive on chaos - this is what I love most.



We do subventions since 2003

- Today we do the overall project management.
- We identify subventions for projects & green fields.
- We put the clients company in shape.
- We no longer write the files but we look for a consultant to write with experience and a proven track record for the project.
- We manage for success before during and after the project during the monitoring phase.



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Subventions glossery of sections

POCU

Programul Operational CAPITAL UMAN

POC

Programul Operational COMPETITIVITATE

POIM

Programul Operational INFRASTRUCTURA MARE

POAT

Programul Operational ASISTENȚĂ TEHNICĂ

POR

Programul Operational DEZVOLTARE REGIONALĂ

POCA

Programul Operational CAPACITATE ADMINISTRATIVĂ

**The money is there but it is a lot of work to get it
Do not start a file without hiring a consultant and project manager**



Company creation

- We created more than 100 companies for foreign investors since 2003.
- We create companies from a distance.
- Share structure modifications.
- Shares or social parts transfer.
- We get your unique fiscal number without losing your health care and pension in Belgium – NIF.
- We get your VAT and make sure that you have enough points to get the VAT number and ROI.
- We give a selected number of people a new life after bankruptcy.



Business and incubation center

- I have successfully implemented 2 business and incubation centers since 2009. I am planning a third one.
- After creation of the company from a distance we activate the company on site and do the company administration and payroll so that the investor can focus on his business.
- If needed I provide interim management services for the projects and recruit personal for the projects or companies including green field investment. One of the biggest projects was VCST an automotive company more than 30 million Euro investment and 200 employees. I am proud on this one...



Recruitment

- I provide in house recruitment services in Belgium and Romania since 2003
- I install the ATS, establish the recruitment strategy, social media marketing, automated posts on jobsites and social media etc with a toolset if applicable and start to generate a guaranteed inflow
- The recruitment factory TM = has also search activities for employees engineers, middle management, ICT specialists, high level qualified TEC workers (not brick layers etc...) but isolators, electricians, plumbers, ...with 8 recruiters that work for you including myself
- If you combine Belgium and Romania there is no longer a shortage of personal



Recruitment geographical

- From Romania we cover : Romania , Belarus, Ukraine, Serbia, Hungaria and Croatia
- WE CAN INSTALL A HUB in our business center and staff it with technicians and create working points with offices in Romania – all admin stays with us – you get the benefits
- We can find freelancers in time zone BXL +1
- We comply with all laws in place



Round up

Would you do it again with what
you know and with what you
experienced ?



Yes I would

Contact me for more information

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“Thanks for your attention”

“Va mai asteptam pe la noi”

And learn Romanian for success in business

