**IT-industry**

**Exercise 1. Make sure you know the following words and expressions.**

Outsourcing - делегирование выполнения функций стороннему исполнителю (специалистам, привлеченным со стороны); point of reference - исходная позиция, отправная позиция; investment - помещение денег, инвестирование; client maturity - срок погашения по кредиту, выданному клиенту, niche market - узкоспециализированный рынок, estimate – оценить, устанавливать стоимость; revenue - доход; GDP (gross domestic product) - валовой внутренний продукт; per capita - на душу населения; приходится на человека; exceed – превысить, превосходить; profitably - доходно; прибыльно; venture capital fund - фонд особо рисковых инвестиций, фонд венчурных инвестиций; create “from scratch” - создать с нуля, создать на пустом месте; initial public offering (IPO) - первичное публичное предложение ценных бумаг, первичное предложение акций; share – участие, акция, пай; be exempt from taxes - освобождаться от уплаты налогов; mandatory payment - обязательный платёж; VAT (value-added tax) - налог на добавленную стоимость, income tax - подоходный налог; real estate tax - налог на недвижимое имущество; customs duties - таможенные пошлины и сборы; set a record - установить рекорд; implement – внедрить, осуществлять; allocate – распределять, предназначать; headquarters - штаб-квартира, головной офис; MMO-shooter (massive multiplayer online) - массовый многопользовательский онлайн снайпер; alliance – объединение, союз; rank – распределять, считаться, располагать в порядке приоритетности.

**Exercise 2. Read and translate the following text.**

In the past several years Belarus has earned the reputation of the leading “IT country” in the Eastern European region. According to the Global Services 100 rating, the Republic of Belarus placed 13th among the 20 leading countries in the sphere of IT outsourcing and high-tech services. Moreover, three companies with Belarusian roots entered the top-100 of the largest world companies in this sphere: EPAM Systems, IBA Group and Intetics Co. Belarus ranks 48th in the IT-ranking of UN.

Software development has existed in the country since 1998. However, the key “point of reference” from which the development of the IT sphere in Belarus began is considered to be September 2005, when by the Decree of the President of the Republic of Belarus №12 “On HTP”, the legal basis for the successful work of the “Belarusian Silicon Valley” – the High-Tech Park – and the attraction of investments to the software development industry was laid.

Today Belarusian companies working within the HTP, differ by the progressive management and the effectiveness of marketing decisions. The sphere is characterized by client maturity, the complexity of the implemented projects, the global network of service delivery, the variety of the “portfolio” of products and services, the ability to work on the niche markets.

**Achievements of the Belarusian High-Tech Park**

In September 2012, HTP announced about the first 1 billion US dollars earned. And by 2020, according to estimates, this amount will be transferred to the budget from the HTP residents annually. According to the International Finance Corporation, by 2020 the revenue of the IT-sphere of Belarus may reach 3-4 billion US dollars, or 4.5% of the total GDP of 2012. About 6 thousand workplaces have been created during the existence of the Park with the participation of foreign investors.

Today 49% of HTP residents are companies with Belarusian capital and 51% — with foreign capital. Experts predict an increase in the number of companies with foreign capital, as today ICT is one of the priority aspects for direct foreign investments to Belarus.

80% of the software produced in the Park is exported. 45% is supplied to USA and Canada, 30% — to Europe, 20% — to Russia and CIS.

Belarus occupies the leading positions in Central and Eastern Europe in the export volume of computer and information services per capita. This figure amounted to over 35 US dollars per person in 2012. The indicator of Belarus exceeds the identical indicators in Russia and Ukraine by two or more times.

The consumers of software developed by the residents of the Hi-Tech Park are known global corporations: automotive corporations Peugeot (France), Mitsubishi (Japan), media holdings British Telecom (UK), T-Mobile (Germany), Reuters (UK-USA), fuel and energy companies British Petroleum (UK), Rosenergoatom, London Stock Exchange, the World Bank, Deutsche Bank, the Central Bank of the Russian Federation, the world-famous producers Coca-Cola, Procter & Gamble, Colgate-Palmolive (USA), Samsung (Korea).

**Investment options in Belarusian IT- sphere**

Significant amounts of money can be profitably invested in the projects of the IT-sphere of Belarus. Major foreign investors in the Belarusian IT-sphere are companies from USA, Great Britain, Israel, Germany and Russia.

According to the representatives of foreign companies, foreign venture capital funds are ready to invest up to 1 million US dollars in the development of IT-projects, and the greatest interest to them is the initial stage of project implementation. Thus, 62.5 million US dollars of direct foreign investments were attracted to the Hi-Tech Park (HTP) in 2012.

As of today, the most common option of the arrival of investors in the Belarusian IT-sphere is the creation of a new software development company in Belarus “from scratch”. In 2012, the number of HTP residents was recruited by 13 such companies and reached 118 organizations.

Another investment option is the attraction of relevant strategic investors who specialize precisely in the IT-sphere. In this case, foreign companies enter the market by buying Belarusian businesses.

Another example of attracting investments was the initial public offering (IPO) of EPAM Systems on the New York Stock Exchange. During the first hour of trading alone, the shares rose in price by 20% from 12 US dollars to 14.4 US dollars per share.

**Climate for investors**

According to the conditions formalized for the residents of the Park by the Decree of the President № 12 in 2005 and which remain in force until 2020, the residents of HTP are exempt from taxes, duties and other mandatory payments to the republican budget, state focused budgetary and extrabudgetary funds, paid from the proceeds from the sale of goods, VAT and income tax from the sale of such products, land tax during the construction period (up to 3 years) and real estate tax.

Among profitable preferences are the exemption from customs duties and VAT on import of goods required to carry out activities and the reduction of income tax on workers to 9%. These benefits are provided to the residents of the Park, the main activities of which are the development and implementation of information and communication technologies and software both on the domestic market and for export. Benefits are available in 12 more high-tech activities — from creating products for micro- and nano-electronics to aviation and space-rocket technology.

**Successful projects**

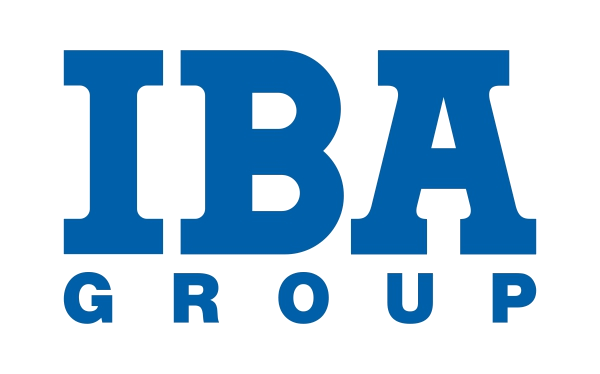
Information and communication technologies are also in the priority areas, which will attract investments. The number of companies in Belarus, producing intelligent products which are in demand around the world, is growing rapidly.

In 2011, the massively multiplayer online game [World of Tanks](http://worldoftanks.com/), developed by the Belarusian studio [Wargaming.net](http://wargaming.net/), has set a record, officially registered in Guinness Book of Records. The MMO-shooter managed to gather together the greatest number of players in history on the same server — more than 90.000 people. By the end of 2012 the authors of World of Tanks received a USD 200 million profit.

Among the Belarusian game developers the company Viaden Media is also highlighted — the largest company in the country in the field of gaming applications for mobile platforms and social networks. One of its recent programs — application for sports [All-in Fitness](https://itunes.apple.com/en/app/id365497220?mt=8), a member of the top most downloaded applications in dozens of countries.

Belarusian developers have also strong positions in the categories of applications for communication. For example, the authors of the popular program [Viber](http://www.viber.com/), competing with Skype in the mobile market are Israelis. The main office of the company is located in Israel, the product is enjoyed by over 100 million people worldwide. However, all Viber software development is implemented in Belarus. The main advantages of Belarusian programmers are: the company allocates the capacity to think and act not by the book, but to find non-trivial solutions.

Belarusian companies traditionally are among the leading providers of solutions for business. Among the automated ERP class (enterprise resource planning) in the CIS countries the largest developer in the region of ERP-systems is the “Galaxy” corporation, the headquarters of which is situated in Minsk. To date, the company’s software is used by more than six thousand enterprises of CIS countries, representing various sectors of the economy.

Established 20 years ago in Minsk, the alliance of IT-companies [“IBA Group”](http://belarus.iba.by/iba_web/main.nsf/home/en.index.html) is by far one of the largest developers of solutions and services in the sphere of high technology in Central and Eastern Europe. The IBA brand has more than 20 companies in Belarus, Russia, Ukraine, the USA, Germany, UK, Czech Republic, Bulgaria, Kazakhstan and Cyprus.

The portfolio of the “IBA Group” includes more than 1.500 projects implemented for customers on 5 continents, which solve problems in a variety of industries, including information technology, telecommunications, transport and energy sector.

[EPAM Systems](http://www.epam.com/) is one of the key-players of the belarusian IT-industry. Established in 1993, EPAM Systems provides complex software engineering solutions through its award-winning Central and Eastern European service delivery platform. Headquartered in the United States, EPAM serves clients worldwide from its locations in the United States, Canada, UK, Switzerland, Germany, Sweden, Belarus, Hungary, Russia, Ukraine, Kazakhstan, and Poland.

EPAM is ranked #6 on the 2013 Forbes “America’s 25 Fastest-Growing Tech Companies” list and is recognized among the leaders in software product development services by Forrester and Zinnov analysts.

**Exercise 3. Choose the best continuation for each of the following sentences.**

1. The Republic of Belarus is ranked 13th among the 20 leading countries in the sphere of ...

a) agricultaral production.

b) chemical industry.

c) IT outsourcing and high-tech services.

2. The High-Tech Park is characterized by

a) implementing the complex projects.

b) the global network of service delivery.

c) the variety of the “portfolio” of products and services.

3. Belarusian developers have strong positions

a) in the categories of applications for communication.

b) in the industrial niche markets.

c) in the categories of applications for entertainment.

4. EPAM Systems provides .... through its award-winning Central and Eastern European service delivery platform.

a) mobile applications

b) complex software engineering solutions

c) clients support worldwide

5. Viaden Media is the largest company in the country in the field of

a) complex software engineering solutions.

b) gaming applications for mobile platforms and social networks.

c) software solutions for business.

6. The residents of HTP are exempt from taxes, duties and other mandatory payments

a) for a 5-year period.

b) during the construction period (up to 3 years).

c) for ever.

**Exercise 4. Match the words to their definitions.**

1) Portfolio, 2) customer, 3) highlight, 4) capacity, 5) Stock Exchange, 6) benefit, 7) delivery, 8) consumer 9) root, 10) annually.

a) the act of taking something to a person or place;

b) the investments that are owned by a person or organization;

c) an individual's mental or physical ability;

d) something that is an origin or source;

e) one that purchases a commodity or service;

f) every year;

g) to center attention on;

h) a place where security trading is conducted on an organized system;

i) one that utilizes economic goods

j) something that produces good or helpful results or effects or that promotes well-being.

**Exercise 5. Complete each sentence using a word derivationally related to the word given in brackets.**

As the demand for IT specialists grew, companies were doing everything in their power to attract and teach new specialists. It was claimed that the HTP (represent) went from school to school, talked to children and their parents explaining why IT is a (promise) field. Until the 2000s, IT was terra incognita for many. They had to break down what IT is and why it has a future.

Strong (cooperate) between educational institutions and technology companies emerged: classes were held directly on the companies’ premises, (allow) students to obtain practical IT experience. This is still a common practice. As of today, technology companies have set up 52 joint laboratories in 15 (educate) institutions.

The basis for creating thousands of IT (special) was also there: Belarus has one of the most (access) higher education in the world. It’s second out of 139 countries in the share of those who have completed higher and secondary education in the total number of school graduates.

There were 68.4 thousand students in the year 2017-2018 that achieved technical (Science, Technology, Engineering, Math) specializations – that is 24%. It’s also worth pointing out that Belarusian universities offer about 70 IT specialties and every year new specializations are introduced.

**Exercise 6. Complete the sentences with the correct preposition.**

As a part of the global IT business, the Belarusian software services sector has been developing ... a rapid pace. The country's reputation ... scientific and IT excellence complemented ... the competitive labor market has attracted the interest of numerous IT–intensive companies. Over the last five years, the compound annual growth rate (CAGR) ... the Belarusian IT industry constituted 30 %. In 2015, the total production and sales revenue of the Belarusian IT industry amounted ... USD 1,120 million. In 2016, ... a time when other economic sectors are likely to show export failures, the Belarusian IT is expected to lead export growth.

IBA Group's campus ... Belarus includes office building, data center, fitness center, three–level parking, dwelling house.

Historically, Minsk was ... the main USSR IT centers because of the computer production facilities and design institutes that were concentrated here. In Soviet times, Belarus supplied 60% of the USSR demand ... computer production. At independence, the country inherited one of the highest standards ... scientific and technical potential ... the former Soviet Union.

**Exercise 7. Read the text again and mark the sentences T (true), F (false), or DS (doesn’t say).**

1. EPAM Systems provides complex software engineering solutions through its award-winning Central and Eastern European service delivery platform. 2. Today 79% of HTP residents are companies with Belarusian capital and 21% — with foreign capital. 3. Foreign venture capital funds are ready to invest up to 1 million US dollars in the development of IT-projects. 4. About 10 thousand workplaces have been created during the existence of the Park with the participation of foreign investors. 5. Belarus occupies the leading positions in Central and Eastern Europe in the export volume of computer and information services per capita. 6. The authors of the popular program Viber, competing with Skype in the mobile market are Belarusians. 7.

**Exercise 8. Make up the sentences or questions.**

1. “IBA Group”, on, more, The, portfoli, of, the, includes, 1.500 projects, implemented, for, than, customers, 5 continents.

2. the, 1998, development, has, since, Software, in, existed, country.

3. companies, providers, leading, traditionally, among, the, Belarusian, of, solutions, for, are, business.

4. areas, technologies, Information, communication, are, in, the, priority, and, also.

5. Park, The, provided, benefits, are, the, residents, of, the, to.

**Exercise 9. Complete the text by writing the suitable form of the verb in brackets in each space.**

Belarusian IT companies (to commit) to providing high quality services and solutions and seek to comply with the latest international standards. In October 2003, the two largest Belarusian enterprises, IBA Group and EPAM Systems, (to be) the first in Europe to achieve the SEI CMMI® (Software Engineering Institute's Capability Maturity Model Integration) Level 4 Rating. IBA Group was the first IT company in Belarus to certify its labor safety management systems to the international standard OHSAS 18001 and its information security management system to the requirements of ISO/IEC 27001 standard.

The Belarusian IT industry generally ( to engage) in custom development and high–end software services for clients that ( to require) low cost but highly skilled technology resources. Belarusian companies offer the same core development languages, platforms and technologies as their counterparts in other countries. In addition, our engineers and developers ( to know) for their accuracy and have a reputation for ( to be) creative and able to solve complex problems.

**Exercise 10. Read the text and give it the most appropriate title.**

Since 2005, the share of IT services in the structure of the Belarusian exports increased more than sevenfold, namely from 1.27 to 9.0 percent in 2015, and was listed second in the total exports of services, following transport services.

A number of Belarusian IT companies are included in the Software Magazine's 'Software 500' ranking of the world’s largest software and service providers and are recognized by the International Association of Outsourcing Professionals (IAOP) as The Global Outsourcing 100 companies.

The reason for the success of the Belarusian IT industry is its highly skilled experts educated at local universities. Every year, 54 universities produce 4,000 software engineers. Belarus has well–established higher educational institutions and old traditions of science and engineering education that are sufficient to train qualified programmers. The Belarusian educational system stands out because of its focus on fundamentals, science, and logical thinking, giving our graduates the ability to develop creative solutions. Belarusian students are famous for winning medals at international programming competitions and championships, including ACM ICPC.

Approximately 970 companies and organizations operate on the ICT market of Belarus. Of these, 152 are members the Belarusian High–Tech Park. The estimated number of software developers, web designers, network administrators, and other technical personnel working in the IT sector is around 36,000.

A typical Belarusian IT service provider is a small dedicated team of around 100 employees. However, there are large–scale enterprises that employ several hundred people, such as IBA Group (more than 2,500 employees), EPAM Systems, and Itransition. As the local IT market is developed insufficiently, Belarusian companies mainly aim at Western customers' orders, the local clients being state institutions, financial enterprises, banks, and corporate customers. Approximately 90 percent of the Belarusian IT companies are involved in custom software development and IT consulting for a wide range of foreign clients.

**Exercise 11. Transform the sentences from acive voice into passive one; write down two variants if it is possible.**

1. They sold the ring to the lady yesterday. 2. The principal introduced our new English teacher to us. 3. Haven’t you agreed on all the most important details yet? 4. She’ll certainly show us her new picture. 5. They report that a dangerous criminal is missing. 6. Did the teacher explain anything new to you at the lesson? 7. She didn’t even send me a birhday card! 8. By 5 o’clock the committee hadn’t announced the winner yet. 9. Professor Brand always gives these recommendations to his students. 10. We never laugh at his jokes because they aren’t funny. 11. Don’t disturb him. He’s dictating a very important letter to his secretary. 12. She was describing accident to passers-by when the police arrived. 13. Oh, dear! She’s been waiting for me for a quarter of an hour already. 14. What are they looking for? 15. Some strangers offered his help when I fell down in the street. 16. When did he write this book? 17. He speaks in such a low voice that nobody ever listens to him. 18. Mr. Brown is buying a new car. 19. Every woman is pleased when somebody pays her a compliment. 10. They haven’t bought anything new lately.

**Exercise 12. Correct the possible mistakes in the sentences concerning the passive voice form.**

1. There’s something wrong with the piano. It is been tuned now. 2. When will be the picture finished? 3. The boy was made to stay after classes. 4. The plan we agreed looked perfect. 5. They were recommended to call the police. 6. You’ll have to wait. The documents are looking through. 7. She was looked at with curiosity when she entered. 8. Mary was sure she had been watched all the way. 9. Who was the book written? 10. The message was written by a pencil. 11. The question has been being discussed for two hours already. 12. What were you being explained when the principal entered? 13. He was seen leave the building at 8 o’clock. 14. It was arranged that the incident would never be mentioned in the family. 15. She was said to go home at once. 16. This event has been much spoken lately. 17. He was promised another day-off on Friday. 18. What are these cakes made of? 19. The child was bought new shoes yesterday. 20. The children are always read a good-night tale by their Granny.

**Exercise 13. Open the brackets in the sentences, use the proper form of the passive voice.**

1. What’s going on here? What’s all that noise? – Sorry! My flat ... (to redecorate). 2. If the work ... (not/to finish) by evening, you’ll be in trouble. 3. By the time I left the problem ... (not/ to solve) though it ... (to discuss) actively for quite a long time. 4. Why ... (this information/ever/ to use)? It’s so interesting! 5. Such clothes ... (not/to wear) now. 6. Don’t worry. Nobody will notice such a tiny spot. It ... (not/to pay attentiobn to). 7. She suddenly realized that she ... (to listen to) in complete silence. 8. She ... (not/to introduce) by the hostess and felt embarrassed as she herself didn’t know anybody. 9. I’ll take a picture of you when you ... (to give) the prize. 10. What was that book about? – It ... (to devote) to the writer’s brother who ... (to kill) in the war. 11. He ... (to offer) several times. – What made him refuse it? 12. I ... (to tell) that the problem ... (not/to consider) yet but when it was I ... (to inform) immediately. 13. They say a new play ... (to rehearse) by the school theatre. – Oh, yes, all the parents and teachers. 14. The girl was crying because she ... (to made fun of) by her classmates. 15. It was the third time the name ... (to mention) and I wondered who the man was. 16. I was sure that if the figures ... (to check) properly the mistake ... (to find) easily. 17. I’m fed up. I ... (to keep) waiting for half an hour! I’m not going to stay here any longer. 18. Now that the situation ... (to study) thoroughly what ... (to do) to improve? 19. This is the only thing that ... (to talk about) for several days. 20. I doubted if the child ... (to look after) properly though I ... (to promise) complete care.