

# FASSBINDER

## Scope

The situation of the Software and Services industry in Europe, its evolution, market and future trends, as well as research lines, cannot be conceived in an isolated fashion. The way this sector progresses, and the exponential growth of software production taking place in third countries like India or China, will be a determining factor that will modify the evolution of European software businesses.

Fassbinder is the first European project that will study and analyse extensively the intense software development activity taking place in third countries.

On the one hand, open source software and outsourcing practices are new concepts generating new business models in the software and services industry. On the other hand, the effects of third countries on the European Software & Services (S&S) economy are extremely important, in terms of jobs creation (not only in quantity, but also in quality and stability of the jobs), growth and competitiveness.

## Advances

Based on those premises, Fassbinder investigated the market, analysed the different factors and provide key information related to:

- the adoption of new business models in the S&S industry,
- the elaboration of recommendations for the investment in research,
- the establishment of common strategies to foster synergies between European companies and software associations in third countries.

## Positioning in global context

Three international workshops were organised aiming to foster exchanges and discussions between Europe and the third countries involved in Fassbinder as well as to strength the interplay between research strategies and policy makers.

- The Chinese workshop (Beijing-China)

The first workshop was organised in September 2007, in Beijing, in conjunction with the Zhongguancun IT festival.

The participants' profiles included policy-makers (government authorities), research institutes, industrial associations; software and IT service companies, and other players in the Software and Services sector.

- The Indian workshop – (Bangalore-India)

The second workshop was organised in November 2007 in Bangalore, in conjunction with the Bangalore IT. in event.

The participants were IT industries (both the suppliers and users of services), industrial associations, Government departments, and academic institutions.

- The Final workshop – (Brussels-Belgium)

The final workshop took place in Brussels in May 2008 and had as main objective the presentation of the Fassbinder White Book.

## Target users / sectors in business and society

One of the main goals of Fassbinder was to produce a set of recommendations to strengthen the interplay between research and policy, private and public bodies and to contribute to a common research strategy between EU countries, China and India in the area of software and IT services. This group includes local, regional, national and international administrations.

Besides, the project has a special focus on companies dealing with software and IT services. This covers, amongst others, IT service providers, software developers, IT integrators, communications operators, middleware developers.

Scientific community, users (business entities that will apply best practices and recommendations identified by Fassbinder) and general audience is a interested part in the Fassbinder objectives and results so the project establish future strategies and actions on Software and Services that will affect the growth and competitiveness of Europe in this area.

## Overall benefits for business and society

- Identification of the core competences of the IT sectors for players' mutual profit.
- Contributions to individual country's strategic initiatives in IT services sector.
- Learning from each other's passed experiences allowing improving the future of the IT sector development in all the countries concerned.
- A framework of appropriate measures to facilitate the smooth transfer of technologies and knowledge.

## Achievements

Fassbinder's main outcomes are:

The development of strategic alliances and partnerships between European industry and third countries software associations in the software and services space.

The creation of awareness and the search for consensus concerning Software and IT Services needs, involving stakeholders from industry, research and key decision-makers.

The objective is to build trilateral consensus on Software and IT Services between players in Europe, India and China.

Fassbinder also intends to establish a common strategy to be followed by European companies and software associations in India and China:

- To contribute and stimulate joint work for a future that fosters a public private partnership involving research organisations, industry and policy makers.
- To mobilise research and innovation efforts towards a common goal and strategy, with the aim of reducing cooperation barriers.

Besides, Fassbinder White Book which compiled all information gather during the project was elaborated and presented to the interested community during the Brussels workshop.



### title

Future actions on software and services based on market analysis of market evolution, effects of international factors, and return on european research investment

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### type of project

Specific Support Action

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### project website and partner list

[www.fassbinder-project.eu](http://www.fassbinder-project.eu)

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634 000 €

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24