

2021 | 6TH INTERNATIONAL FORUM ON RESEARCH & TECHNOLOGIES FOR SOCIETY & INDUSTRY (RTSI)



DANIELI SYSTEC

Member of Danieli Automation

... the path to success

Doc. dr. sc. Ernest Vlačić

... about myself

Doc. dr. sc. Ernest Vlačić, MBA, prof. v. š.



**Inovacijsko vijeće
za industriju
Republike
Hrvatske**

Tematsko inovacijsko vijeće
ENERGIJA I ODRŽIVI OKOLIŠ



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novamina
Innovative Technology Center

Foundation and Mission

*Founded in 1997, in Labin (Istria), Croatia
Four partners, including DANIELI (Udine),
Italia*

*Started the business with 2 employees, and
2 subcontractors*

***MISSION: provide process
automation services for
steelmaking industry. but
- limited to first class commissioning
services only***

... strategic choices and background



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- ***DANIELI itself recognized as huge internal market, but also an absorber of AVAILABLE first class (and affordable) workforce***
 - ***at the same time tough on payments***
 - ***tiredness of world wide travellings and willingness to create something bigger, different, Sustainable ('till pension')***
 - ***war ended in Croatia with all but brilliant economic situation***
-
- ***... but under condition: request for independence in operations***



- *late payments (180 days), with site expenses not covered*
- *embedment of new employees, coaching and mentoring*
 - *working space and facilities*
- *business model and delivery scope definition, expansion in other business and technology areas*
 - *pricing for given services*



- ***>300 employees, with multiple offices in 4 countries, Croatia, Serbia, Slovenia, B&H***
- ***top 10 largest ICT exporters in Croatia***
 - ***>25MEUR revenue company***
- ***in continuous expansion (by volume and business segments) in order to serve its dominant market – DANIELI Group***

... instant takeaways for emerging entrepreneurs



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- ***try to look at the world with wider and higher eyes, ... spot the opportunities***
- ***be daring on your journeys, ... embrace some higher risks sometimes***
- ***expand your social and business network and hang on with people that are better than you***
- ***experiment, make mistakes and learn from them in your early career***



Thanks for your attention!
Questions?