

RBC, the market leader in local IT solutions for modern retail and banking, takes over SmartPay Software

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Romanian Business Consult (RBC), the local market leader in IT solutions for modern retail and banking, has completed the acquisition of SmartPay Software (SPS), a software entrepreneur with major expertise in developing solutions for the payment processing industry.

Through this acquisition, the RBC group consolidates its presence in the IT solutions in banking and electronic payments, continuing the path started in 2021, with the acquisition of ROPECO Bucharest.

"We are pleased to announce the start of the partnership with the SmartPay Software team. By adding SPS expertise in this niche to the RBC group's IT integrator infrastructure and capabilities, we will be able to offer complete solutions and services to our core customers, major modern retail networks and banking institutions in Romania. We still see a lot of development potential in the area of electronic payments and we intend to position ourselves in this direction in order to capitalize in this direction," said Andrei Bojiță, General Manager and majority shareholder of RBC.

The two companies will continue to operate as separate entities, but pursuing the same mission and the same business values, maintaining the structure of employees and management, the diversity of IT solutions and the types of services offered.

"We are happy to be part of the RBC family. This comes as a natural consequence of the successful 10-year partnership with ROPECO in the field of electronic payments. We believe that by unifying and consolidating at group level the skills and resources we will be able to

further develop the common business. The new competence in the field of software applications for card and cash payments that we bring to the team will certainly generate new business opportunities," said Sebastian Ioniță, General Manager and one of the shareholders of SPS.

RBC was assisted in this transaction by the law firm Popovici Nițu Stoica & Asociații, and SPS by the law firm Mihaela Tudorache. The value of the transaction is confidential.

RBC has over 30 years of experience and is led by entrepreneur Andrei Bojiță, who owns 51% of the shares and the investment company ORESA, which acquired 49% of the shares in 2014. At a consolidated level, RBC currently has over 400 employees and recorded in 2021 sales of over 50 million euros.

"This transaction completes the first step taken in 2021 with the acquisition of ROPECO, which marked the entry of RBC in the vertical of banking and payment infrastructure solutions.

We continue to actively support RBC's development initiatives, both organically and through the acquisition of complementary businesses. We propose that together with Andrei Bojiță we maintain the solid growth rate registered in the period 2014-2021, when the RBC

turnover increased more than 3 times ", declared Vlad Tabacu, ORESA Partner.

Following the acquisition, the RBC group completes its team and reaches over 50 software development and application implementation specialists and over 235 service and support engineers nationwide, now covering the full range of software and IT services for the modern retail sectors. and banking.