

Sector briefing

Security Opportunities in Romania

Why Romania

Romania is fully aware that the security of the Euro-Atlantic community is part of the trans-Atlantic trading relationship. In the same way, the building of a secure, stable and prosperous climate in the Black Sea region is also seen as a major priority.

Major opportunities in the security sector are likely to emerge from Romania's accession to Schengen area (March 2011), for example the implementation of the European legislation will require Border Police improvements.

Find general information on the Romanian market conditions on [UKTI's website](#). The [Doing Business Guide for Romania](#) gives an overview of Romania's economy, business culture, potential opportunities and an introduction to other relevant issues.



“The Romanian Government is keen to undertake both large and small scale PPP projects in areas such as infrastructure and prisons.”

Opportunities

The security policy of Romania is shown in the current National Security Strategy for Romania. There is full engagement in the process of ensuring international security, through promoting democracy, fighting against international terrorism and against proliferation of mass destruction weapons.

Romania's external security strategy is based on being a member of NATO and the EU whilst accession to the Schengen area and the consolidation of strategic partnerships such as deployment within the UN are all seen by Romania as means of helping to ensure international and regional peace and security.

The building and consolidation of the European and Euro-Atlantic identity of Romania are considered to be essential to the national security. As part of its geo-political space, Romania is aware of the importance to its security of the Euro-Atlantic community as is the building of secure, stable and prosperous climate in the Black Sea region.

There is strong potential for security opportunities to evolve especially from Romania's accession to Schengen (March 2011) and with it the need to implement European legislation. For instance, the need for Border Police equipment e.g. equipment for night vision, passengers control, border surveillance and control, equipment for the newly established Coast Guard in September 2010.

Other areas include the modernisation of intelligence services equipment and the adoption of the PPP law with all the implications related e.g. to the prisons system. (Sources: www.presidency.ro; www.guv.ro; www.May.gov.ro; www.sri.ro; www.sie.ro)

Examples of major projects

Infrastructure

Ports

- Completion of the Northern breakwater of Constanta Port, estimated at €121 million.
- Road bridge at the Danube-Black Sea Canal, estimated value €30.14 million.
- Development of the railway capacity in the river-maritime area of Constanta Port, costing €17.6 million.

Airports

Most Romanian airports were built within 1921–1972 and were gradually upgraded or modernised during 1962–1980. After 1990, in order to conform to European standards the Ministry of Transport and Infrastructure drafted a strategic programme for the upgrading and extension of the existing infrastructure, to cover the period up to 2015.

Most of the 17 existing airports are involved in development programmes, financed both from EU structural funds and domestic funds. The projects mainly involve infrastructure upgrading and extension on the runway, terminals and signalling systems.

Roads

The Romanian roads system is severely underdeveloped, with only 321 km motorway and 81,713 km other types of public roads, most of them in need of upgrading (Romania is approximately the size of the UK).

Projects include:

- Medgidia-Constanta motorway section.
- Cernavoda-Medgidia motorway section.

The EC has approved a €124.4M grant for the construction of the Timisoara-Arad highway and the Arad ring road.

Prisons

The National Administration of Penitentiaries Strategy 2009-2013 covers the development of the infrastructure, projects to be completed by 2013 and include:

- Completion of Pantelimon prison.
- Completion of major work on r detention pavilions Codlea, Miercurea Ciuc and Dr. Tr. Severin.

Urban security

The types of projects for the public authorities are by the Regional Operational Programme 2007- 2013. Potential opportunities include perimeter surveillance, traffic management systems, and intelligent video surveillance.

Re-equipping emergency services

The Romanian Police budget in 2010 for goods and services decreased by 10% compared to 2009.

It is a similar situation regarding the budgets for the fire and ambulance services.

Maritime Security

Harbour or coastal protection, offshore energy protection

International Ship and Port Facility Security Code has been implemented in Romania and developed to meet the relevant European regulations and directives.

Anti-piracy

Romania is the first Black Sea state to set up a Coast Guard (end of September 2010) it is still to be defined together with its budget. There are potential opportunities relating to technical and patrol equipment and specialised software.

Border Control

Due to accession in March 2011, there are potential opportunities including people and vehicle screening, ID systems and night vision equipment.

Others

Due to the importance of the PPP, potential opportunities for projects could include:

- Anti-fraud detection software services for Government, local authorities and Ministries.
- Security services delivered to Government, and local authorities.
- New equipment for fire & safety entities.

Doing Business

The Romanian Government is keen to undertake small and large scale PPP projects in areas such as infrastructure and prisons.

The main barriers to doing business are the bureaucracy, the lack of money in general (including central and local authorities) and legislation (especially the legislation regarding public procurement – which is complicated and very time consuming).

Having a Romanian partner is strongly recommended for the UK companies. There are good quality Romanian companies active on the security sector who are willing to partner with UK companies on a wide range of services and products, including in providing products and services for the Government and authorities and not just for the private sector.

Further information on the defence and security sectors can be found on the [UKTI DSO webpages](#).

For specific SME information on the defence and security sectors, please visit [UKTI DSO Support for SMEs pages](#).

If you have any questions on the opportunities above, contact the UKTI contacts named in this report. Business opportunities aimed specifically at UK companies are added daily to UKTI's website. These leads are sourced by our staff overseas in British Embassies, High Commissions and Consulates, across all sectors and in over 100 markets.

You can be alerted to business opportunities on a regular basis by registering on the UKTI website. [Find out more on UKTI's business opportunities service on the UKTI website](#)

Major events and activities

EXPO SECURITY 26 - 29 April 2011

Website: www.exposecurity.ro

International exhibition for security systems, police, alarms, civil protection, fire & emergency situations protection.

Black Sea Defence & Aerospace 2012 (BSDA) (every two years)

Website: <http://www.bsda.ro/>

International defence Exhibition and Conference dedicated to Defence, Aerospace, Homeland Security and Safety & Security.

EXPOMIL 2011 (22 – 25 September 2011)

Website:

<http://www.expomil.ro/index.php?limba2=en>

Biennial international defence, aerospace and security exhibition.

Find full details of all events in this country and sector on the UKTI website.

New export events are added daily to the site and [you can register to be alerted to them](#) on a daily, weekly or monthly basis.

UKTI contacts

Mihaela Dodoiu

Trade & Investment Adviser
British Embassy Bucharest
24 Jules Michelet St., sector 1
010463, Bucharest, Romania
Tel: +40 (0) 21 201 7272
Email: Mihaela.Dodoiu@fco.gov.uk

Security Directorate London

Tel: (020) 7215 5000
Email: Security.Director@ukti.gsi.gov.uk

UKTI's Tradeshow Access Programme (TAP) provides grant support for eligible Small & Medium Sized Enterprises (SME's) to attend trade shows overseas. Find out more about [UKTI support](#) for attendance at overseas events.

Next steps - How UKTI can help

British companies wishing to develop their business in the Romanian market are advised to undertake as much market research and planning as possible in the UK. UKTI's team in Romania, with its wide local knowledge and experience, can provide a range of services to British-based companies wishing to grow their business in global markets.

This can include:

- Provision of market information
- Validated lists of agents/distributors
- Key market players or potential customers in the Romanian market
- Establishment of interest of such contacts in working with you

This work is available via our [Overseas Market Introduction Service \(OMIS\)](#) a chargeable service which assists British-based companies wishing to enter or expand their business in overseas markets.

To find out more about commissioning this work, or accessing other UKTI services and specialist advice, please visit the UKTI website to find [contact details for your local UKTI office](#).

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Published **2010** by UK Trade & Investment.
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