

We help countries and organizations achieve world-class digital societies

— we help to save Azerbaijan at least 1 USD per each digital signature based on our Mobile-ID solution.



**Improving access
to public services**



**Raising
Competitiveness**



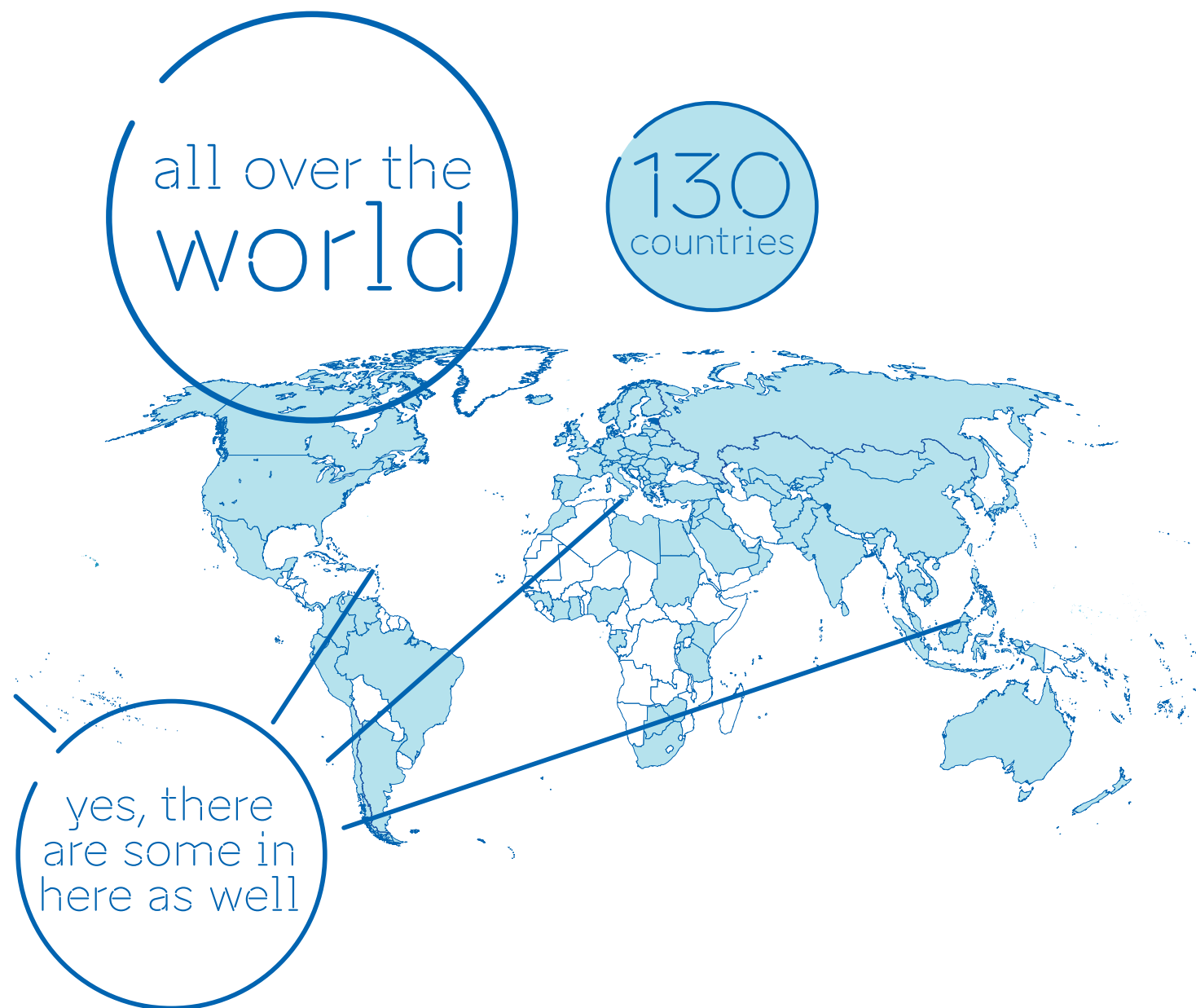
— the country of Oman jumped 127 places in the World Bank Ease of Doing Business index after going live with our "Invest Easy" web-portal.



Raising Efficiency



— every day 1,4M people benefit from the implementation of our ticketing system in Kiev that integrated 80 metro stations, cable car and speed tram platforms.



Estonian ICT cluster

– your gateway to the e-Estonia powerhouse

We are a collaboration platform for most innovative Estonian enterprises. We help you to: find the right business partners in Estonia, get access to the most dynamic network of Estonian ICT companies, share knowledge and experience with highly innovative e-solutions developers.

We help countries and organizations achieve world-class digital societies. Our ability to simultaneously improve policy, organizational processes, and technology sets us apart. We have experience in setting up an e-Government that works on a large scale.

Seamlessly working digital services increase the potential for economic growth and a higher quality of life.

Our customers benefit from end to end approach by:

- getting political and legal drafting consultation;
- receiving change management support;
- getting help with capacity building;
- technology implementation.

Our core expertise areas include:

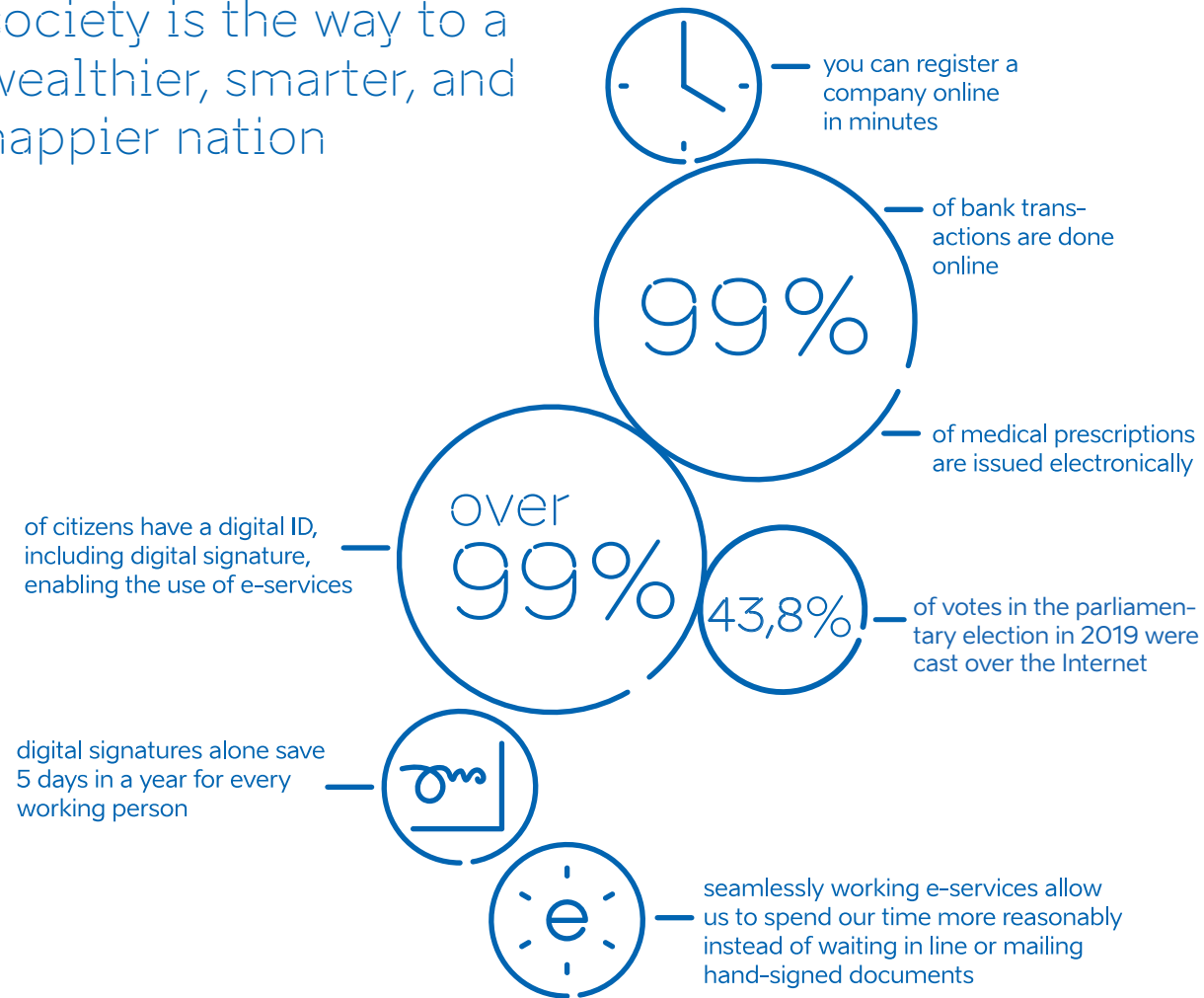
- **E-Governance** — our cluster partners are key players behind Estonian e-governance solutions. We are willing to share our experience of creating effective lines of communication between the government, businesses, and citizens. Read more about e-solutions: www.e-estoni.ax.com
- **E-Industry** — armed with experience in building complex systems, we are efficient in utilizing this knowledge in the private sector, making any factory operate in real time as one integrated system. Read more: www.itl.com/industry
- **Smart Mobility** — ITS Estonia is collaboration network, that unites different organizations from the public and private sector in the field of intelligent transportation. It provides a platform for collaboration and gives you easy access to Estonian achievements in the field of smart mobility. ITS Estonia covers a wide range of innovative services that increase the effectiveness, safety and sustainability of transport and logistic systems. Read more: www.its-estonia.com

who's next?

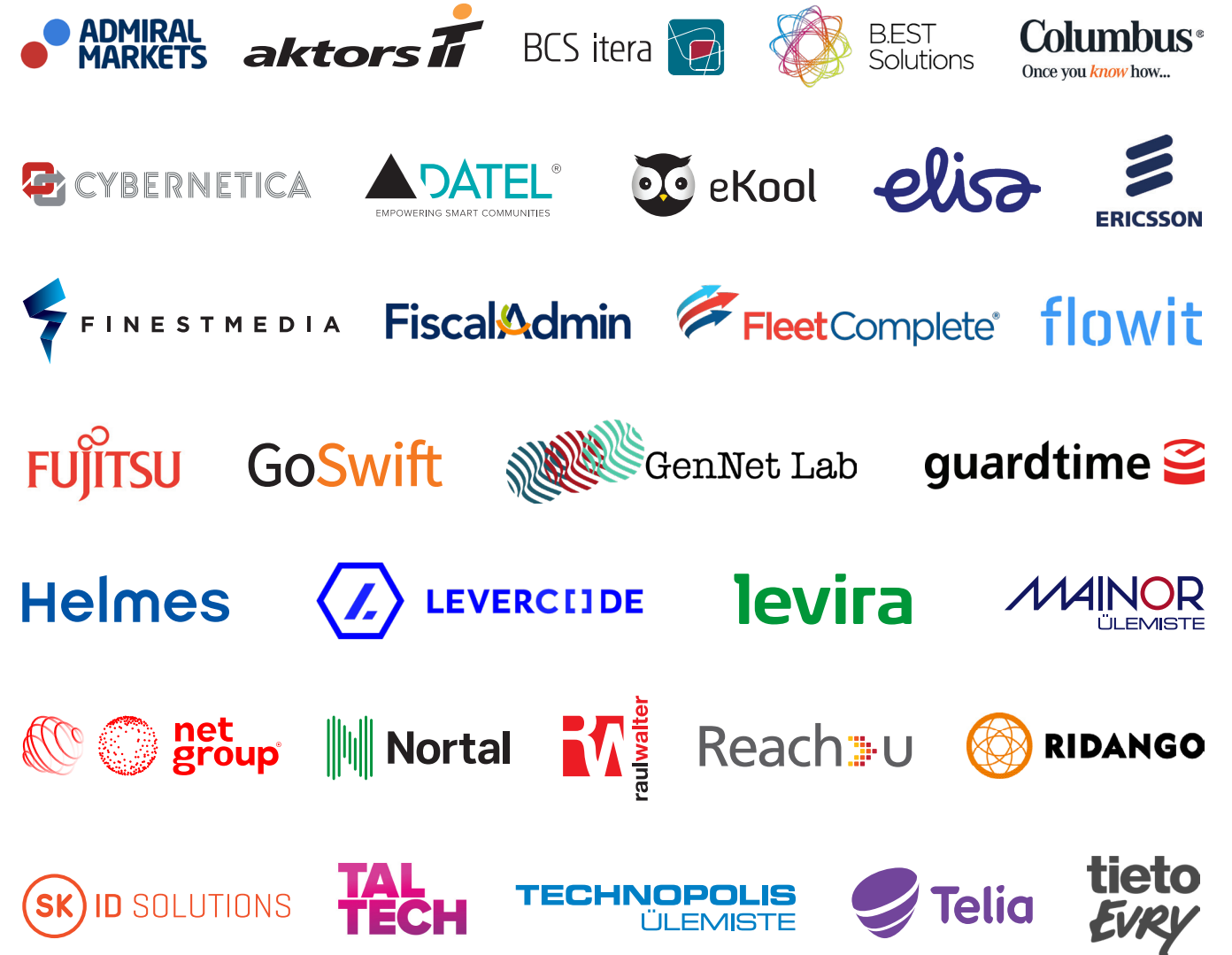
More info and contacts:
itl.ee/cluster
e-estoni.ax.com
its-estonia.com

in Estonia

we believe that a digitally educated and connected society is the way to a wealthier, smarter, and happier nation



partners



Admiral Markets

We care about the success of our clients, therefore we offer numerous educational and analytical tools for better navigation of the financial markets.

Want to know more?

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BUSINESS OVERVIEW



Admiral Markets Group is a global company whose regulated subsidiaries offer solutions for trading in exchange-listed securities and CFDs on forex, stocks, ETFs, bonds, indices, commodities and cryptocurrencies. We care about the success of our clients, therefore we offer numerous educational and analytical tools for better navigation of the financial markets. Our strong dedication to state-of-the-art software and quality assurance means that our clients receive the best, most transparent trading experience.

Since its foundation in 2001, Admiral Markets has continually expanded its reach. Currently located in 18 offices worldwide, it is a truly global organisation. The Estonian investment company Admiral Markets AS is a public interest company with bonds listed on the regulated market organised by Nasdaq Tallinn AS.

SOFTWARE

Admiral Markets also has its own R&D company, AMTS Solutions. The AMTS Solutions team has been developing broker software for over 10 years, ever since the arrival of the first bridges for MetaTrader in 2006. For many years, AMTS worked for a limited number of brokers until it decided to provide products to all companies interested in brokerage. Today, AMTS technologies are used by large companies with tens of billions in turnover.

SUCCESS STORY

Since its foundation in 2001, the Admiral Markets Group has continually expanded its reach and today offers its services worldwide through its regulated trading companies, thus becoming a truly global organisation. One world – One broker.

In 2019, Admiral Markets won all the relevant industry awards in the financial sector in Germany, including the “Best Forex Platform” award at the ADVFN International Financial Awards and “Best CFD Broker 2019” award from the Deutsches Kundeninstitut (DKI), which is one of the most prestigious awards in the trading world, comparable to the Oscars in the movie world. In 2020, Admiral Markets won the “Top CFD Broker” award by DKI.

WHY ADMIRAL MARKETS

- Quality market leader with 19 years of global success
- Pioneer in financial inclusion
- In-house IT development solutions, bringing together IT and the financial world
- Estonian TOP 10 Exporter of the year (2019)
- One of the most international Estonian companies with offices in 18 countries worldwide and clients in 135 countries
- Admiral Markets values highly financial education. We are the only fintech in Estonia, which helps people gain real-life trading and investing experience through various webinars and seminars
- In 19 years, more than 100,000 Estonians have been educated to participate in the financial market by Admiral Markets.

CORE COMPETENCIES

- Financial and banking
- E-government solutions
- Defence software
- Software analysis and training

OPPORTUNITIES

- Strategic Partnerships
- Custom Development
- Procurement Contracts
- Consortiums
- Subcontracting
- Consultation

AWARDS AND CERTIFICATES

- ISO 9001:2008
- NATO-AQAP 2110
- Co-developer of award winning X-Road software
- IBM Business Partner

Founded: 2006
Employees: 75

Want to know more?

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CUSTOMER PORTFOLIO

- Airbus Defence and Space
- EVRY
- Estonian eHealth Foundation
- NETS Estonia
- Estonian Information System's Authority
- SEB Group
- Danske Bank Estonia
- Central Bank of Estonia
- Ministry of Finance (Estonia)
- Tallink
- Trüb Baltic
- Nasdaq OMX
- Elering
- Union of Estonian Credit Cooperatives
- IPF Digital Estonia

BRANCHES

- Iraq

BUSINESS OVERVIEW



Aktors develops information systems and other custom software solutions, starting from analysis to the implementation, and offers consulting services related to software development. Aktors has created secure mission-critical systems for financial institutions and manufacturing companies. The company has unique competence with projects related to developing and implementing eGovernment infrastructure and has also competence in defence sector.

E-GOVERNMENT SOLUTIONS

X-Road

X-Road is the information exchange layer comprising the main databases of the Republic of Estonia. We have developed several X-Road interfaces for databases on various platforms (Java, PHP). In addition, we handle the development and maintenance of the X-Road Mini InfoSystem-Portal (MISP). In collaboration with the company, Cybernetica AS Aktors has successfully exported X-Road to Azerbaijan. Several other countries are in process.

Court Information System - creation of e-Court system in Sulaymaniyah province in Kurdistan.

State Treasury Payments System - the system's goal is to manage all payments by all government institutions, credit and debit cards, loans and financing, monitor budget compliance, and provide necessary reporting.

FINANCIAL AND BANKING INDUSTRY

SEB Group - development of ATM server, an application that processes ISO 8583 formatted messages and intermediates these between ATMs, the bank's system and card processors.

Nets Estonia - development of gateways for AMEX, BankNet and VISA systems. Gateways implement ISO 8583:1987 messaging, mediation, and the conversion of formats.

National Clearing and Settlement System

The system is responsible for processing Estonian inter-bank payments, clearing and settlement, management of collaterals, interfaces to commercial banks, SWIFT, and Target, SEPA payments and reporting.

EVRY - core banking software. Teller Asset — teller base solution for bank front and back offices. Development of J/XFS based systems, which are used in retail banking and ATMs. Fast Counter — a framework that provides ready-made teller and staff support features, a range of financial transaction models, customer service functions and administrative functions for managing the branch office. Task Flow Management (TFM) is a complete development environment for creating applications in a client-server architecture.

Securities and Portfolio Management System (Nasdaq OMX) - management of security portfolios (stocks, bonds, futures, options, currencies, etc.), customers, portfolios, transactions, fees, NAV calculation in real time, interfaces to data feeds (Reuters, etc.), portfolio and regulatory reporting.

DEFENCE SECTOR

NATO AGS Programme - Aktors is an industrial partner in NATO Alliance Ground Surveillance programme that provides the Alliance long-range IMINT capabilities via Global Hawk UAV's. Our role in the programme is developing components to the software applied in integrated C4ISR system.

CORE COMPETENCIES

Our mission is to consult and deliver Enterprise Resource Planning (ERP), BI and HRM solutions that create competitive advantages.

We are recognized by our customers for the solutions we have delivered in:

- retail & wholesale
- distribution & warehousing
- professional services
- utilities & constructions
- food & beverages
- manufacturing

AWARDS AND CERTIFICATES

- Microsoft Partner of the Year
- Microsoft Customer Excellence Award
- Microsoft Dynamics President's Club Member
- Microsoft GOLD Partner Enterprise Resource Planning
- LSRetail Gold Partner

CUSTOMER PORTFOLIO

- Elering
- Utilitas
- Viru Keemia Grupp
- Nordecon
- Kapitel
- YIT
- Connecto Eesti
- Filter
- Ramirent
- Salvest
- Tere
- E-Piim
- MDC MAX Daetwyler
- Premia Tallinna Külkhoone
- Premia Foods
- HKScan
- Ehituse ABC
- Rahva Raamat
- R-Kiosk
- Klick Eesti
- Elisa Eesti
- LHV
- COOP Pank
- Transferwise
- Eesti Pandipakend

Want to know more?

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BUSINESS OVERVIEW

We love our job and we exude passion for Enterprise Resource Planning solutions and customer satisfaction.

WHAT DO WE DO?

Our mission is to consult and deliver **Enterprise Resource Planning (ERP), BI and HRM solutions** that create competitive advantages.

We respect and honor the trust given to us by our customers and we deliver changes, innovation and new business processes to achieve the maximum effect of ERP implementation.

For us it is a matter of pride to deliver a solution that enables our customers to be among the most competitive companies in their field. In close co-operation with our clients, we are determined to give our maximum efforts to achieve their goals.

We are deeply grateful for the approximately 500 enterprises all over Europe and for over 5000 Microsoft **Dynamics NAV and Dynamics 365 Business Central** users who have chosen us to be their partner.

BCS Itera is a leading ERP solutions company in Estonia and the Baltics. We are very proud that many companies, who are recognized as the most competitive and successful in their field, are our long-term partners and customers.

Our expertise in ERP solutions based on the Microsoft Dynamics 365 Business Central can broadly be divided into four groups: we are recognized by our customers for the solutions we have delivered in the **wholesale and retail, business services, utilities, and manufacturing** areas.

BCS Itera is an official **Microsoft Business Central and LSRetail localization partner**.

WHAT DO WE DREAM ABOUT?

We place all our efforts into being the most influential and fastest-growing ERP solution and consultancy partner for our partners in the business software market.

In other words, our ambition is to be the **smartest**, the **fastest** and to deliver the **highest-quality service** to our customers.

WHAT ARE OUR VALUES?

We deliver what we promise — we set a goal, we deliver our promises, we are an efficient team.

Teamwork — we are open-minded people, who respect and trust each other. The customer is one of our best teammates.

Professionalism — we appreciate development, quality, innovation and knowledge sharing.

Commitment — we are passionate about the delivery of ERP solutions.

OTHER ACTIVITIES

Äri IT magazine - BCS Itera publishes 'Business IT' semi-annually, a well-known and recognized ERP and IT magazine, created in close co-operation with our customers and partners. The main keywords for the content are customer stories, highlights of the ERP solutions and business world trends.

Read more from our customer stories from itera.ee.

B.BEST Solutions

FACTS AND FIGURES

- **90 million** transactions have been made using our mobile-ID.
- **650+ e-services** are connected to our mobile-ID.
- **25+ banks** serve their clients using our mobile-ID.
- **1.5 billion** USD generated on the Digital Trade Hub, backed by the state.
- **1st company** to launch m-Residency.
- **1st company** to export the X-Road outside of Estonia.
- **8+ years** managing a national digital-ID ecosystem.

AWARDS AND RECOGNITIONS

The company, the solutions implemented and managed by it, and its team have been recognised by the **United Nations, Google and Financial Times, EU, OECD, U.S State Department, and the National Institute of Standards and Technology**, with additional accolades from the **UK and USA** among many others.

CUSTOMERS

Our customers include multinationals, for example, those mentioned in the introduction, governments, major banks, mobile network operators, and insurance companies, along with international organisations and a wide variety of other clients.

Want to know more?

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BUSINESS OVERVIEW



The likes of Deloitte, Microsoft, and KPMG turn to us as a trusted partner delivering digital identity and e-governance to new countries, showing that the Estonian e-state success story is transferable to emerging nations all over the world.

KEY PRODUCTS AND SERVICES

Digital identity infrastructure — recognised by the UN and OECD. Taking advantage of the most common electronic device, the mobile phone, mobile-ID can be used for both e-identity and e-signatures. It works on feature phones or smartphones, even without an internet connection. Mobile-ID can be launched within six months.

Digital Trade Hub — recognised by the OECD. Become the Amazon or Alibaba of a country, with a cross-border e-commerce platform, simplifying export procedures for local SMEs, all verified by the state. Connect different stakeholders and policy areas across sectors, borders, and institutions, making it easy to move goods legally between countries.

Workshops and Consulting

We can help you make the right commercial, technical or regulatory decisions and build capacity surrounding digital identity and e-governmental solutions. Whether you need to make assessments about your organisation, conduct training or launch e-services and manage business operations, we will be pleased to discuss the right way forward.

m-Residency — recognised by the European Union Working similarly to Estonian e-Residency, m-Residency provides everything needed to open and manage a business remotely by offering the same state-backed mobile-ID to entrepreneurs and a country's diaspora around the world while providing access to its key governmental e-services like e-tax, e-banking, and customs filling.

E-signature Platform and Software

A safe way to create, share, and store legally binding digital documents with the highest level of assurance. Simple for the user, while providing total reliability and control.

Data-Exchange Platform for Interoperability

X-ROAD® technology partner in NIIS (Nordic Institute for Interoperability Solutions). The first company to export X-Road abroad Particularly suitable for valuable e-governmental services, we offer a solution that allows the exchange of data over secure encrypted channels between an unlimited amount of partners. The solution is based on the acclaimed X-Road technology used in Estonia and several other countries.

Certification Authority

This is the official body, which is necessary for the management of digital identity and e-signatures.

Mobile Driving licences and ID cards

Awarded by NIST (National Institute of Standards and Technology, U.S Department of Commerce) The mobile application allows to store and present securely identity credentials (driver license, ID cards, passports, student cards) including banking and loyalty cards. Additionally to use it as a physical access management solution into buildings.

Columbus

CORE COMPETENCIES

Delivering truly flexible and future-safe business applications for the following industries:

- Food
- Retail
- Manufacturing

OPPORTUNITIES

- Business Innovation
- Analytics and Business Insights
- Enterprise Resource Planning
- Customer Experience

CUSTOMER PORTFOLIO

- Tallink
- Smarten Logistics
- Valio
- Wendre
- Saint Gobain Glass
- State Forest Management Centre

Founded: 1997

Employees: 64

Want to know more?

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www.columbusglobal.ee

CORE SOLUTIONS

- Microsoft Dynamics 365
- Microsoft Dynamics 365 Business Central
- Microsoft Dynamics 365 for Finance and Operations
- Microsoft Dynamics AX
- Microsoft Dynamics NAV
- Microsoft Dynamics Sales
- Microsoft Power BI
- E- Commerce and PIM solutions
- Digital Innovation Program i-Enterprise
- Columbus Payroll and HRM
- Columbus Integration Solutions

BUSINESS OVERVIEW

Columbus®
Once you *know* how...

Columbus is a global IT services and consulting corporation offering a comprehensive solution portfolio with deep industry knowledge, extensive technology expertise and profound customer insight. We have proven this through 29 years of experience serving more than 5,000 customers worldwide.

Working with Columbus, clients receive both global reach and local delivery through high-performance solutions.

Columbus Estonia is a subsidiary of Columbus IT Partner A/S, Denmark, a publicly listed technology consultancy company (OMX: COLUM) employing over 2000 professionals in 12 countries with more than 5000 customers and 8600 implementations.

SERVICES/PRODUCTS

We are experts in designing, developing, implementing, upgrading and maintaining digital business applications that help your business succeed in the digital transformation. Our consultants have experience in developing businesses in many different industries all over the world.

With a strong focus on the manufacturing, food and retail industries, we combine our business, industry, and technical expertise with our solutions and our risk-reduction and business transformation practices in a high-quality service experience that fits your company and your goals, delivered in the most efficient way possible.

AWARDS/CERTIFICATES

- Microsoft Global Partner of The Year
- Microsoft Retail Partner of the Year Microsoft
- Distribution Partner of the Year
- Microsoft Customer Excellence Award



Cybernetica

CORE COMPETENCIES

- UXPTM interoperability ecosystem for secure data exchange
- SharemindTM for performing data analysis on encrypted data
- SplitKey secure digital identity solution for smart devices
- VHF Lite ready-to-use multipoint radio communication system
- Wide Area Radio Communication systems
- Integrated Surveillance Systems

AWARDS/RECOGNITION

- Excellence in Innovation Award at the Norwegian Business Awards 2019
- European Cyber Security & Privacy Innovation Award 2015
- Quality Innovation of the Year 2014
- Estonian Defence Industry Company of the Year 2014
- The Baltic Innovation Prize 2011
- Best Estonian IT Company 2007

CUSTOMER PORTFOLIO

- Government agencies
- Defence agencies
- Research facilities
- Financial institutions
- Telecom companies
- Medical facilities
- Maritime administrations

Founded: 1997
Employees: 130

Want to know more?

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www.cyber.ee

BUSINESS OVERVIEW



Cybernetica is an R&D-intensive ICT company that researches, develops and implements information security systems, e-governance and digital identity solutions, maritime security and wide area radio communications systems, and investigates and applies theoretical and practical security solutions with a focus on cryptology and situational awareness. Cybernetica develops, deploys and maintains mission-critical systems in over 35 countries across the world, with its main export partners being Indonesia, the UK, the USA, and Japan.

INFORMATION SECURITY TECHNOLOGY

Unified eXchange PlatformTM

UXP is a world-renowned interoperability platform that allows for secure data exchange over encrypted channels between institutions. The technology is currently in use in Europe, Africa, Japan, and North America. UXP is developed by Cybernetica based on the experience we have gained through the creation and continuous improvement of the Estonian X-Road system for nearly two decades and our independent research in the fields of interoperability, information security and information governance.

Privacy-Preserving Technologies and SharmindTM

e-Customs (EU-compliant full customs solution), i-Voting (secure verifiable internet voting software, used in Estonian elections since 2005), Sharemind (processing of encrypted data), Unified eXchange Platform (interoperability ecosystem for inter-organisational encrypted data exchange), Smart-ID (crypto-based secure digital identity for smart devices).

Other e-Government Solutions:

e-Customs (EU-compliant full customs solution), i-Voting (secure verifiable internet voting software, used in Estonian elections since 2005), SplitKey technology (crypto-based secure digital identity for smart devices).

SURVEILLANCE AND COMMUNICATION SYSTEMS

Cybernetica develops, builds and integrates surveillance and communication systems all over the world. Cybernetica's wide area radio communication systems are used in more than 100 installations in Europe, Asia and the Middle East, while the maritime security technology and border surveillance is used to defend the external borders of the EU.

Wide Area Radio Communication:

Marine radio communications, port systems, river and lock systems, marine search and rescue, GMDSS, border police solutions, offshore solutions, systems for mandatory reporting areas, VoIP-based wide area networks.

Integrated Surveillance Systems:

State-of-the-art radar and sensor systems for border surveillance solutions, avionics and remote tower solutions, radio surveillance technology.

CORE COMPETENCIES

- E-government systems (e.g. address and land management, from permits to inspections)
- Earth observation (e.g. environment modelling, subsidence monitoring)
- Digital transformation
- Real-time awareness systems (environment, law enforcement, rescue)
- Development of geospatial applications
- Mission critical, secure solutions
- Big Data Analysis and Modelling
- Service Design, UX Design
- Prototype to full product development

BUSINESS MODELS

- Strategic partnership
- Cloud-based services
- On-site installations

AWARDS/CERTIFICATES

- 2019: Early Warning System-SILLE, the Estonian IT Association Private Sector Act of the Year Award Winner
- 2019: The Estonian Tourist Board's campaign, "Estonian Way", Golden Egg (UX)
- 2019: Fujitsu's "Best Nordics Partner 2019" award
- 2016, 2015: Platforms of the United States Digital Counties Award Winner
- 2015: Quality Innovation of the Year in the Estonian public sector category, developer

Founded: 1990
Employees: 100+

Want to know more?

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BUSINESS OVERVIEW



Active on three continents, Date1 Group empowers smart communities from the United States to Asia. Through delivering multiple e-government systems, Date1 has enabled the transformation of traditionally analog and manual services to digital and efficient systems across continents.

The company works with leading organizations such as the European Space Agency, Federal Emergency Management Agency (FEMA), and the United Nations.

The company has also made life easier and simpler for many Estonians by creating numerous Estonian e-state services. In 2013, Date1 established a subsidiary in the US.

Our vision for the future: The Partner for fast development e-society.

SERVICE / PRODUCT AREAS

Software solutions:

Infrastructure asset monitoring based on satellite data. Helping to monitor the stability of critical infrastructure objects (such as water treatment facilities, roads, utility grids, bridges, and railways) in order to ensure public safety in cost-effective way.

Address Management, Land Management, Cadaster. Helping to arrange address data to ensure no one gets lost. Helping to create and improve the land management system, covering information about land from border points and ownership up to land use planning and taxation.

Smart City + e-Planning. Creating a transparent planning process, accessible for everyone: citizens, businesses, and the public sector in order to improve the quality of public services. Helping to monitor what is taking place within the public infrastructure (buildings, bridges, power plants, airports, etc.).

Tourism information systems. Site promotion. Site selector tools. Helping to increase tourism, attract investments, and manage tourist attractions.

Law enforcement and security. Helping to improve the quality of public services: e.g. faster permits (building, transport, and water) and inspections, response time of police, rescue, and ambulance services, etc.

Environmental resources management systems. Helping to keep the natural world clean and healthy (water management), mineral resources and other

resource management challenges and even assisting in keeping the fish stocks under control. Helping to predict the coastal erosion, level of water rise and anticipate potential flooding.

ICT infrastructure solutions. Server, storage solutions, integrated computer and communications networks with software, presentation equipment.

WHAT WE PROVIDE

Custom solutions with technology components of Electronic Mapping (GIS), Big Data Visualization, Real-Time Interoperability, Situational Awareness.

Data Security is a consideration we are not willing to compromise upon. By default, we regard all system solutions we provide as being mission-critical.

Quick deliveries — we provide our customers with working prototypes extremely promptly, often in just a few weeks. Therefore, our customer is able to validate our approach in early stages of the project.

CUSTOMER PORTFOLIO

Our clients include Large Private Corporations, Public Sector Companies and Government institutions from different business sectors: Defense structures, Educational and Research institutions, Engineering and Manufacturing Companies and many others including European Space Agency, US Federal Emergency Management Agency, The White House, Eastman Chemical, Schnabel Engineering, Estonian Land Board, Enterprise Estonia, Estonian Road Administration, Estonian Ministry of the Environment, Tallinn City.



CORE COMPETENCIES

School management solutions

OPPORTUNITIES

- Strategic Partnerships
- Licensing
- Custom Solutions

ACHIEVEMENTS

- Estonian students' results of the international test PISA 2015 have increased to 1st-3rd best in Europe and 3rd in the world
- Saves up to 50% of a teacher's time spent on administrative tasks
- Reduces skipping and increases learning results
- Notable parental involvement and instant reaction — 6 visits in a week on average
- School dropout reduced by 80% in 10 years

Founded: 2002
Employees: 20

Want to know more?

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www.ekool.eu

BUSINESS OVERVIEW



eKool is a school management tool bringing together students and their families, schools and supervisory bodies. It all began in 2002 as a project financed by private and public sector to develop the first eKool system based on the needs of four schools. By 2016, 85% of schools in Estonia use it on a daily bases for communication between the school, home and government.

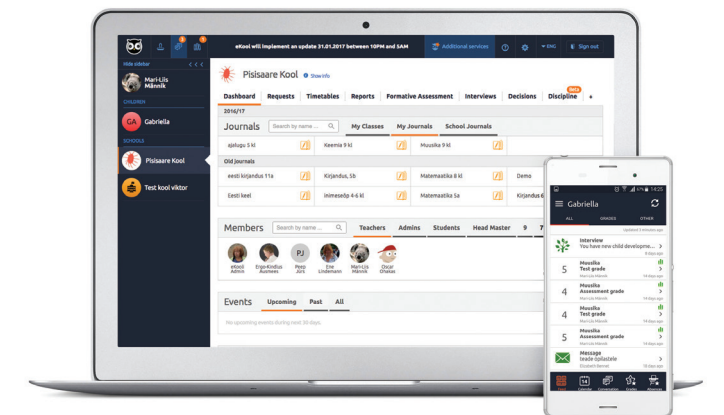
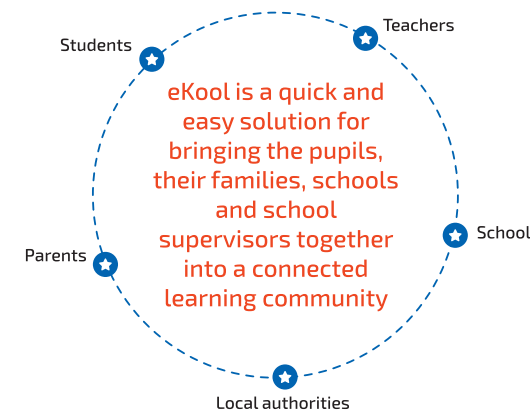
eKool

eKool is an easily accessible web-based school management system that has made traditional paper format class diaries obsolete in Estonia. It supports students in their learning process, parents are aware of their children's progress in school, teachers have less administrative work and authorities have a good overview of what is going on in schools under their management.

Whether the user is a headmaster, teacher, parent or a student, he or she can log in with their personal computer or mobile phone and see the necessary information.

eKool supports a student during the entire school journey — from parents submitting a child's application to a school; having an overview of grades, home assignments, study materials, lesson descriptions, absences during school time until graduation and final grades.

eKool is a module-based school management platform that can be easily launched in different markets and language environments. eKool is a member of a group of companies with about 2 million clients in five countries.





CORE COMPETENCIES

Developing, operating and managing Telecom and IT services on a nationwide basis.

STRATEGIC PARTNERSHIPS

- Custom Development
- Consulting & Training
- IT Outsourcing

Key products and services

We offer a broad selection of mobile communications, permanent internet connection, and TV services and assist companies and the public sector in growing their efficiency and security through network and IT infrastructure solutions.

We also offer an excellent selection of smart devices with insurance, the Elisa Raamat reading application, the Office 365 Cloud Office service, and much more besides.

We also boost the speed of data communications — we continue to work towards 5G mobile internet and focus on the construction of a fixed connection that allows for 10G speed. In June 2018 we made the very first 5G call in the world between two countries — Finland and Estonia.

Founded: 1997
Employees: 950+

Want to know more?

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BUSINESS OVERVIEW



Elisa Estonia (www.elisa.ee) and its subsidiary **Santa Monica Networks** (www.smn.ee) comprise a corporation with 1,000 employees whose synergy will give rise to a leading new communications, IT and entertainment company in Estonia.

Elisa is already the market leader in Estonia with its high number of private and pre-paid card clients and is the leading provider of fee-charging TV services and fixed internet connections in Estonia. Together with Santa Monica Networks, the company provides customers with secure network and data center solutions. The goal of the large enterprise (comprising over 1000 employees) is to become the leading communications and entertainment company in Estonia.

The owner company, Elisa Oyj, is the leading communications service provider in Northern Europe. Its shares are publicly listed among the major companies on the NASDAQ OMX Helsinki stock exchange. In 2018, the turnover of Elisa Eesti AS was 169.7 million euros.

Mobile communication services

We offer a broad selection of mobile communication services with affordable calls and fast mobile internet that meet the needs of all customers as well as a 4G internet service to homes and offices.

The coverage area has grown continually, and we now cover over 99% of the population.

We also offer mobile convenience services — Mobile-ID, ID-ticket, M-lottery, M-parking and positioning.

Launching a 10-gigabit EPON has won us two awards. Firstly, we were awarded Leading Light Award 2017 to the communications service provider that has launched the most innovative Gigabit/Ultra-Broadband service, and, secondly, we won the GTB Awards 2017 with the project: Residential 10G EPON network deployment & conversion of brownfield DOCSIS network to FTTH.

TV and internet services

Clients can conveniently watch TV anywhere without having to pay an extra fee. If the cable doesn't reach the client's house, they can watch TV using over-the-air services. And then there is the superfast 1 Tbit/s home broadband and free Wi-Fi.

In August, we publicly launched our very first original TV show in Estonian and since then have commissioned a second spy series which is set during a critical period in recent Estonian history.

IT services

We offer our clients reliable and secure network, security and data center solutions with a comprehensive range of support services. We also provide our corporate customers web hosting services and e-mail solutions, and the opportunity to rent extremely reliable virtual servers. Servers in cable and wireless networks and data storage — all of the main IT infrastructure solutions are available.

Partnership/cooperation

Looking for startups/established tech companies with whom to create value-added services.

We work in an agile way to help our partners validate the product-market fit and create greater value through partnership. Elisa has more than 655,000 clients for product testbed and a dedicated startup team for fast and convenient communication.

Cooperation with Vodafone and Telenor enables globally competitive services.



CORE COMPETENCIES

- Networks
- Global Services
- Support Solutions

OUR TECHNOLOGY LEADERSHIP

- 40% of the world's mobile traffic
- 37,000 granted patents
- #1 provider of support systems

OUR SERVICES LEADERSHIP

- Managing networks with 1 billion subscribers
- 1,500 consulting and system integration projects yearly
- #1 in telecom services

Founded: 1876
(subsidiary in Estonia 1996)

Want to know more?

ericsson.eesti@ericsson.com
+372 650 0900
www.ericsson.com/ee

BUSINESS OVERVIEW



Ericsson Eesti AS is an associated company of Ericsson — the driving force behind the Networked Society and a world leader in communications technology and services.

One of the major components of Ericsson's operations in Estonia is the Supply Site located in Tallinn. The Supply Site has a global role at Ericsson producing high-tech elements for the mobile broadband networks, making cutting-edge data traffic possible in the world.

Mobile broadband is a prerequisite for collaborating, socializing and innovating in the Networked Society.

COMBINING TECHNOLOGY AND SERVICES TO EMBRACE CHANGE:

Our services, software and infrastructure – especially in mobility, broadband and the cloud – are enable the communications industry and other sectors to do better business, increase efficiency, improve their users' experience and capture new opportunities.

There is a high demand for connectivity and intelligent systems in markets such as utilities, transport and public safety. Ericsson believes that many of the demands in these market segments, which it refers to collectively as "Industry & Society", can be met with the Company's existing portfolio. Ericsson's capabilities, combined with its proven record of commercializing advanced ICT solutions, provides a solid foundation for bringing innovative capabilities into industry verticals while providing efficiencies of scale.

NETWORKS

Network infrastructure supporting mobility, broadband and the Cloud, provides the fundamentals for people to communicate. Increasing mobile data traffic, internet use and new Internet of Things (IoT) applications create demand for high-performing and cost-efficient networks that deliver the best user experience. Ericsson provides the network infrastructure needed for mobile and fixed communication, including 2G, 3G, LTE and future 5G networks, and IP core, transport and Cloud networks.

Within segment Networks, the strategy is to lead the radio evolution, grow IP networking and transform to cloud core.

GLOBAL SERVICES

Effectively managing large, complex projects and multi-vendor networks requires experience and understanding. We combine robust local capabilities with global expertise in consulting, systems integration, network rollout, network operation, network design & optimization, managed services for networks and IT, customer support, and broadcast and media services. This enables us to understand and respond to each customer's unique challenges.

SUPPORT SOLUTIONS

Support Solutions develops and delivers software-based solutions for operations and business support systems (OSS and BSS), real-time, multi-screen and on-demand TV and Media solutions as well as solutions and services for the emerging M-Commerce eco-system.

READ MORE

There is much, much more to explore at ericsson.com. Films, news, innovations and blogs are just a few clicks away. Enjoy.

Finestmedia

BUSINESS DOMAINS

- E-Government registries, e-services and e-ID
- Banking, payment platforms and grants management
- Integration of national registries to international platforms
- Homeland Security information systems
- E-Commerce and Supply Chain Management
- Custom-made Service Platforms

BUSINESS MODELS AND OFFERINGS

- Full life-cycle business management
- Strategic partnership
- Business analysis & expert consultation
- Strategic workshops
- Digital transformation
- Solution development and management
- Support and maintenance

AWARDS AND CERTIFICATES

- Äripäev Gazelle Company Award 2019 —1% of Estonian companies who increase their turnover and profits by more than 50% for three years in a row
- Baltic e-Commerce Award 2018 for the e-commerce solution Hansapost, the biggest online retailer in the Baltic region
- E-Commerce Solution 2014 award for the AndMoreFashion e-commerce solution for Baltika, the leading fashion brand house in the Baltics
- Microsoft Gold Partner
- InRiver Gold Partner
- EPiServer Solutions Partner
- ISO9001 certificate and ISO/IEC 27001 certified

Founded: 2000

Employees: 100+

Want to know more?

sales@finestmedia.ee
+372 655 8043
www.finestmedia.ee

BUSINESS OVERVIEW



Finestmedia's vision is to **inspire the creation of the finest digital solutions** together with its clients, partners and a dedicated team of over 100 people in its headquarters in **Tallinn, Estonia** and its subsidiary in **Gdansk, Poland**.

We seek to create higher business value and focus on long-term partnerships, thus allowing a more strategic approach to the digitalization of our customers' services and operations. We enjoy solving complicated tasks, which present different challenges for the whole development team and which can be looked back on after implementation with pride and satisfaction.

Finestmedia has written its name into the history of e-Estonia with the **digital identity and document signing mobile app DigiDoc** for iOS and Android, the Mobile-ID solution and the Estonian state portal www.eesti.ee. Since then, Finestmedia has developed several long-term partnerships with public sector organizations and is widely regarded as a reliable expert who can be trusted with developing and maintaining **critically important government service platforms** used by millions of people every day.

SOME OF OUR SUCCESS STORIES:

- Assembling the units and registries of the **National Road Administration** into an integrated **traffic registry system ARIS2** which contains more than 110 million entries, making it one of the biggest and most widely used systems in Estonia.
- Analysis and development of the system for managing and processing the **National Unemployment Fund** insurance premiums, redundancy payments and bankruptcy compensations in the total amount of over 50 million euros. Guaranteeing the functionality, stability and reliability of a system which has zero tolerance for mistakes or disruptions.
- Building a registry for compiling and publishing of the recorded sessions, speeches, inquiries, and other **verbatim records of the Parliament (Riigikogu) of the Republic of Estonia** in partnership with the researchers of Tallinn Technical University.
- Conducting the analysis and development in order to integrate the **Estonian Professional Fisheries Register and Fleet Register** into the **United Nations Fisheries Language for Universal eXchange (FLUX)** built to limit overfishing and illegal, unreported and unregulated fishing in international waters.
- Developing systems for the **Police and Border Guard** to manage information on illegal immigrants, process visa applications, traffic violations, etc., and integrating the national registries and data layers to international platforms for an effective exchange of information.
- Development and maintenance of the **National Emergency Call Centre GIS-112** solution to improve the registering and processing of emergency calls and organizing the resources to respond to the emergency situations, as well as the applications of the mobile workspace in the rescue and ambulance trucks.
- Hansapost revenue has 10x growth compared to when the partnership first started and is now the biggest e-commerce retailer in the Baltic region. Expanding its cross-border opportunities with a new e-shop platform including marketing and e-commerce solution, product information management, integration with ERP, interface with dropship logistics partners, payment solutions and other applications.
- Launching an in-house start-up project to build the custom-made payment transaction platform **Maksekeskus** — a solution which has become an integral part of the Estonian e-commerce landscape and is also entering new markets in neighboring countries.

CORE COMPETENCIES

- Government as a platform
- Public fiscal management digital reforms
- Fiscal sector risk assessment
- eTax
- eBudget
- One-stop-shop business ecosystem
- Public transport as ridesharing
- Government IT reforms

CUSTOMER PORTFOLIO

Our experts have 20+ years of experience in the revenue administration and public finance modernisation in Eastern Europe, the Central Asia regions and in Africa. We have prepared our products using our extensive field expertise.

Want to know more?

info@fiscaladmin.com
+372 501 1152
www.fiscaladmin.com

FiscalAdmin is a fiscal technology company established in 2015. The company provides innovative IT solutions to transform public fiscal management so that it is in line with digital-era governance, anywhere in the world. FiscalAdmin focuses on assessment, modernisation and development services and technologies for tax administrations, ministries of finance, the public sector and international organisations. We have a branch office at the Astana International Financial Centre in Kazakhstan.

PRODUCTS

- **RIM Toolkit** — Rapid Innovation and Modernisation (RIM) toolkit is a unique methodology allowing countries quick implementation of tax administration, revenue collection, and public financial management reforms.
- **Public Transport as Ridesharing** — software for public transportation as ridesharing in rural areas
- **Risk Management** — software for risk management in tax administrations.

SERVICES

- **Government as a platform** — government should be developed as a platform mimicking the logic of existing natural ecosystems.
- **Public fiscal management digital reforms** — a unique methodology using the RIM Public Finance allowing countries quick implementation of public financial management reforms.
- **Assessment of tax administration** — RIM Tax assessment of tax administration systems, processes and institutions in accordance with TADAT methodology.
- **Fiscal sector risk assessment** — RIM Audit supports a risk-based approach toward audit activities in the area of tax collection, budget oversight and internal audit.

- **eBudget** — Digital Budget Preparation System, which includes five major modules to perform budget planning in an efficient manner.
- **One-stop-shop business ecosystem** — a digital one-stop shop where all state bureaucracy can be bought as a service.
- **Modernisation of business processes** — analysis of business processes, needs assessment, design of new business processes, change management planning.
- **IT reforms** — design of public financial sector IT system modernisation and reform, drafting a new IT strategy. Review and assessment of IT reform projects and systems in the revenue administration sector, IT audits. Advising ministries of finance during the implementation of IT reforms in the revenue administration sector. Development of IT architecture for the public financial sector (treasury, budget preparation, budget execution, national accounting, revenue collection).

Fleet Complete

CORE COMPETENCIES

- Geographical information systems (GIS)
- Location-based solution (LBS) development
- Integration with 3rd party IT systems via API-s

OPPORTUNITIES

- Direct Sales
- Distribution Partners
- Strategic Partnerships

END CUSTOMERS

Telecoms:

- Telia Sonera
- TEO
- Tele2

Transportation/logistics:

- DSV
- UPS
- TNT
- Scania
- Hansabus

Sales/Service:

- Schindler
- Coca-Cola
- ALD Automotive

Security & medical services:

- G4S
- Dussmann
- USS
- Falck
- PERH

State/municipal:

- Estonian Energy
- Tallinna Küte
- Ragn-Sells
- Veolia

Founded: 1997
Employees: 80

Want to know more?

export@fleetcomplete.com
+372 682 9500
www.fleetcomplete.com

BUSINESS OVERVIEW



The core business of Fleet Complete is the development of the GPS-based fleet and team management service Fleet Complete. Our fleet management services are currently used in over 20 countries by 6000+ companies and 60000+ vehicles and smart devices across Europe.

MAIN ACTIVITY

- Development of service application software for computers and mobile devices (Android + iOS)
- Sales across Europe via our own offices (in Baltic and Scandinavian countries) and via distributors
- Customer and distributor support services



SERVICES/PRODUCTS

Company's main product is the fleet and team management software Fleet Complete - a web-based modular application offering functionality for fleet management, driver behavior, security, workflow and mobile solutions for smartphones and tablets.

Features include mapping with route playback and optimisation, trip logging (also automatically and via smartphone app for driving journal), geofencing, instant maintenance, sophisticated task management and various customer chosen event notifications and integrated text messaging with drivers.

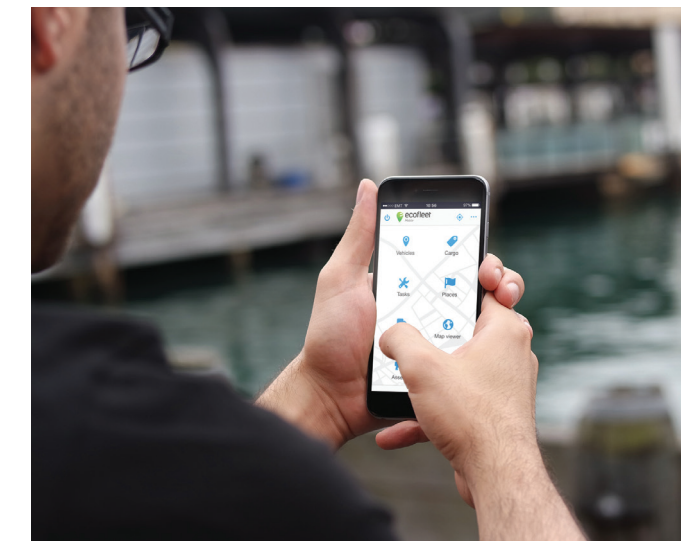
The solutions leverage third-party GPS/GSM hardware from various suppliers.

Fleet Complete elegantly combines GPS tracking and workflow management, which are usually sold separately.

WE OFFER

- Computer and Mobile applications for GPS tracking
- Real-time and location-based job dispatching to mobile devices
- Digital driving journal
- Fleet Management services for transport companies and larger car pools
- Car security and alarm management for security companies
- Transport management for logistics companies

We are looking for distributors in different countries by offering Plug & Play ready system with minimal investment.



We are the right partner for tackling the following challenges:

- software product development
- increasing work efficiency with digital solutions
- automating repetitive work processes
- AI based software solutions
- increasing the efficiency of existing IT solutions

We have more than 12 years of experience in developing software, improving software quality and automating business processes.

Take a minute and think, where in your company, digitalization could help

- Try to calculate the potential benefit of digitalizing some or all of your processes
- Ask from your customers, what would they suggest you, to change in your processes
- If you have questions on how to do that, turn to Flowit and we will help you!

Want to know more?



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Growth Manager

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BUSINESS OVERVIEW

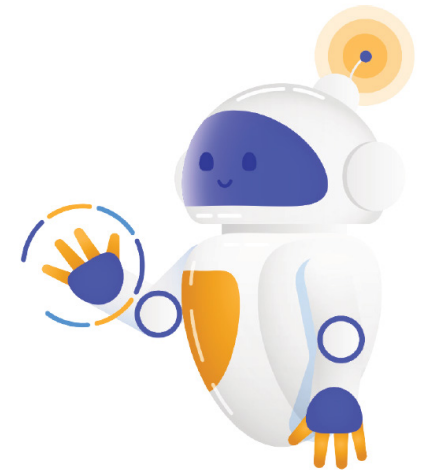
Flowit was launched in Estonia in 2007 as a subsidiary of the publicly traded Swedish company Knowit AB. Since then, we have worked with the biggest players in our region, like Telia, Nasdaq, SEB, Linde Group etc.

In 2018, our CEO Andres Aavik and business development manager Juhan-Madis Pukk bought out the company from the Swedish-owned Knowit AB group and adopted a new company name. Knowit became Flowit. A 100% Estonian company.

Today, Flowit provides end to end solutions in digitalization of companies in various fields.

Some examples of the work we have done in the last 2 years:

- 80% of all price quotes are automatically sent out at a metalworking company
- 70% of repetitive processes are automated for an accounting firm
- 6 million requests are made every month to the Estonian X-road government infrastructure, to keep our customers records updated
- 70% of repetitive processes are automated at a wholesale company
- First AI based sales automation tool for logistics sector developed (aitoldyou.com)
- Various core systems for smaller and bigger companies



In **12 years** all our projects have been **on time** and in **budget**.
Give us a **new challenge!**

Flowit's team consists of over 20 experienced employees. We have more experience in software quality and RPA than any other company in Estonia.

More details at www.flowit.ee

CORE COMPETENCIES

- e-Government solutions
- Health Information Systems
- ERP solutions for private and public sector
- HR, Payroll and Time Management solutions
- Microsoft solutions
- IT Outsourcing
- Custom Software Development
- Strategic Partnership

CERTIFICATES:

- ISO 9001:2008
- Microsoft Gold partner

Founded: 1991
Employees: 400

Want to know more?

info@ee.fujitsu.ee
+372 627 2300
www.fujitsu.ee
www.fujitsu.ee/blogi

CUSTOMER PORTFOLIO

- Centre of Registers and Information Systems (RIK)
- Information and development Centre of Ministry of Internal Affairs (SMIT)
- Ministry of Economic Affairs and Communications (MKM)
- Defence Resources Agency (KRA)
- North Estonia Medical Centre (PERH)
- Tallinn University of Technology
- Tallinn University
- Enterprise Estonia
- Baltic Agro
- Elron
- Empower
- Magnum
- AleCoq
- Pohjola
- H&M
- Paulig
- Orion
- YIT

BUSINESS OVERVIEW

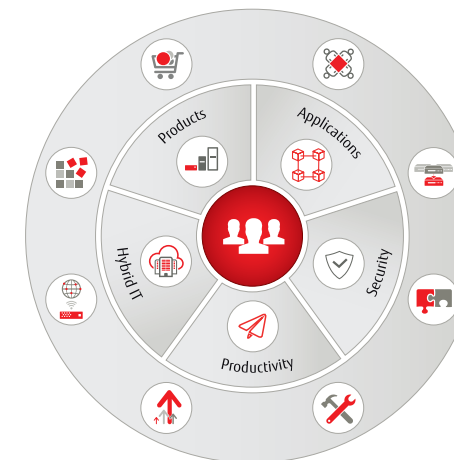
Fujitsu Estonia is a leading Information Technology company, providing a full range of innovative software, hardware and IT infrastructure solutions. We apply our knowledge and experience in Information Technology to help shape the future of society with our partners and customers.

VISION

The constant pursuit of innovation is in the DNA of Fujitsu. Innovation has given rise to a global networked society, bringing major changes to the business world, our personal lives and society as a whole. Through ongoing advancements in IT, Fujitsu aims to turn people's dreams into reality.

SERVICES

Fujitsu's IT services are based on modern effective methods, such as ITIL, Lean and Agile that have proven to meet and anticipate customers' needs.



Business and Application services

Fujitsu delivers true business value by focusing on business outcomes. Proven track record in delivering application services in Estonia and other Nordic countries. Successful projects such as e-Residency, Border Control Information system, Study information systems in universities, E-Health-User Rights management systems, extensive customer portfolios with ERP and HR solutions in private and public sectors.

Managed Infrastructure services

Fujitsu helps to cut costs and boost efficiency through technological innovation and high-quality service design. Together we will build a road map to optimize IT infrastructure, operations and premises.

HYBRID IT AND CLOUD SERVICES - Fujitsu Hybrid IT seamlessly blends private, public and managed cloud with existing on-premises IT, to improve business agility, accessibility and deliver better business outcomes.

DIGITAL WORKPLACE SERVICES

- Fujitsu's Human-Centric approach creates a digital workplace that ensures a simple, intuitive, consistent, consumer-like experience.

NETWORK SERVICES - wide range of solutions in network infrastructure, connectivity and applications help Fujitsu's clients improve innovation, efficiency and productivity.

SERVICE DESK - with a global and local presence, Fujitsu's Service Desk acts as a single point of contact (SPOC) and performs a number of critical tasks whatever the scope of the business.

Product services

Fujitsu provides integrated systems and product related services, servers, data storage, and client-specific products. Fujitsu is able to meet even the most demanding infrastructure requirements.

Want to know more?

ester@gennet.ee
heiki@gennet.ee
+372 619 1429
www.gennet.ee

BUSINESS OVERVIEW



GenNet Laboratories is the market leader in the IT healthcare market in Estonia. From our beginnings in 1991, our company became a pioneer in the usage and distribution of computer networks in Estonia. For years, we have worked in the sales and installation of network software. We designed and installed extensive LAN networks in several government organizations as early as 1992–1993.

However, our management team had already correctly foreseen that the network software market would mature in a few years. Recognizing the huge business opportunity in the fast-emerging software market of Hospital Information Systems (HIS), GenNet Lab took the decision to diversify into this market and invested in hiring an A-team of engineers and healthcare professionals (our assets) to develop state-of-the-art software to digitize the healthcare system. Since then, we have developed and sold state-of-the-art HIS to public and private hospitals, family health centers and other small- and medium-sized medical institutions, with different budget requirements. We can proudly say that we have achieved strong long-term relations with blood centers, transfusion services and hospitals.

The Estonian Blood Service Information System is internationally renowned for providing high reliability in blood banking and as the first implementation in the world of new international standard ISBT128.

We have years of successful collaboration with the Estonian Ministry of Social Affairs, the Estonian e-Health Foundation, the Estonian Health Insurance Fund and other institutions.

Today we are pleased to say that GenNet Lab has developed into an influential IT company not to be overlooked in Estonian healthcare.

Our offices are located in Tartu and Tallinn

Our company only employs professionals who have extensive experience in this market and who possess high-level technical knowledge in industry standards such as HL7, IHE, ISBT128 and the recent Joint Commission International (JCI), FHIR, PostgreSQL.

GenNet Lab dominates the Hospital Information System market in Estonia (implemented in 35 healthcare enterprises, 56% of all active care hospitals and several specialized healthcare facilities and family practitioners).

CORE COMPETENCIES

- Just-in-time access products and services for border crossings, ports and terminals
- Integration of existing and legacy systems with new GoSwift solutions
- management and delivery 24/7 call centre support and helpdesk

REFERENCES

- EU borders — Finland, Estonia, Lithuania
- Logistic terminals in Baltics
- Ports - Tallinn, Helsinki, Kotka, Valencia
- Tallinn and Ostankino TV Towers

OPPORTUNITIES

- Licensing
- Partnership in implementation
- Project customisation based on local needs

AWARDS

- Certificate of Merit, from World Customs Organization, 2020
- Transport Achievement Award 2015, Winner
- European Business Award 2015, Nominee
- World Summit Award 2013, Winner
- Estonian best e-Service 2013, e-Government

"We are glad that the Estonian government made the decision in 2010 to develop and operate an electronic queue at the border. The concession agreement with a private company has proven to be a pragmatic and highly cost-effective approach. The ITF Award for GoSwift is a recognition for Estonia's achievements in e-Government solutions."



Kristen Michal
Estonia's Minister of Economic Affairs and Infrastructure.

Want to know more?

info@goswift.eu
+372 651 0440
www.goswift.eu

Founded: 2011
Employees: 30+

BUSINESS OVERVIEW

GoSwift has been deploying traffic management solutions for vehicles since 2011. GoSwift provides just-in-time access to transport gateways - border crossings, logistic hubs, terminals, etc.

GoSwift is a strong advocate of Smart Traffic for the Smart City, based on the better use of the existing infrastructure at a fraction of the cost.

GoSwift removes uncertainty at transport bottlenecks and replaces it with just-in-time access.



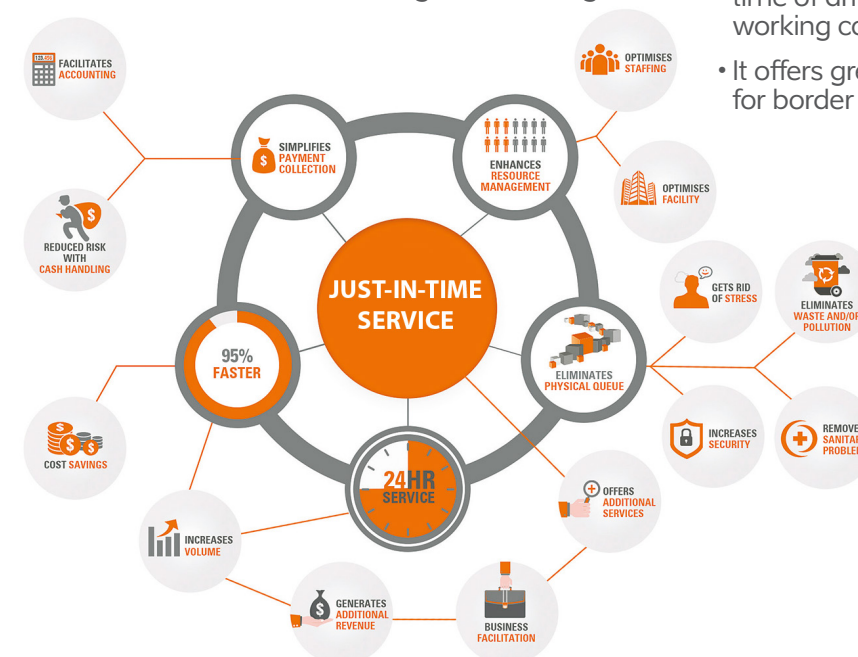
TRANSPORT ACHIEVEMENT AWARD

The International Transport Forum at the OECD awarded GoSwift with the prestigious Transport Achievement Award 2015, for improving trade and tourism. The Award recognises demonstrated achievement of excellence in transport provision that has improved, enabled or facilitated tourism.

GoSwift service allows vehicles to pre-book time slots for crossing the borders via the web, a call centre or self-service terminals at designated waiting areas.

SUCCESS STORIES

- GoSwift is currently managing the border crossing of around 1.7 million vehicles every year
- The average waiting time for trucks at border crossings has been reduced from 60 hours to 2 hours
- This has a positive impact on transport industry savings as well as sanitary, waste and pollution issues
- It facilitates trade and tourism between countries
- It allows better management of work and rest time of drivers, along with safer and more secure working conditions
- It offers greater risk analysis and resource planning for border authorities



Guardtime

OPPORTUNITIES

- Strategic Partnerships
- Licensing

SELECTED PARTNERS

- SICPA
- Verizon
- Ericsson
- Lockheed Martin
- Maersk
- NHS
- Procter & Gamble
- Governments (US, UK, China, Estonia, Netherlands, Thailand, and many others)

Founded: 2007
Employees: 200+

Want to know more?

info@guardtime.com
www.guardtime.com

BUSINESS OVERVIEW



Guardtime is the world's leading cybersecurity company, engaged in R&D in hash-based cryptography and distributed ledger technologies. It focuses on building core technology and value-added solutions that provide real-time situational awareness into the integrity state of electronic systems and data.

Our core KSI blockchain is the only technology that provides verifiable digital truth at a massive scale. The KSI blockchain technology is in production since 2008. KSI is accredited by the US, China and EU and has proven itself with demanding clients in healthcare, insurance, financial services, government, defence, telecoms, etc.

The KSI blockchain stack enables its customers to determine and be able to forensically prove whether any part of their systems or stored electronic data and logs have been changed, either by insiders, external actors, or technical malfunction. It provides a mathematically tamper-evident audit trail and evidence for post-incident investigations, establishing who, what and when with forensic precision.

Guardtime's international R&D division — with its hub in Estonia — features over 40 cryptographers, researchers, engineers, scientists and analysts, with qualifications in both foundational and applied research. Guardtime is devoted to building breakthrough technologies and applications in cryptography and computer sciences.

With over 40 patents granted since 2007 and more pending, Guardtime has a proven track record in transforming foundational research into practical solutions, covering a number of research areas with practical use-cases for the government, military, healthcare, life sciences, finance, and supply chain, to name but a few.

VALUE PROPOSITION

Our core value proposition is the cryptographic process integrity.

The KSI blockchain stack enables its customers to determine and be able to forensically prove whether any part of their systems or stored electronic data and logs have been changed, either by insiders, external actors, or technical malfunction. It provides a mathematically tamper-evident audit trail and evidence for post-incident investigations, establishing who, what and when with forensic precision.

The only blockchain technology platform that is proven to work at scale, used in production by the US military and some of the largest companies in the world to solve data management challenges.

OUR VISION

We see a world where electronic data is more reliable than physical; where corrupt insiders, hackers or cybercriminals can no longer manipulate data; where governments and enterprise provide complete transparency to their stakeholders and where all the events on the world's networked computers are linked together and are independently verifiable by any human being.

If Google organizes the world's information and makes it universally available, then Guardtime validates that information and makes it universally reliable.

KEY APPLICATION AREAS

Guardtime's expertise is in building an enterprise product. We work with partners, leveraging our technology stack to build new products and services which we then take to market. All our businesses are based on the same underlying technology platform, enabling us to go from idea to production in a matter of months.

OUR BUSINESS PORTFOLIO

Guardtime has solutions for the Defence Sector, e-Governance, Cloud Security, Audit and Compliance, Insurance, Healthcare, Supply Chain Management (SCM), the Energy Sector, Telecoms and Space Industry. Guardtime is also building Advanced Hardware Solutions (AHS) and providing Cyber Range Exercises.

KEY PRODUCTS AND SERVICES

Business digitalization and integration. We work hand in hand with service designers to bring about the most innovative ways of serving clients online. With our knowledge of the digital business processes and ready-to-use functionalities, you can focus your time and resources on creating a competitive edge.

- Custom software solutions and software consulting
- Enterprise system integration, incl. IOT
- Business consulting and digital transformation
- Data-driven and real-time economy solutions
- Tailor-made machine learning implementation
- Advanced security services

We have a long history of creating custom solutions and our teams pride themselves in knowing how to make the most advantageous choice between custom and ready-made software.

Our projects range from databases to self-serving platforms and our custom software development capabilities are almost limitless.

Founded: 1991
Employees: 800+

Want to know more?

welcome@helmes.com
+372 610 6100
www.helmes.com

BUSINESS OVERVIEW

Helmes is an international software house with development hubs in Estonia, Belarus, India and USA, and clients in 23 countries. The long-term success of Helmes is built on lasting partnerships that bring about tangible business gains for our clients. Helmes helps clients to analyze business processes in order to design innovative software solutions in cooperation with them. The main determinant of an effective performance is a positive evaluation of end users. In the interests of quality and effective service, all teams are formed based on the needs of a specific project and sector.

For over 27 years in business we have provided custom software development services to more than 500 organizations. Our clients are the leading telecom operators, banks, insurance companies, logistics corporations, healthcare providers and government institutions. They trust us with the design, development and maintenance of their most business-critical software solutions and the most complex system integration projects.

Even though custom software development is our passion, we care about many other things as well. On a company level we contribute to many charity initiatives — from helping children in need to investing our knowledge and resources in bringing innovation to secondary education system.

PARTNERSHIP AND WORK CULTURE

Partnership of equals

A good partnership lasts decades. Our clients remain with us due to world-class software development expertise and our tailored team model approach, where a dedicated team is available to service their daily requirements — placing them at the core of our customer relationship. Learn more: [Tailored team models](#)

Tied to your success

Every Helmes employee who works with your software solutions is financially tied to its success. The result is a highly-motivated team that takes full responsibility for solving your business challenges. Learn more: [Helmes leadership](#)

Thinking along with you

Within the dedicated team, each team member is in line with your business goals and can contribute to them.

Agile 2.0

Agile 2.0 is achieved through being Agile, as opposed to merely following Agile methodology.

Agile thrives only in cultures purposefully cultivated to host it. Our entire approach to the individual and the team — and the motivation and compensation of both — is built in the name of being Agile.

The Helmes Way

Sleep pods, red bull fridges or ping pong tables are nice, but we are more passionate about bending the rules of possible and doing the impossible!

Our culture is defined by a different way of hiring, team building, working, and compensating.

Regarding ping pong tables and free fruit in the office — we have all that as well.

Get in touch to find out more.

CUSTOMER PORTFOLIO

OECD, Solera, 2Park, Kuehne + Nagel, Axell Claims, e-Estonia, Safran, Kings College London, Tallinn City, Jiffy, The North Estonia Medical Centre, Telia, etc.

Levercode

Levercode is an Estonian-based lab and research center for identity and proof technologies.

We bring together extensive, long-term expertise on building foundations for large mission-critical systems which require a high degree of reliability and low operation risks.

We see governments and large corporations that own or handle large amounts of data as our primary business partners and/or clients.

Want to know more?

info@levercode.com
+372 656 5600
www.levercode.com

BUSINESS OVERVIEW



As data experts we fully discover and extensively analyze our client's business processes and put our focus on data first. Based on the client's needs, their understanding and definition of the problem, we start with the discovery phase and build a model for a solution considering the risks and evolving regulatory environment.

We deliver a sustainable, reliable and fully integrated proof-based system which allows clients to easily extend the number of service providers and applications that work together smoothly. Moreover, the system is legal-proof and provides necessary protection to the data.

The company also has extensive experience with proof technologies (Blockchain and other DLTs), digital identity management systems (SDIRs), ledgers, payment instruments, trading platforms, gateways, tokenization, and State Cloud to render interconnected e-services in digital mycelium.

CORE COMPETENCIES

- Converting trust-based solutions into a proof-based platform ensuring reliability and long-term sustainability.
- Building a foundation for large mission-critical systems which require a high degree of reliability and low operation risks.
- Interconnecting technologies and smart frameworks to transform today's industry problems into solutions of the future.
- Utilizing proof technologies and tokenization to provide provenance of data and ownership of assets.
- Building identity-management systems, ledgers, payment instruments, trading platforms, gateways, and State Cloud to render interconnected e-services in digital mycelium.
- Providing reliability and alignment with regulatory compliance on every level of industrial technology stack.

SERVICES AND SOLUTIONS

- Data and risk audit, process modelling (mapping, provenance, risk evaluation, reorganization, modelling, regulatory compliance)
- Digital Identity solutions, building Secure Distributed Identity Registries (SDIR)
- Integration of IT systems, building Secure Communication Channels (SCC)
- Proof Technologies (PT), implementation of blockchain and other DLTs
- State Cloud (scaling on-demand Government e-services)

Levira is one of the biggest independent TV playout centers in Northern Europe and the leading broadcast transmission provider in Estonia.

We help local and international media companies to design TV channels and to ensure that the programs are on air 24/7 and 365 days a year. We transmit programs to the viewers to the Baltics, Scandinavia, and Central Europe as well as to the Middle East.

SERVICES WE PROVIDE

Levira provides full play-out, opt-out and media distribution services, enabling its clients to take their content anywhere, anytime, in any format. Our dedicated Media Delivery Network covers Europe and beyond, enabling us to deliver content for all the different platforms: Cable, Satellite & IPTV, OTT & VOD and to different devices — TV, PC, Mobile, across all territories. In addition, we provide Votemo interactive ads and digital paid voting solutions for TV channels and streaming platforms.

Complementary PaaS, an infrastructure service model, whereby all our clients' infrastructure needs from production to playout are covered externally by Levira, is additionally available from us.

The value proposition of Levira's unique PaaS infrastructure service model enables a reduction in the resources and CAPEX needed for managing your in-house infrastructure and its lifecycle.

Levira PaaS service model enables you to re-design the media play-out operations' value chain by abandoning the technical complexity and CAPEX while maintaining full control over all critical play-out operation activities.

Levira has long international experience as a world-class Outside Broadcasting service provider. Levira is currently focusing on AI and its application in Live Sports production. Collaborating with Pixellot, the world's leading automated sports production solutions developer, Levira provides AI-based, fully automated solutions for sports broadcasts.

COMPETENCES AVAILABLE

Most importantly, we rely on truly experienced and well-trained personnel and on state-of-the-art technical capabilities. We can offer any kind of TV play-out and media management from a basic simple SD service to a complex HD service with live programming, dynamic graphics, translation and many other features that today's end-users may require. We apply high-quality standards and respond to situations quickly and flexibly. And most importantly, we can be your trusted partner in the era of traditional business models' disruption.

CLIENTS

Our clients are regional as well as international media companies and TV stations including Sony, Discovery, Fox and Viacom.

Want to know more?

kalle.aleksius@levira.com
+372 680 4000
www.levira.com

Mainor Ülemiste

CORE COMPETENCIES

Office space, facilities and business services for ICT, pharmaceutical, high-tech sector and other knowledge-based innovators.

CUSTOMER PORTFOLIO

- Ericsson
- ABB
- Tele2
- Nordea
- AGA
- Skeleton
- Cleveron

OPPORTUNITIES

- Office space
- Conference facilities
- Smart production
- Sport & entertainment
- Health care
- Education

Want to know more?

info@mainorulemiste.ee
+372 5304 6992
www.ulemistecity.com

BUSINESS OVERVIEW



Ülemiste City is the new central business district located in Tallinn, the capital of Estonia. Ülemiste City offers the advantages of a prime location with Tallinn Airport and the future Rail Baltic main railway hub only a few steps away. The campus can be accessed via public transport routes from all the districts of Tallinn, with the city centre and harbour a mere 10-minute car drive away.

Situated in the territory of a former military factory, Ülemiste City's 36-hectare area has developed into Ülemiste Smart City – the largest knowledge-based economic environment of the Baltic countries.

The development of the campus began in 2005 and today it holds ca. 140,000 m² of modern office premises with nearly 500 enterprises. About 12,000 employees operate at Ülemiste City, among them IT companies, start-ups, and development and shared service centers. By 2025 Ülemiste City will have doubled its numbers to 20,000 employees, residents and students, with round-the-clock services on the campus.

The campus has a full range of services for both companies and individuals, including a nearby shopping center as well as the on-campus kindergarten, Tallinn

International School and the Estonian Entrepreneurship University of Applied Sciences.

For an invigorating workout you can hit the gym, pool or the biggest indoor beach in Estonia.

You will also find numerous conference facilities, cafes, award-winning restaurants, a health clinic and fully automated rental smart-apartments.

For experiencing the e-state of mind you can visit the e-Estonia Briefing Center or get all the many benefits from our e-government in the International House of Estonia.

Two-thirds of Ülemiste City campus has been developed by Mainor Ülemiste AS and one-third together with Technopolis Ülemiste AS, of which 49% is owned by Mainor Ülemiste AS.



Vision for 2025 of
Ülemiste City by
Zaha Hadid Architects.



Net Group

CORE COMPETENCIES

- Business Development
- E-Justice
- Financial Asset Management
- Digital Retail Business
- Telco e-Business

PORTFOLIO

International Criminal Court, Mandatum Life, Telia Estonia, Toyota Baltic, Synlab, Estonian Ministry of Education and Research, East Capital, Saint Gobain, Saku Metal, Ergo Insurance, Judiciary of Tansania, Elisa Estonia

AWARDS AND CERTIFICATES

- 2016 Award for becoming a Gazelle Company
- 2015 Estonian Internal Communications Award
- 2013 Microsoft Partner of the Year Award
- ISO 9001:2008 Certified

Founded: 1999
Employees: 120

Want to know more?

info@netgroup.com
+372 664 4355
www.netgroup.com

BUSINESS OVERVIEW



Net Group is a technology company that helps to establish and develop the customer's business. We deliver software solutions that give our customers significant business value. Our existing partners in EMEA say we are one of the best at it.

We aim to understand the roots of every business challenge and come up with solutions our customers really need. Sometimes it will result in something entirely different than solving the original problem.

What sets us apart is a balanced combination of understanding and responsiveness to our customers' needs, excellent technical skills, and the ability to deliver business value promptly.

SERVICES AND PRODUCTS

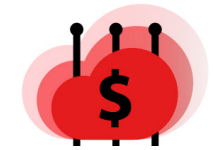
e-Justice & e-Cabinet

Net Group helps governments and organizations to develop their justice area to a new level by designing work processes that are transparent, efficient and customer friendly. For that we use an innovative approach, modern technologies and great design.



FinTech

Reconciliation is a headache since it requires hours of manual work. We help our clients with Financial Asset Management and Depository Banking, this will help our clients meet EU standards, automate monitoring, have a clear oversight, and saving them time and cost.



Digital Retail Business

Every business is an e-business. We know how to deliver 24/7 customer service portals, one-stop shopping environments, product information management and value added service development platforms for partners with a large customer base.



Telco e-Business

Telecoms are facing markets that are changing rapidly. New technologies and customer requirements are developing quickly. We help Telcos by designing new business models. We use advanced technologies in business process digitalization and customer experience areas.



Customers in Europe, Middle East and Africa have trusted us with their Digital Transformation.

CORE COMPETENCIES

Combining strategy, long-term business sector know-how with data-driven solutions, and innovative technologies, we are helping customers simplify and optimize complex processes for efficiency, sustainability and agility. We take full ownership of digital transformation from strategy to technology, thereby helping our customers tackle challenges and prepare for the future. Be it public or private sector, government, large businesses, healthcare, manufacturing and industry.

"In a technology-driven, increasingly competitive and unexpected environment, we are helping our customers around the world prepare for the future and tackle the challenges of today. Be it government, healthcare, large businesses, manufacturing or industry."



Priit Alamäe
Founder and CEO of Nortal.

Founded: 2000
Employees: 850

Want to know more?

info@nortal.com
www.nortal.com

Local offices:

Estonia, Finland, Sweden,
Germany, Lithuania, Serbia,
UAE, Oman, and the U.S.

BUSINESS OVERVIEW

Nortal has 20 years of experience in digitizing governments and healthcare institutions in the Nordics, Germany and the GCC region, as well as creating a competitive edge and agility for large businesses, industry and manufacturing companies in Germany and the U.S. Combining that with the unique experience of transforming Estonia into a digital leader, our vision is to build a seamless society, where all communications and transactions are effortless. Nortal doesn't merely deliver software — we are known for supporting successful structural reforms, focusing on the underlying impact. We operate in 10 countries and employ more than 850 specialists who carry out high-impact digital transformation projects across the globe.



Digital Healthcare

- In Germany, we support Optica and various stakeholders as they launch an ePrescription pilot project in Hessen.
- To help Lithuania bring its healthcare system up-to-date and pave the way for further digital development, Nortal created a centralized national health record system that serves as the foundation for the country's entire electronic healthcare ecosystem.
- We are building a modern enterprise ecosystem for a major healthcare provider in Finland.

Digital Government

- Together with Estonia's Social Insurance Board, Nortal propelled Estonia closer to a truly seamless society by launching the first proactive services in 2019 that do not require citizens to apply for benefits for which they are eligible.
- After going live with the Invest Easy one-stop-shop portal, Oman jumped 127 places in the Starting a Business category of the World Bank's Ease of Doing Business ranking.

Digital Factory & Supply Chain

- Using intelligent, integrated software that eliminates manual entry, streamlines operations and harnesses the power of IoT, Nortal is redesigning complex supply-chain and terminal management processes up to the point of delivery for a leading European oil company.
- Through Nortal's solution, John Deere Forestry has saved millions of euros, and their production efficiency has gone up more than 80%.
- Our scheduling system for Outokumpu increased their annual production capacity by enough steel to manufacture 129 cars.

Cloud & Commerce

- Nortal creates better services for tens of millions in the U.S. telecom sector, builds electronic identities, digitalizes healthcare systems to help hospitals offer better care and helps German pharmacists and patients save time and money.

We partner with governments and their stakeholders to transform their states to digital, shaping the national infrastructure and conceptualising trustworthiness. To successfully achieve the concept of a forward-looking digital country, our business model embraces the dimensions of:

- digital and electronic identity
- cyber security
- secure infrastructure
- data management.

CORE COMPETENCIES

- Digital/Electronic Identity
- Identity management
- Digital Signature
- Strategy development
- Cybersecurity
- Software development

CUSTOMER PORTFOLIO

Information System Authority of Republic of Estonia, SK ID Solutions, Gemalto, Ernst & Young, Nets Estonia, Trüb, eGovernance Academy, Office of Citizenship and Migration Affairs of Republic of Latvia, DVLA UK, SEB Bank, Demax, Deloitte

"By digitalisation we can spend more time on things that really matter whilst sustaining the trees in the forests where they belong. We are designing the future society for the next generations."



Walter Erik Kaidro
Chief Subject of Long Term Investments
Department of RaulWalter

Founded: 2008

Want to know more?

info@raulwalter.com
+372 445 1544
www.raulwalter.com

Local offices:

Estonia, Latvia,
Czechia, Mexico,
Nigeria, Philippines

BUSINESS OVERVIEW

The key for us to model a national digital ecosystems is based on a unique yet universal strategic formula of a trustworthy digital identity management system that is adjustable to any country. Specifically, our formula combines strategy, people and technology in the correct sequence and in a balanced manner to manage successful implementations with beneficial results.

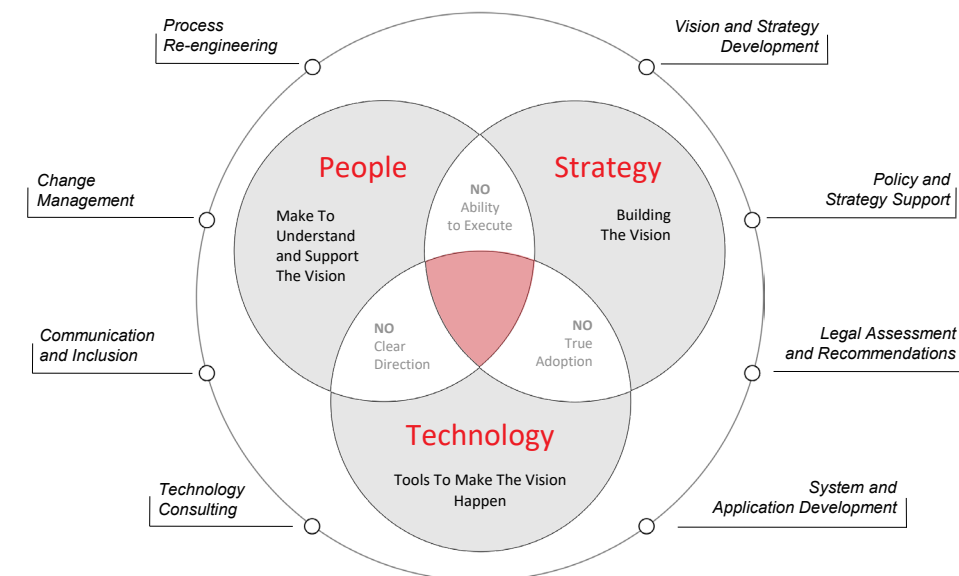
SOLUTION/SERVICES

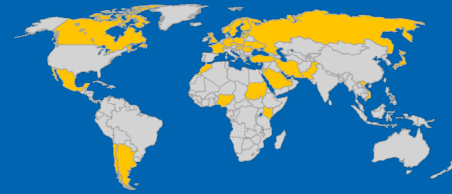
Fostering the desire for an information society way of living, our team favours contemporary approaches by rethinking traditional operating models that hinder governments from achieving the potential of e-governance, and combining digital technologies in an integrated, well-sequenced manner that can sustain agility, efficiency and precision.

RaulWalter ensures the desired combination of technical, strategic and legal expertise and operational knowledge to deliver coherent and functional solutions in the dimensions of digital and electronic identity, cyber security, secure infrastructure, data exchange and primary databases:

- vision and strategy development to define TO-BE reality. Explicitness, perceived usefulness, reachability, clarity and measurability of realisation are the keywords;

- legal assessment and drafting to create a supportive framework for implementing the vision;
- policy and strategy support to guide implementation processes;
- process re-engineering to define TO-BE processes;
- change management to translate TO-BE processes into organisational transformation;
- communication and inclusion to engage key stakeholders who are needed to deliver change;
- technology consulting to apply the proper tools for implementation;
- system and application development to design and deliver solutions that create a meaningful impact.
- cyber resilience and readiness building to safeguard digital society.





34 countries
25 mobile operators
350M subscribers

CORE COMPETENCIES

- Telco
- Smart cities
- Security & Public Safety
- Road Asset Management
- Tourism
- Transport

AWARDS AND RECOGNITIONS

- GSMA's Global Mobile Award in Best Technology category 2014
- Most Employee and Family Friendly Company 2011

CUSTOMER PORTFOLIO

- Ericsson
- Google
- European Space Agency
- O2
- MTN
- Etisalat
- Mobily
- América Móvil
- Orange
- etc.

Founded: 1990
 Employees: 70

Want to know more?

reach-u@reach-u.com
 +372 738 7300
 www.reach-u.com

BUSINESS OVERVIEW

Reach-U combines the experience in digital cartography, GIS solutions, data analytics and agile, ISO-certified software development. We provide our clients with complete services starting from policy definition until the solution delivery based on our global experience.

SOLUTIONS/SERVICES

Telecoms

Our solutions improve customer experience and service assurance, implement customer need-based marketing and enable new revenue streams through monetization.

Tourism

Attracting, guiding and understanding tourists' behaviour by offering them a unique experience, collecting real-time statistics and earning additional revenues.

Smart Cities

Smart Cities need smart decisions! Reach-U analytical tools provide accurate and real-time information for public transport, traffic management and urban space planning.

Security & Public Safety

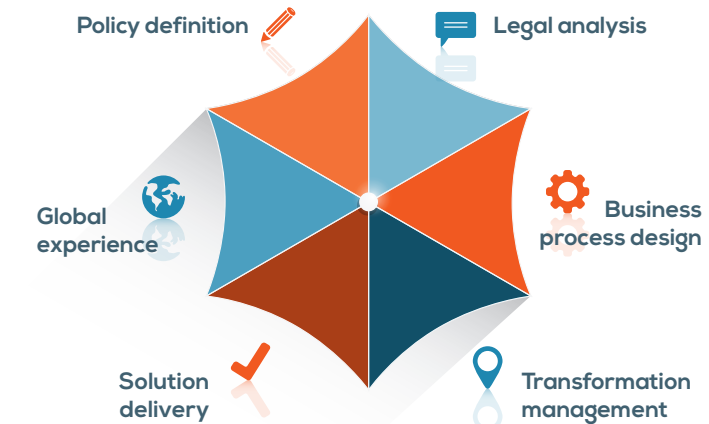
Reach-U security solutions' portfolio helps to prevent crime and increases public safety making the country more attractive for tourists and investors.

Road Asset Management

Save time and money by observing road conditions, performing measurements and estimating budget without leaving the office.

Location Intelligence

Our award-winning analytical tools enable users to fight poverty, rise the quality of education, reduce inequality, and increase the sustainability of the overall socio-economic development.



AWARDS AND CERTIFICATES

- Transport Ticketing Global Awards. Best Smart Ticketing Programme 2017 - Sörmlandstrafiken and Ridango.
- Transport Ticketing Passenger Information Global Awards. Best Customer Serving Operator 2016 - Tallinna Transport Department and Ridango.
- ISO 9001:2015, ISO 14001:2015, ISO 27001:2013 certificates
PCI DSS (Payment Card Industry Data Security Standard) v. 3.2.1 certificate.

SOLUTIONS

- Contactless payments
- Real-time information
- Mobile ticketing
- Account-based ticketing

Want to know more?

info@ridango.com
+372 682 5754
www.ridango.com

BUSINESS OVERVIEW



Ridango is an internationally recognized technology company with focus on public transport ticketing and payment systems. We run ticketing projects on end-to-end basis, meaning that we provide both hardware and software, but also handle installations, trainings and later operations during the whole contract period.

SOLUTIONS

Ridango offers complete solutions, including hardware, like self-service validators, driver units, POS and inspection devices, but also full account-based ticketing back-end, mobile ticketing applications and customer web portals.

The solution is fully modular and supports different fare media, such as various types of travel cards, contactless Visa and Mastercard bank cards, QR codes, mobile and paper tickets. The system also features multiple API's for third party integrations, like analysis and business intelligence tools or MaaS operators.

Ridango's customer-oriented tools are designed to cope with evolving challenges in technology and travelers' habits. Our smart, simple and efficient solutions improve the travel experience for passengers and work seamlessly for transit operators and authorities.

MARKETS

Ridango has a strong presence on the domestic market, but is also rapidly expanding in Nordic countries. In addition to Scandinavia and Greenland the company has presence in Lithuania and Ukraine.

More than 7 000 vehicles have been equipped with Ridango's account-based ticketing (ABT) systems.

Domestic references include Tallinn and surrounding county, where a modern ABT system with contactless bankcard payment has been rolled-out, comprising over 2 100 self-service validators and covering nearly 800 buses, trams and trolleybuses.

Other references include the capital of Ukraine — Kyiv, but also Swedish regions Skåne, Sörmland, Västmanland and many others.



Account-based ticketing



Mobile ticketing



Contactless payments



Real-time information

SK ID Solutions

CORE COMPETENCIES

- e-identity solutions
- secure PKI-based authentication and signature solutions
- Qualified Trust Service Provider with services trusted by the EU member states

CUSTOMER PORTFOLIO

- over 18 years of experience in strong authentication solutions
- eIDAS, PSD2 and GDPR compliant services
- over 100 mln transactions a month
- over 1000 business clients in the private and public sector (incl. finance, health, energy, education, telecoms, etc.)

INTERNATIONAL CUSTOMER BASE IN

- Estonia, Latvia, Lithuania
- Finland, Iceland, Norway, Sweden
- Austria, Belgium, France, Malta, Poland, UK, Luxembourg
- Singapore

Banks

- Swedbank Group
- SEB Group
- Luminor Bank
- Šiaulių Bankas
- Medicinos Bankas
- Citadele Bank

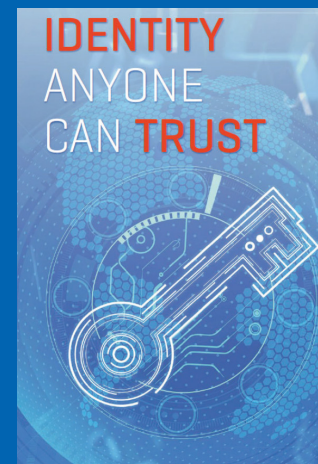
Telecom operators

- Telia Company
- Elisa
- Tele2
- Bite

Founded: 2001
Employees: 50+

Want to know more?

sales@skidsolutions.eu
Estonia +372 610 1880
Latvia +371 2612 7964
Lithuania +370 5245 6897
www.skidsolutions.eu



BUSINESS OVERVIEW



SK specializes in international e-identity solutions. Our vision is to be No. 1 trusted e-identity provider in the EU. Our strong authentication solutions enable users to securely use e-services and give legally binding qualified electronic signatures.

We partner with the Estonian state in issuing certificates for national identity documents and maintaining the infrastructure necessary for using different digital identities. With offices in Estonia, Latvia, and Lithuania, we provide services more than **1000** businesses and over **3 million** end-users in the Baltics.

SK earned the title of Innovator of the Year for their notably successful development of Smart-ID at the "Entrepreneurship Competition 2019".

BENEFITS OF USING OUR SERVICES INCLUDE:

- qualified services
- strong customer authentication
- e-signatures accepted all over the EU
- high level of security
- transparency
- non-repudiation of data and documents

SERVICES AND PRODUCTS

Smart-ID

Fast-growing and award-winning mobile app-based cross-border eID solution. Used by over 443% of the Baltic population, which is more than 2.6 million end users. It provides a high level of assurance and Qualified Electronic Signatures for e-services.

This internationally recognized secure and convenient eID is trusted by TOP3 Baltic banks and has been chosen as the primary method for secure authentication by many others. Read more: smart-id.com

Time-Stamping Service

Our qualified Time-Stamping Service ensures the existence of specific data at a certain point of time. It is, therefore, widely used in electronic signing, archiving documents and in technical solutions marking log entries. The Time-Stamping Service uses PKI and trusted time sources to provide secure and reliable information which is compatible with international standards (RFC 3161). SK issues millions of time stamps a month to customers all over the world.



eIDAS, PSD2, GDPR
compliant services

e-Seal

The e-Seal substitutes the physical seal with an electronic one. It ensures the integrity and origin of documents in your organization. SK was the first in the EU to issue a qualified e-Seal.

The e-Seal can be used in banking for confirming payment orders and proving payment transactions, in healthcare for confirming analyses and medical history, and by state and local authorities for exchanging data on different state levels.

Mobile-ID

SIM card-based personal identification solution for mobile devices. Enables authentication in e-services and e-signatures equal to hand-written ones. Based on proven PKI technology.

Tachograph

Our reliable PKI-based infrastructure and certification service for tachograph cards meets the highest security requirements. New Tacho3 software supports both Digital and Smart Tachograph solutions mandatory in the EU.

Tallinn University of Technology

Tallinn University of Technology (TalTech), the only technological university in Estonia, is **the core of Estonian engineering and technology education**.

Here the synergy between different fields (ICT, technology, natural and social sciences) is created and new ideas are born.

CORE COMPETENCIES

- Programming and spoken human language technology
- Signal processing
- Biorobotics
- Biomedical technology
- Cyber security and digital forensics
- E-governance
- Information systems analysis
- Dependability and security of software, hardware and systems
- AI and data science
- Blockchain technologies

TALTECH'S CURRENT FOCUS IS ON

- **Security and safety:** cyber security, trustworthy software, reliable communication
- **Digital transformation of the society:** e-governance, health and language technologies
- **Smart environments:** 5G, IoT, robotics, intelligent electronic systems

Want to know more?

Gert Jervan
Dean of the School of IT
gert.jervan@taltech.ee

Sirli Kasepuu
Business Development Coordinator
sirli.kasepuu@taltech.ee

+372 620 2270
www.taltech.ee

BUSINESS OVERVIEW

TalTech is driven by internationalization, entrepreneurship and innovation. With over 10,000 students and 1847 academic staff members, TalTech is an internationally recognized research university and a promoter of economic development and innovation in Estonia and globally. The University's approximately 70,000 alumni have shaped the economic landscape of present-day Estonia.

RESEARCH AND INNOVATION

Smart City environment

Smart City is an environment that combines different technologies into one large IoT ecosystem. All such technologies together in Smart City make our environment safer and cleaner. Our campus has initiated such opportunities to use the university campus for developing a smart environment through different scenarios of how sensors, devices and communication technologies could be integrated into the Smart City concept. For example, these include how last-mile autonomous vehicles interact with humans, how vehicles "talk" to each other and with the infrastructure, etc. The evolving smart TalTech campus will include autonomous vehicles (drones, buses, cars), robots, intelligent security systems, intelligent street lights or crossings. The data collected by intelligent electronics and sensor networks can be utilized for traffic management, monitoring of air pollution and noise level, optimization of street lighting power consumption, etc. TalTech's ICT research groups have analyzed how wearable robots can assist or substitute human motor function or how underwater robots could track oil spills in the ocean. We are also involved in R&D regarding energy-efficient wearable sensors for healthcare and lifestyle applications and robot companions of the future.

Digital Health

TalTech Digital Health is a combination of a digital health research center and interactive Master's curriculum covering all needs for successful health systems' digitalization. The team at TalTech knows how to implement digital society principles in the health sector in order to improve access, quality and efficiency of health care services.

Language technologies

The Laboratory of Language Technology focuses on the following topics: speech recognition and speaker recognition, language and accent identification, speech corpora, phonetics and various subtopics in natural language processing. The Laboratory is also making speech technology more accessible to the general public, by creating end-user-oriented speech recognition applications and packaging speech-recognition-related software components in a more accessible form.



E-Governance and AI solutions

Artificial Intelligence is being offered up as one potential solution to take advantage of our increasingly connected world to not only solve the problems of today, but also those of tomorrow. The scientists and researchers at the school are directly involved in helping develop Artificial Intelligence solutions, such as self-driving buses, smart elevators, and participation in many other computer vision and artificial intelligence projects. At the same time, it is also known that governments and businesses around the world need not only the availability of these solutions, but also the knowledge of how to integrate them into their day-to-day operations. Thus, the School of IT at Tallinn University of Technology has launched their own initiative, the Government Technology and AI Lab (GovAiLab), that focuses on assisting public sector agencies in better understanding how to integrate AI and technological solutions in a way that allows them to create higher levels of public value for their citizens, while, at the same time, improving their effectiveness as public servants.

Cyber security

Our aim is to work towards enhancing the competence and ability of the Estonian computer security field through education, research and development. With researchers and experts in cryptography, network security, digital forensics, risk management, incident handling, operations, legal aspects, human aspects, strategy/policy aspects, and other fields, the multidisciplinary research group today explores cyber security very broadly. This approach enables us to engage in high-level collaboration with both the public sector and private companies.

5G

5G network is a next generation trend in wireless communication. Our campus wide 5G network area and testbed provides opportunities for low latency, high speed, stationary and mobile devices (including connectivity with drones). For any kind of low data rate and long lifetime data loggers and meters, we have free access area to LoRa network and NB-IoT test network.

Technopolis Ülemiste

CORE COMPETENCIES

Workspace that adapts

- Offices
- Co-working Solutions
- Special Spaces

Workplace that offers

- Reception
- Internet & Work Support
- Parking & Connections
- Security
- Cleaning & Maintenance
- Workplace Design

OPPORTUNITIES

Working life that cares for you

- Restaurants and Cafes, Coffee Shop
- Wellness Services
- Personal Services

Community that gives back

- Events
- Promotion
- B2B Services
- Fun

Founded: 2010

Employees: 22

Want to know more?

tallinn@technopolis.ee

+372 610 1109

www.technopolis.ee/en

AWARDS/CERTIFICATES

- Baltic Prix d'Excellence 2016 "Green Master"
- Development Project 2015
- The Most Competitive Real Estate Enterprise 2015
- Development Project 2013
- Cooperation Project 2012, ICT Export Cluster
- Real Estate Guru 2010
- Development Project 2009
- Business Project of the Year 2008

CUSTOMER PORTFOLIO

- Nortal
- Helmes
- Playtech
- Roche
- Kühne + Nagel
- GlaxoSmithKline
- Bayer
- If
- Ramirent Shared Services

BUSINESS OVERVIEW

Technopolis Ülemiste AS is the leading developer of Ülemiste City, the largest Smart City in the Baltics and the biggest privately owned business campus in Northern Europe. We offer an outstanding environment for ambitious talents and scaling businesses.

Ülemiste City is in a prime location with Tallinn Airport and the future Rail Baltica main railway hub only a short walk away. The campus can be accessed via public transport routes from all the districts of Tallinn, with the city centre and harbour a mere 10-minute drive away.

Ülemiste City's 36-hectare former factory area development began in 2005, and today ca. 140,000 m² of modern office premises has been accomplished. As of 2020 over 400 enterprises with more than 12,000 employees operate at Ülemiste City.

Among these are IT companies, start-ups, and development and shared services centres. By 2025, Ülemiste City will have grown to 20,000 residents, who work, live and study here every day, round the clock.

A third of Ülemiste City campus has been developed by Technopolis Ülemiste AS, which is 51% owned by private equity company Kildare Nordic Acquisitions. The remaining two-thirds of the development is being undertaken by Mainor Ülemiste AS, that also owns 49% of Technopolis Ülemiste AS.



The largest knowledge-based economic environment in the Baltic countries.





AS Telia Eesti was established in 1993.
Today, Telia Eesti is the largest and most experienced
IT and telecommunications company in Estonia.

CORE COMPETENCIES

- Developing, operating and managing Telecom and IT services on a nationwide basis.

OPPORTUNITIES

- Strategic Partnerships
- Custom Development
- Consulting & Training
- IT Outsourcing

Want to know more?

info@telia.ee
+372 639 7130
www.telia.ee

BUSINESS OVERVIEW



Telia Eesti provides carefully tailored data communications, phone and IT services to over 33,000 companies and organizations in Estonia. By combining broadband Internet and voice services with mobile solutions, Telia Eesti is able to provide a flexible and versatile service that creates a unique added value on the Estonian market. Telia Eesti is part of Telia Company, which operates in six countries.

KEY PRODUCTS AND SERVICES

Telia Eesti offers a wide range of integrated mobile, broadband, TV, and IT solutions, as well as valuable content to both residential and business customers under the brand name Telia.

In addition to traditional voice and messaging services, Telia provides mobile data services, solutions for keeping costs under control, entertainment services, and much more besides. Telia's services make daily life more convenient, easy, and secure.

Telia's 4G network covers the whole of Estonia and provides the fastest stable mobile data speed. Telia's 4G network's maximum capacity enables data speeds of up to 1.2 Gbps for download and 120 Mbps for upload.

Telia's product and service packages include cutting-edge offerings: IT infrastructure solutions and support services, backup and firewall solutions, smart IPTV solutions (including digital content recording, VOD movie services, over-the-top content delivery, and many others), internet services with highly reliable security and virus protection, mobile and VoIP service solutions, up to 1 Gbps broadband, and video conferencing via PC or TV. Telia's NB-IoT (narrow-band internet of things) network covers the whole country and the company is a forerunner in developing 5G mobile technology in Estonia.

Mobile Convenience Services — Telia has built and participated in the development of many services that unlock smartphones' true potential, including parking, digital signing, voting, and shopping. Telia delivers a full range of mobile solutions: Mobile ID, Twin SIM, e-SIM, VoLTE, VoWiFi, mParking, ID Ticket,

mobile conferences, mTasku mobile payments, e-commerce payments, residential and business customer contracts (phone numbers) on one SIM card, along with many other services.

Telematics Solutions — The m-Link service enables users to operate various controlled access systems such as gates, turnpikes, doors, etc., by using mobile phones as a universal key that replaces remote controls, magnetic cards and keypads. Telia also offers various monitoring and monetization services for these solutions. We also have a full set of telematics services for your home, car or boat. Additionally, we have telematics and payment solutions to operate mobile-controlled closed parking areas, automated rental car services, etc., with end-to-end services including end-user self-service portal with administration tools.

Broadband — Telia operates a country-wide telecommunications network in Estonia, and provides broadband and data communications services and related value-added services and equipment. The majority of all Estonian businesses use Telia's Internet service. The entire territory of Estonia is covered through a combination of fixed and Wi-Fi network.

Managed IT Services — Telia provides IT services, including systems integration and infrastructure solutions, data communications and networking, virtualization, cyber security solutions, cloud computing solutions, data center solutions, systems management and maintenance, as well as computer services and support for end users.

CORE COMPETENCIES

- E-government and X-road
- End-to-end banking, credit, leasing and payment solutions
- Baltic banking ecosystem
- Manufacturing automation
- Retail & Logistics digitalization
- Real-Time Economy (RTE)
- Internet of Business (IoB)
- E-Invoicing and data exchange services
- Oracle ERP and Budgeting
- Enterprise Intelligence and Data Analytics
- Infrastructure and Application Management
- End-user services

AWARDS AND CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015
- IBM Partner
- Oracle Partner
- Temenos Partner

CUSTOMER PORTFOLIO

- Ministry of Social Affairs
- Ministry of Education and Research
- Ministry of Economic Affairs and Communications
- Estonian Energy
- Leading Nordic banks
- Estonian Lottery
- PZU
- Tallink
- Private Forest Centre
- Coop
- HY-Tech Comp, etc.

Founded: 1994
Employees: 300+

Want to know more?

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www.tieto.ee

BUSINESS OVERVIEW



TietoEVERY creates digital advantage for businesses and society. We are a leading digital services and software company with local presence and global capabilities. Our Nordic values and heritage steer our success. Headquartered in Finland, TietoEVERY employs around 24 000 experts globally. The company serves thousands of enterprise and public sector customers in more than 90 countries. TietoEVERY's annual turnover is approximately EUR 3 billion and its shares are listed on the NASDAQ in Helsinki and Stockholm as well as on the Oslo Børs.

TietoEVERY's focus industries are: the public sector, financial services, healthcare & welfare, logistics, manufacturing and retail, energy utilities and telecommunications. In 2018, we were nominated as a Global 100 Tech Leader by Thomson Reuters as a result of our solid, long-term commitment to drive innovation, performance and social responsibility.

DIGITAL EXPERIENCE

We support our customers through their digital transformation journey, helping them to drive efficiencies, design innovative services and invent new business models. In order to achieve our business goals, we are ready to put all our resources — professional and responsible team, in-depth knowledge of business processes and TietoEVERY's international competencies into work. We have been implementing information systems for streamlining and optimizing business processes in Estonia for 25 years. Based on our customer experience, we focus on a service-based approach, creating innovation and value for our customers through digitalization, change management and data-driven technology; service and experience design, business and data analysis, customized software development, implementation and integration with third-party software.

MANUFACTURING INDUSTRY SERVICES

TietoEVERY creates value for the manufacturing industry. Our production management system (MES) combined with the advanced planning and scheduling (APS) tools and ERP interface creates a complete data-driven and real-time management environment. We continuously develop production management solutions and provide to our customers the best management system based on modern technology.

HYBRID INFRA SERVICES

Our Infrastructure Services offer a digital foundation to integrate the private and public cloud with legacy

systems, complementing, optimizing and modernizing the infrastructure for better productivity and cost efficiency. Services include system integration, cloud solutions, hosting and application management with predictive analytics and maintenance. Our specialists have deep X-Road and national Digi-ID competences. Our services allow customers to concentrate on their main business. We are able to serve customers end-to-end at any point in Estonia.

FINANCIAL SERVICES

As the Nordic market leader, we are at the forefront of revolutionizing financial services, creating game-changing digital solutions that benefit people, business and society. Our EasyFS solution provides a solid foundation for your entire core banking needs, including compliance, IT and operations. As a modular system, you only choose the options you need, providing a low-cost, fast and efficient entry for banking operations, while enabling flexible growth as your business changes.

E-INVOICING AND E-TRADE SERVICES (TIETO BIX)

TietoEVERY e-invoicing high-capacity service ensures wide and global coverage for sending and receiving e-invoices. You will receive a secure cloud service that removes the need for licences or on-site hardware. E-trade services help to digitalize your orders, delivery information, warehouse management as well as consumption and delivery forecasts to make business interactions seamless.