Estonian ICT Cluster

The Estonian ICT Cluster is the gateway to Estonian ICT competence. Our partners are experienced in implementing ideas according to the needs of a specific field, or even an entire country. The following pages provide a brief introduction to the companies behind of the e-Estonia success story.
all over the world

128 countries

yes, there are some in here as well
Estonian ICT cluster
– your gateway to the e-Estonia powerhouse

We help countries and organizations achieve world-class digital societies.

Our ability to simultaneously improve policy, organizational processes, and technology sets us apart.

Estonian IT companies operate on a one-stop shop logic, offering strategy consulting, change management, and IT development for creating working e-solutions.

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

References

• **Invest Easy in Oman** — 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. Improving client satisfaction — your web store or e-service functions seamlessly and logically.

• **E-system for federal budget management in Nigeria**
  We built a system for the government of Nigeria to manage their federal budget and human resources, saving the government 2.5 billion USD in 2014 alone — saving money — before an extensive web development we create a prototype that helps find the solution’s weaknesses.

• **Efficient e-Governance in Estonia**
  Estonia is a foremost digital society. All services in our country are just a click away — voting for your representatives in parliament or signing contracts with your business partners.
in Estonia

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

- Over 95% of citizens have a digital ID, including digital signature, enabling the use of e-services.
- 99% of medical prescriptions are issued electronically.
- 32% of votes in the Municipal council election in 2017 were cast over the Internet.
- Over 95% of bank transactions are done online.
- You can register a company online in minutes.
- Digital signatures alone save 5 days in a year for every working person.
- Seamlessly working e-services allow us to spend our time more reasonably instead of waiting in line or mailing hand-signed documents.
Some of the fields we cover

- **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-estoniax.com](http://www.e-estoniax.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](http://www.itl.com/industry)

- **Intelligent Transport Systems (ITS)** — cooperation network that covers a wide range of advanced applications and innovative services that help users get the most out of their transport infrastructure.
  Read more: [www.its-estonia.com](http://www.its-estonia.com)

What we can do for you:

- provide political and legal drafting consultation
- help with capacity building
- support change management
- technology implementation
- make any device a smart device

The Estonian ICT cluster is a collaboration platform for enterprises, created to boost the development of new products and solutions and foster their export to the international market.

Cluster partners are companies that have developed smart products and created many of Estonia’s world-recognized ICT solutions. Our partners’ bywords include efficiency, creativity, and can-do attitude. For them, the word ‘impossible’ simply does not compute.

More info and contacts:
[www.itl.ee/cluster](http://www.itl.ee/cluster)
[www.e-estoniax.com](http://www.e-estoniax.com)

The e-Estonian ICT Cluster project is co-financed by the European Union through the European Regional Development Fund.
Aktors

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

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

Founded: 2006
Employees: 75

Want to know more?
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www.aktors.ee
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.


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.
Baltic Computer Systems (BCS)
BCS Koolitus

CORE COMPETENCIES:
• ICT infrastructure solutions and support
• ICT training and consulting
• IT maintenance and general service desk
• Projects related to IT development and IT education
• Software development on SharePoint platform
• Cybersecurity solutions incl F-Secure official support center in Estonia
• Audits, analysis and consulting focussing on business solutions and IT integration

OPPORTUNITIES:
• Long-term partnerships
• IT Outsourcing
• Consortiums, subcontracting
• Learning courses and training programmes

CERTIFICATES:
BCS holds ISO 9001:2008 quality management certificate and our service desk services are based on ITIL/ISO 20000.

Want to know more?

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+372 680 6888
www.bcs.ee
www.bcskoolitus.ee
**BUSINESS OVERVIEW:**

**Baltic Computer Systems** has operated on the IT market in Estonia from 1989. We are one of the oldest information technology enterprises in the region who, on the one hand, has been impacted by intense and mutually educational cooperation with our customers and collaboration partners and from another hand continuous rapid development of information technology. BCS concentrates on IT infrastructure solutions. **Baltic Computer Systems (BCS)** has established one sub-company (100% possessed by BCS) who proceed time-proof IT business of BCS and to whom pass all present businesses and responsibilities of BCS.

**BCS Koolitus** is the oldest and biggest ICT training and consulting company in Estonia. BCS Koolitus offers training and consulting services to ICT users, ICT specialists and business managers since 1993. BCS Koolitus provides a full training process, from the assessment of training needs, to the coordination of personnel ICT skills development. The selection of services is varied: different up-skill training sessions, consultations, certifications, seminars and events related to ICT development, implementation and usage. Our mission is to be a long-term partner to our clients through seminars, consultations, training sessions and certifications to put ICT into effective use for the business.

Baltic Computer Systems AS currently has 100 contractual clients, for whom we provide different kinds of IT maintenance and development on approximately 450 servers and 4500 workstations.
BCS Itera

CORE COMPETENCIES:
Our expertise in ERP solutions field are largely divided into four. We are recognized by our customers for mainly the solutions we have delivered in:
• retail & wholesale
• distribution & warehousing
• professional services
• utilities
• 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
• Premia Foods
• Ramirent
• Rahva Raamat
• Klick
• Logistika Pluss
• United Motors
• Ehituse ABC
• Liviko
• R-Kiosk
• Tridens
• HKScan
• Lincona
• Tallinna Ülikool
• Tallinna Küte
• ELL Real Estate
• Elisa
• Hansab Group
• Assa Abloy
• Transferwise

Want to know more?
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www.itera.ee
WHAT WE DO?
We consult and deliver Enterprise Resource Planning (ERP) and Business Intelligence (BI) solutions which create competitive advantages.

We respect and honour the trust given to us from our customers and we deliver changes, innovation and new business processes to achieve the maximum effect of ERP implementation. We have customers all the Baltics and Eastern Europe.

For us, it is a matter of honor to deliver solutions which enable our customers to be the most competitive companies in their field. In close co-operation with our clients, we are determined to give our maximum effort.

We are deeply grateful for approximately 350 enterprises all over Europe and for over 4500 Microsoft Dynamics NAV users who have chosen us to be their trustworthy partner.

BCS Itera is a leading ERP solutions company in Estonia and in Baltics. Many companies, who are recognized in Äripäev (Daily Business) TOP, are our long-term partners and customers, including Olympic | OEG, Elering, Transferwise, Enterprise Estonia, and many more.

WHAT DO WE DREAM ABOUT?
We place all our efforts into being the most influential and the fastest growing ERP solutions and consultancy partner for our partners in business software market. In other words, our ambition is to be the smartest, the fastest and 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 teammate.

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

Commitment — we are passionate 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 at www.itera.ee.
CORE COMPETENCES:
• IT and business consulting
• Java / J2EE (Eclipse, Spring, Hibernate, zKoss, ADF,...)
• Oracle development (PL/SQL, Forms, Reports, Apex, OWB ...)
• .NET (C#, Visual Studio, Silverlight, WCF, WPF, ...)
• C / C++
• Oracle Utilities (CC&B, CCS)
• MS Dynamics Axapta (3.0 ... 2012 )
• IM / AM / Support services (ITIL)
• Testing (test management, performance testing, test automation)
• GIS (ESRI, Open Layers, uDig, ...)

• Content management (Oracle WebCenter)
• Web applications (PHP, Ruby on Rails, Perl, ...)
• Liferay (portals)
• Security (Secure design, Access/Identity management, P-testing)
• Identity Management (Oracle OAM, IBM ITIM)
• UX (usability audit, system and graphic design, usability testing)

CUSTOMERS:
CGI Group has more than 5,000 end-to-end service clients and 25,000 IP and Business Process service clients worldwide.

CGI Estonia’s main clients are:
• Ergo Insurance
• Estonian Ministry of Finance
• Estonian Ministry of the Interior
• Estonian Ministry of Justice
• European Space Agency
• Estonian Defence Forces
• Telia
• Eesti Energia (Estonian Energy)
• Eesti Gaas (Estonian Gas)
• Npower
• Neste

Founded: 1993
Employees: 220 in Estonia

Want to know more?
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+372 664 9100
www.cgi.ee
BUSINESS OVERVIEW:

CGI, one the largest IT and business process services providers in the world, is at the forefront of this change, serving as a leading IT services partner and expert of choice to support our clients’ journeys. CGI employs 68,000 people in 40 countries. In Estonia, the company has two offices — one in Tallinn and one in Tartu — in which it employs 220 dedicated professionals. CGI has been operating in Estonian IT market for more than 20 years.

CGI offers high-end business and IT consulting to develop a digital strategy to build companies’ roadmap and systems integration to connect legacy assets with digital business and operating models. Transformational outsourcing helps clients improve both how they run and change their organizations. Intellectual property through CGI’s 150+ business solutions serve as digital business accelerators.

EXAMPLES OF OUR PROJECTS IN ESTONIA

SPACE
Galileo — developing software for the European satellite navigation system.

PUBLIC SECTOR
GIS-112 — a new tool for the Estonian Emergency Response Centre that determines the location of a person calling 112 and displays medical rescue and medical teams on a digital map closest to a caller.

TÖR — The Estonian Employment Register helps the Estonian Tax and Customs Board detect illegal labour and increase tax collection.

TAKS — system has enabled Estonian Agricultural Registers and Information to move the grant submittal process online, where 70% of subsidy applications are now submitted. This already has saved ARIB tens of thousands of working hours, allowing more time to focus on complex measures and eliminating the mistakes associated with manual processing.

SATIKAS — an automated information system for mowing detection. The system will apply Copernicus Sentinel satellite data for mowing detection. As a result of the project: the quality of the mowing requirement validation process will be automatic and so will be the sanctions process.

TELECOMMUNICATIONS
Billing solutions — we have developed billing solutions to leading Nordic telecommunications companies.

ENERGY SERVICES AND PUBLIC UTILITIES
We have developed software for a leading UK energy company for making forecasts of future electricity, gas and power consumption.

ACHIEVEMENTS
• CGI Estonia’s systems are used to process applications for agricultural support to a total value of more than 100 million euros.
• CGI Estonia’s software developers contributed to the launch of the first Estonian satellite, ESTCube-1.
• The Estonian Employment Register has helped to collect an additional 10 million euros in tax revenue in just one year.
• It forms part of CGI’s mission to support Estonia’s progress as an e-state: we are determined to introduce Estonia’s IT solutions and share our know-how internationally.
Columbus

CORE COMPETENCIES:
Delivering truly flexible and future-safe business applications for the following industries:
• Food
• Retail
• Manufacturing

OPPORTUNITIES:
• Business Consultancy
• Strategic Partnerships
• Custom Development
• Licensing
• System Consultancy

CUSTOMER PORTFOLIO:
• Tallink
• Smarten Logistics
• Valio
• Wendre
• Saint Gobain Glass
• State Forest Management Centre

CORE SOLUTIONS:
• Microsoft Dynamics 365
• Microsoft Dynamics AX
• Microsoft Dynamics NAV
• Microsoft Dynamics CRM
• Microsoft Power BI
• Digital Innovation Program i-Enterprise
• Columbus RapidValue
• Columbus Payroll and HRM
• Columbus e-State
• Columbus Bank Gateway
• Columbus Webstore
• Columbus MCR (Multi Channel Retail)
• Columbus Mobility
• Columbus Food and Beverage
• Columbus Integration Solutions

Founded: 1997
Employees: 64

Want to know more?
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+372 606 2600
www.columbusglobal.ee
BUSINESS OVERVIEW:

Columbus delivers business consultancy and technology solutions with a strong focus on the manufacturing, food and retail industries. Columbus helps you realize the full value of digital transformation to ensure a strong return on your technology spending. Columbus fills a key gap in the market between the expensive Enterprise vendors and the small product focused commodity vendors.

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 1200 professionals in nine countries with more than 3600 customers and 8000 implementations.

SERVICES/PRODUCTS:
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. ERP, business intelligence and consultancy, sales and services digitalization are just a few solutions in our portfolio.

Columbus has built standard industry-specific best practice processes and workflows directly into their solutions. Use of proven processes and industry unique solution sets ensures a faster and less expensive implementation, with more predictable results.

Awards/Certificates:
- Microsoft Global Partner of The Year
- Microsoft Retail Partner of the Year Microsoft
- Distribution Partner of the Year
- Microsoft Customer Excellence Award
CORE COMPETENCIES:
Combining health care and social security counselling services with relevant ICT solutions, services and products. Project development for finding possible financing solutions.

OPPORTUNITIES:
• Strategic partnerships
• Consultation
• Consortiums
• Procurement
• Project development

Want to know more?
info@consultingsoftware.ee
www.consultingsoftware.ee
BUSINESS OVERVIEW:

Consulting Software provides expertise and know-how of developing and providing a combination of health care and social security counselling services with relevant ICT solutions, services and products. We have developed respective solutions for relevant Estonian government-financed service providers and consulted similar clients abroad (Russia, Moldova, Macedonia, and Byelorussia).

The excellent know-how in health care and social security counselling combined with project development capacities have enabled us to be more than “just another” ICT company. We see a wider picture in the areas concerned and are able to put forward novel ideas, using ICT as means to achieve the end.

CUSTOMER PORTFOLIO

• Estonian Primary Health Care Helpline 1220
• Estonian Children Helpline 116 111
• Estonian Missing Children Helpline 116 000
• Kolpino and Pskov district health care administrations (Russia)
• Moldovan National Health Insurance Company
• Macedonian Health Insurance Fund
• Gomel University (Byelorussia)
CORE COMPETENCIES:
Cybernetica develops and implements mission critical systems, focusing on information security, e-Government, maritime security, wide area radio communication and surveillance systems.

- UXP™ interoperability ecosystem for secure data exchange
- Sharemind™ for performing data analysis on encrypted data
- Smart-ID verifiable 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 AND RECOGNITION:
- 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

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

Founded: 1997
Employees: 130

Want to know more?
info@cyber.ee
+372 639 7991
www.cyber.ee
Cybernetica is a R&D-intensive ICT company that researches, develops and manufactures information security systems, 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 in the world with main export partners being Indonesia, UK, USA and others.

**INFORMATION SECURITY TECHNOLOGY**

**Interoperability ecosystems:**
The X-Road was initiated by the Estonian government in the 1990’s to enable secure data exchange between governmental organisations. The first version was developed by Cybernetica and launched in 2001. Currently, Cybernetica exports its world-renowned UXP technology (core tech for Estonian X-Road) across the world.

**Other e-Government solutions:**
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).

**SURVEILLANCE AND COMMUNICATION SYSTEMS**

Cybernetica develops, manufactures and integrates surveillance and communication systems all over the world. Cybernetica’s wide area radio communication systems are used in more than 60 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:**

**Integrated Surveillance Systems:**
State-of-the art radar and sensor systems for border surveillance solutions, avionics and remote tower solutions, radio surveillance technology.
CORE COMPETENCES:
- Cloud and responsive browser based software
- Geospatial services
- Planning, Permitting and Inspections
- Statistics, Big Data, Integration
- Situational Awareness

BUSINESS MODELS:
- Software licensing SaaS
- Time-based service
- Strategic partnership
- Custom projects

AWARDS AND CERTIFICATES:
- 2016, 2015 Platforms of the United States Digital Counties Award Winner
- 2015 Quality Innovation of the year in Estonian public sector category, developer
- 2010 ESLIS platform most advanced among 21 GIS portals in Europe
- NATO - AQAP 2110 standard
- ISO 9001:2015
- Microsoft and Oracle Partner

Founded: 1990
Employees: 90+

Want to know more?
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www.datel.eu
BUSINESS OVERVIEW:

Active on three continents, the Datel Group empowers smart communities from the United States to Asia. Implementing brilliant ideas from the very narrow to those of an entire nation, find your story with us.

SERVICE/PRODUCT AREAS

**Address Enforcement** Your address data will always be up to date and trustworthy

**Site Promotion** (Combining official statistics and information with user-created content to build reliable and trusted web-presence)

**Law enforcement and Security** (Helping you to improve the quality of public services: e.g. faster permits and inspections, response time of police, rescue, and ambulance services, etc.)

**E-Cadaster** (e-Cadaster — the best e-tool for up-to-date overviews of land data). Our holistic approach covers everything from border points and ownership up to land use planning and taxation.

**E-Planning** (Creating transparent planning process, prevention of conflicts between public and private interests, etc.)

**Disaster Prevention** (Helping you to be more effective in daily management and crisis response)

WHAT ARE WE INCLINED TOWARDS

**Quick deliveries** — by combining agile process, virtual teamwork and cloud hosting, we provide our customers with working prototypes extremely promptly — often in just few weeks. So our customer is able to validate our approach in early stages of the project and working together on “actual thing” is generally more rewarding than just exchanging piles of papers without having any demonstrated success until (hopefully) happy ending of a long project.

**Custom solutions** are what we provide, because in more than 25 years of experience we have never had two identical clients. We combine technology components of Electronic Mapping (GIS), Big Data Visualization, Real-Time Interoperability, Situational Awareness, etc., to make our solutions to meet your needs. There may be some rocket science behind the scenes, but for the end-user life will become simpler, more productive and fun.

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

**IT development** is a value-adding business, working best in the atmosphere of open and sustainable partnership. It takes effort to build, but is certainly worth it.
Ecofleet

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?
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+372 682 9500
www.ecofleet.com
BUSINESS OVERVIEW:

The core business of Ecofleet Eesti Ltd is the development of the GPS-based fleet and team management service Ecofleet. 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 Ecofleet - 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. Ecofleet 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.

estonia.ee
e-estoniax.com

European Union European Regional Development Fund
Investing in your future

ESTONIAN ICT CLUSTER
eKool

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?

hello@ekool.eu
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 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.
Elisa

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, internet and TV services as well as reliable and secure network, security and data centre solutions with support services for companies.

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.
We also boost the speed of data communications — we continue working towards 5G mobile internet and focus on the construction of a fixed connection that allows for 10G speed.

Founded: 1997
Employees: 950+

Want to know more?
Toomas Polli
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BUSINESS OVERVIEW:

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

Elisa is already the market leader in Estonia with its number of private and pre-paid card clients, and Starman is the leading provider of fee-charging TV services and fixed Internet connections in Estonia. Together, we will expand our product portfolios even further to give our clients complete IT infrastructure solutions, mobile communication, a fixed Internet connection and TV services with catch-up, recording and video rental options, and much more.

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. The turnover of Elisa Eesti AS in 2016 was 99.3 million euros. AS Starman is the leading Estonian telecommunications company whose services are used in every third home in Estonia. The turnover of Starman in 2016 amounted to 38.9 million euros, and for Santa Monica Networks, the turnover was 12.2 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 alike as well as 3.5G internet service to homes and offices and super-fast 4G internet. The coverage area keeps growing and we are covering over 97% 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, Leading Light Award 2017 to the communications service provider that has launched the most innovative Gigabit/ Ultra-Broadband service and secondly, GTB Awards 2017 with a project: Residential 10G EPON network deployment & conversion of brownfield DOCSIS network to FTTH.

TV and internet services
Clients can conveniently watch TV everywhere 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 500 Mbit/s home broadband and free WiFi.

In May, we had a public launch for our super-fast Internet connection based on the 10 Gbit/s Ethernet Passive Optical Network standard (10G-EPON) to our residential customers.

IT services
We offer our clients reliable and secure network, security and data centre solutions with 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 using mobile broadband. We work in agile way using the Discovery process framework to design the best client proposition. Elisa has more than 655 000 clients for product testbed.
Cooperation with Vodafone and Telenor enables globally competitive services.

estonia.ee
e-estoniax.com
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.
IT College

CORE COMPETENCIES:
Applied IT studies focusing on:
• cyber security
• mobile app development
• software development
• networking technologies

PARTNERSHIP PROGRAMS:
IT College is a member of the following partnership programmes:
• Cisco Regional Academy
• Linux Professional Institute
• Microsoft Academy
• Oracle Academic Initiative programs

OPPORTUNITIES:
• Joint development with business partners
• R&D projects
• Strategic Partnerships
• E-learning courses and training programmes
• Virtual lab environments for teaching

Want to know more?

study@itcollege.ee
info@itcollege.ee
+372 628 5800
+372 628 5831
www.itcollege.ee
fb.com/itcollege.ee
fb.com/estonianitcollege
youtube.com/estonianitcollege
BUSINESS OVERVIEW:

The Estonian Information Technology College (IT College) is a professional higher education institution established in 2000, managed by Information Technology Foundation for Education (HITSA). It is possible to obtain professional higher education in the curricula of IT Systems Administration, IT Systems Development, Information Systems Analysis and in a new English-language curriculum of Cyber Security Engineering. IT College has successfully passed the institutional accreditation and quality assessment of curricula, receiving a positive assessment of international assessment experts in both assessment processes.

IT College has a strategic relationship with its neighbours and close partners — Tallinn Science Park Tehnopol, Tallinn University of Technology and Skype. Furthermore, IT College also offers access to international cooperation and networking opportunities with over 20 higher educational partners across Europe.

The core value of IT College is the applied IT training availability is based on years of educational and applied development work using a network of highly educated and experienced specialists from the ICT industry, the third sector and the academic world. IT College instructors represent the leading specialists from ICT industry, public sector and the academic world.

APPLIED RESEARCH AND DEVELOPMENT

IT College research areas are focused on four primary areas:

- System administration
- Systems development
- Info systems analysis
- Cybersecurity

We value the applied research and education approach. While having a strong foundation, we aim to focus beyond the basics of different programming language studies, development environments and programming skills. Finding ways to be most efficient and cost-effective while making IT work for real clients is one of our primary research goals.

Major sponsors and contributors to IT College are: Oracle, Sybase, Microsoft, SPSS, Swedbank, Eesti Telekom, TeliaSonera, Cisco Systems, Hewlett-Packard, Ericsson, Telegrupp AS, Swedish Business Development Agency NUTEK and others.

Cyber Security Engineering

This new curricula, Cyber Security Engineering, is designed to provide broad-based higher education in the area of cyber security engineering by integrating the software development and information system administration. The graduates of this curricula will able to design, develop, implement and manage independently secure IT systems.

The new curriculum will connect the DevOps way of thinking and cyber security topics, providing challenges also to people with ICT area experience. A cyber security specialist with practical skills is able to operate in the area of system development as well as administration and this new curriculum creates pre-requisites for it.
Fujitsu

CORE COMPETENCIES:
- e-Government solutions
- Health Information Systems
- ERP solutions
- HR, Payroll and work time Scheduling solutions
- Outsourced IT infrastructure services

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

CERTIFICATES:
- ISO 9001:2008
- Microsoft Gold partner

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)
- Protection Resources Agency (KRA)
- e-Health Foundation
- Enterprise Estonia
- E-Piim
- Empower
- Tallinn University of Technology (TTÜ)
- Tallinn University (TLÜ)
- Pohjola
- H&M
- Paulig
- Orion
- YIT

Founded: 1992
Employees: 285

Want to know more?
info@ee.fujitsu.ee
+372 627 2300
www.fujitsu.ee
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:
Through our constant pursuit for innovation, Fujitsu aims to contribute to the creation of a secure and rewarding networked society, bringing about a prosperous future that fulfills the dreams of people throughout the world.

SERVICES:
Our IT services are based on modern effective methods, such as ITIL, Lean and Agile that have proven to meet and anticipate our customers’ needs.

- Managed Infrastructure services
  Fujitsu provides a wide range of technologically innovative high quality services.

- Infrastructure as Service
  - flexible, scalable solutions with enterprise-grade security and quality of service that helps our customers to focus on creating business value.

- Network Services
  - we offer a wide range of solutions in network infrastructure, connectivity and applications to help our clients improve innovation, efficiency and productivity in their businesses.

- Service Desk
  - with a global and local presence we serve our clients and act as a single virtual Service Desk, wherever and whatever the scope of the business.

- Product services
  Able to meet even the most demanding infrastructure requirements. We provide all our customers’ product-related needs: integrated systems and product related services, servers, data storage, and client-specific products.

Business and Application services
Delivering true business value by focusing on business outcomes. We have a 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.
GoSwift

CORE COMPETENCIES:
Queue Management
Solutions for border crossings, ports & ferries, intermodal terminals
Integration of existing and legacy systems with new GoSwift solutions.
In house project design, management and delivery 24/7 call centre, support and helpdesk

OPPORTUNITIES:
• Licensing
• Partnership in implementation

REFERENCES:
• Estonia to Russia borders
• Lithuania to Belarus borders
• Lithuania to Russia border
• Finland to Russia pilot project
• Tallinn TV Tower

AWARDS:
• 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+
The GoSwift Queue Management Service since 2011 has been committed to deploying innovative traffic management solutions based on web and mobile solutions since 2011 to facilitate the virtual queuing of vehicles at border crossings, ports and tourist attractions. GoSwift is a strong advocate of Smart Traffic for the Smart City, based on a better use of the existing infrastructure and at a fraction of the cost. GoSwift removes physical queues and replaces them with virtual online queues.

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 STORY:
- GoSwift is managing the border crossing of about 1.7 million vehicles every year.
- The average queuing time for trucks has been reduced from 60 hours to 2 hours.
- The local transport industry declared an annual saving of 4 million EUR*. 
- Sanitary, waste and pollution issues as well as illegal practices have been resolved.
- Tourism and trade from Russia has increased significantly.
- Commercial areas near the border have seen a significant growth in activity.
*declaration of the Association of Estonian International Road Carriers.

estonia.ee
e-estoniax.com

European Union
Investing in your future
CORE COMPETENCIES:
Guardtime develops blockchain-based products and solutions for data-centric cybersecurity and business continuity, offering a fundamentally different way to approach the problem via real-time integrity validation of systems, networks and data.

OPPORTUNITIES:
• Strategic Partnerships
• Licensing

SELECTED PARTNERS:
• Ericsson
• Lockheed Martin

Founded: 2007
Employees: 110

Want to know more?
info@guardtime.com
+372 655 5097
www.guardtime.com
BUSINESS OVERVIEW:

Founded in 2007, Guardtime invented Keyless Signature Infrastructure (KSI) - the world’s most scalable blockchain technology that allows systems, networks and data to be independently verified for being free of compromise, using only formal mathematical methods, without the need for trusted administrators.

Deployed by governments and enterprise across the globe, KSI blockchain-based products and services offer real-time detection and mitigation of cyber attacks, and provide an independent audit trail for everything that happens in digital society, limiting liability and making it impossible for insiders to manipulate data and cover their tracks.

VALUE PROPOSITION:
By adopting Guardtime’s KSI blockchain technology, governments and enterprise enable complete auditability, transparency and attribution for their systems, networks and data as everything that happens in their digital environment can be independently verified, at massive scale, in real time.

OUR VISION:
We see the world where electronic data is more reliable than physical; where corrupt insiders, hackers or cybercriminals can’t 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 verifiable independently from any human being.

KEY APPLICATION AREAS:
Cybersecurity
Guardtime’s KSI blockchain-based solutions introduce a fundamentally different way to approach cybersecurity and data resiliency ensuring business continuity and disaster recovery abilities via data-centric tagging and immutable infrastructure components.

Cloud Infrastructure
Guardtime’s KSI blockchain removes the need to trust the Cloud service provider by making all the activity within the Cloud transparent and verifiable independently of the service provider or any other third party.

IoT Infrastructure
KSI allows the IoT operators and clients to ensure the integrity of the entire IoT infrastructure, enforce mutual accountability and indemnification for incidents and ensure that the sensor data from the devices can be trusted and is legally admissible.
Helmes

CORE COMPETENCIES:
Helmes focuses on design and development of software solutions critical for the operation of the business. Systems developed by Helmes are mainly complicated and they interact with clients’ existing and new created information systems.

OPPORTUNITIES:
• Strategic Partnerships
• Dedicated Development Teams
• Custom Software Development
• Business Process Consultancy
• Direct Sales
• Integration
• Nearshoring
• Hosting and maintenance

WHERE HELMES ADDS VALUE:
• E-services design and development
• Multi system integration projects (IoT)
• Corporate start-ups from vision to aftercare

AWARDS/CERTIFICATES:
• The most efficient IT company in Baltics for 4 years
• Estonian e-Rx system winner of several quality and innovation awards
• 2015 Progress Fastest Growing Distributor
• 2014 Microsoft Partner of the year
• 2012, 2013 SAP Reselling Partner of the Year in Baltics
• ISO 9001:2008

PORTFOLIO:
Audatex, Onepark/Europark, Nasdaq, Alfa-bank, SEB Bank, Kuehne + Nagel, Axell Claims, Danskebank, TeliaSonera, Apollo, Elisa, Tele2, OECD.

Founded: 1991
Employees: 200+

Want to know more?
welcome@helmes.ee
+372 610 6100
www.helmes.ee
BUSINESS OVERVIEW:

Helmes is an international software house with headquarters in Tallinn, clients across Europe, and development centres in Estonia and Belarus. The long-term success of Helmes is built on lasting partnerships that bring about tangible business gains for our clients. Helmes helps clients to analyse business processes to design innovative software solutions in cooperation with them. The main meter for the effective performance is a positive evaluation of end users. In the interest of quality and effective service, all teams are picked on the basis of loyalty to use quality and efficiency gains from partner specifics. Teams are structured to sector-based business units - business trends whose advantage is high knowledge of the business specifics of a relevant sector.

Our clients are the leading telecom operators, banks and insurance companies, logistics corporations and government institutions with headquarters mostly in Europe. They trust us the design, development and maintenance of their most business critical software solutions and the most complex system integration projects. We have partnered many corporations and government institutions to bring their customers from branch offices to the Internet.

Helmes takes responsibility for designing an integral solution that takes into account the future needs of the client and provides for the most reasonable total-cost-of-ownership.

KEY PRODUCTS AND SERVICES:

Service Digitalisation - we work hand in hand with service designers to bring about the most innovative ways of serving clients online.

With our knowledge of the customer service business process and ready-to-use functionalities, you can focus your time and resources on creating a competitive edge.

• Online and mobile service design
• Pre-tailored self-service solutions
• Automated back-office service function
• Custom software development

Integration - building interfaces to make systems communicate with each other, is a complex yet very rewarding task. Very often a few interfaces can substitute a whole new info system, otherwise considered a prerequisite for introducing a new service. We provide end-to-end responsibility in integration and business process automation.

• Data exchange solution responsibility for integration
• Common facade development
• SOA solution design and implementation

How we work - Success Line
Success Line is the innovative software production process to speed up the delivery of solutions. In the Quick Start phase Helmes analyses the needs and expectations of different roles within client’s organization. The solution is designed with respect to any existing in-house functionality. The development process is designed to allow weekly deliveries and utter flexibility. The system delivered will reflect the real needs of the organization. If the needs change during the project, so will the software. As communication is the key for success, different milestones are supplemented with checklists to agree upon expectations, routines and clarify the assumptions of the project team. There is strong emphasis on feedback and retrospectives including that all team members and stakeholders to continuously improve the efficiency of working together.
CORE COMPETENCIES:
Office space, facilities and business services for ICT, pharmaceutical, high-tech sector and other knowledge-based innovators.

CUSTOMER PORTFOLIO:
• HCL Technologies
• Astrec Data
• Plumbr
• Sweco
• KoneCranes

OPPORTUNITIES:
• Office space
• Conference facilities
• Relocation
• Strategic partnership

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. Õlemiste 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 on the territory of the former military factory, Ülemiste City’s 36-hectare area has developed into Ülemiste Smart City - the largest knowledge-based economic environment in the Baltic countries.

The development of the campus began in 2005 and today Stage 1 has been completed with ca 100,000 m² of modern office premises. As of 2015 more than 300 enterprises with 7,000 employees operate at Ülemiste City, among them IT companies, start-ups, development and shared services centers. By the end of Stage 2 in 2020 Ülemiste City will grow to 10,000 employees and 1500 residents with round the clock services on the campus.

The campus has a full range of services for both companies and individuals, including nearby shopping centre as well as the on-campus kindergarten, the European School, the Estonian Entrepreneurship University. There is a gym, conference facilities, cafes and restaurants on the campus. In the near future, we’ll offer rental flats. We also offer relocation services via our partners both for companies and individuals.

A third of Ülemiste City campus has been developed by Technopolis Ülemiste AS, a firm that is 51% owned by the publicly traded Finnish commercial real estate and auxiliary services company Technopolis Plc. The remaining two-thirds of development is being undertaken by Mainor Ülemiste AS, which also owns 49% of Technopolis Ülemiste AS.

Öpiku Quarter is the newest development within Ülemiste City.
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, Saku Metal, Ergo Insurance, Estonian Ministry of Education and Research, Toyota Baltic, East Capital, 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: 80

Want to know more?
info@netgroup.ee
+372 664 4355
www.netgroup.ee
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**
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.

**Financial Asset Management**
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.

We have satisfied customers in Europe and the Middle East.
CORE COMPETENCIES:
Nortal is a one-stop shop for customers, offering high-value strategy consulting, as well as change management and reliable data-driven solutions.

Nortal creates better services for millions in the U.S. telecom sector, digitalizes healthcare systems to help hospitals offer better care, builds electronic identities and public finance management systems.

SUCCESS STORIES:
Our scheduling system for Outokumpu increased their annual production capacity by enough steel to manufacture 129 cars.

Via the Invest Easy portal that Nortal built, registering a company now takes 2 minutes in Oman. After going live with the Invest Easy, Oman jumped 127 places in Starting a Business category of the World Bank’s Ease of Doing Business ranking.

“Tomorrow’s customers want personalised experiences that create a meaningful impact in their lives. By combining strategy creation with change management and top grade technology, we can help you create those experiences.”

Priit Alamäe
Nortal’s CEO and founder

Founded: 2000
Employees: 600

Want to know more?
info@nortal.com
+372 610 1990
www.nortal.com

Local offices:
USA, Finland, Sweden,
Oman, Dubai, Lithuania,
Serbia
BUSINESS OVERVIEW:

Nortal is a multinational strategic change and technology company. Combining unique experience from transforming Estonia into a digital leader and creating change in businesses with a strategic approach and data-driven technology, our vision is to build a seamless society that stands on three pillars - enterprise, e-health, and e-government.

In each of these three areas, Nortal has assisted very influential customers achieve strategic change and better experiences. Operating in Europe, the Middle East, Africa, and North America, Nortal not only provides IT services, but actual structural reforms, focusing on the underlying impact on the target organization, be it government, hospital or private enterprise.

Services and products

Most innovation and value creation happens in the overlap between strategy, change management, and technology. Nortal is an expert in this space, bringing technological expertise and know-how to every aspect of the issue at hand.

Nortal’s experience is especially valuable as it allows us to offer what other technology companies cannot: the ability to help our clients set their strategic goals, go through legislation to uncover potential for change and ways to manage the change, and finally provide a data-driven technology solution.

<table>
<thead>
<tr>
<th>Strategy, policy &amp; legislation</th>
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<tbody>
<tr>
<td>Nortal advised the Dubai government on how to become a fully paperless government by 2021 with the help of a strong electronic identity.</td>
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<table>
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<tr>
<th>Change Management</th>
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<td>Nigeria’s government has saved more than €7 billion thanks to the public finance management system that Nortal built and put into practice.</td>
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<tr>
<th>Data-driven technology</th>
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<tr>
<td>Through Nortal’s solution, John Deere Forestry has saved at least a million euros annually, and their production efficiency has gone up more than 80%.</td>
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</table>
Omniva

CORE COMPETENCIES:
• Invoice flow management systems
• E-invoice handling solutions
• Automatic archive
• User-friendly confirmation round workflow and mobile app solutions

CUSTOMER PORTFOLIO:
Thousands of clients, daily more than 25 000 users, including Ministry of Defence, Tallinna Kaubamaja Group AS and Tele2 Eesti AS.

CERTIFICATES:

Want to know more?
sales@arvekeskus.ee
+372 664 3121
omniva.ee/finance
BUSINESS OVERVIEW:

Omniva’s Invoice center will help companies make their troublesome and time-consuming financial procedures remarkably faster and easier. We can help organisations to automate the management of purchase and sales invoices and, reduce the amount of manual labor. Omniva is one of the biggest e-invoice operators in the Baltics and through roaming agreements with our co-operation partner Pagero, our clients can reach over a million companies and organizations worldwide.

OMNIVA’S E-INVOICE CENTER SERVICES:

**Effective sales invoices:** You can create sales invoices in your accounting software or billing system and send those via an interface to our invoice center and we will help you to deliver invoices as e-invoices, to internet bank, via regular post or email.

**Timesaving purchase invoices:** You can direct all your incoming invoices to Omniva’s invoice center. We will digitize pdf and paper invoices and convert them into digital format, we will add a copy of the original document and forward it to your invoice center account. In invoice center you have a clear overview of all the invoices and their statuses.

**Convenient e-confirmation:** Invoices can be automatically redirected from the invoice center to the confirmer’s workflow, so they can confirm invoice whenever they like, around the world. Confirmer’s will receive an email with a link that directs them to confirm the invoice. During the confirmation round, it is possible to add accounts, dimensions and other characteristics to the invoice.

**Smart e-cost reports:** With an e-cost report you can submit a cost report immediately after making a purchase. Just take a picture of the receipt with your smartphone, fill in the report in the app and in the blink of an eye it’ll be in the invoice center system, where they will be stored according to requirements for up to 8 years.
CORE COMPETENCIES:
- Securely interconnected smart devices, machines and robots
- Integrated systems, self-service portals and mobile applications
- Data science including automation and predictive analytics
- UX/UI design

AWARDS AND CERTIFICATES:
- Entrepreneurship Award - Design Applier of the Year 2016
- European Business Awards - National Champion 2016
- ISO 9001:2015
- ISO 14001:2016
- AQAP 2110:2016

CUSTOMER PORTFOLIO:
- Alliance Laundry Systems
- Applikon Biotechnology
- Danfoss Group
- Danske Bank
- Delux
- Elisa Corporation
- Enefit
- Enics
- ERGO Insurance Group
- IPF Digital
- Linak
- Microsoft Corporation
- Nordea Group
- Reach-U
- Ridango
- Safran Group
- Skype
- Swedbank
- TavexWise
- Telia Company

Founded: 1993
Employees: 160+

Want to know more?

info@proekspert.ee
+372 651 8700
www.proekspert.ee
BUSINESS OVERVIEW:

Proekspert is the leading Estonian design and product development company. Our passion is to create life-simplifying, user-centric and functional software solutions that enhance the world. Our team of nearly 200 technical engineers, designers, data scientists and business development specialists take pride in seeing your business in the bigger picture and create innovative solutions to work with and for people. Tunnel builders, industrial engineers, bankers, and telecommunication giants approach us for support.

Cooperation with our key customers has lasted over 20 years, because we have:

A reputation for excellent work quality among our customers. When we shake hands on something, we get it done.

A clear vision for the application of cutting-edge technologies. Being one of the first IT development companies in Estonia, we’ve created innovative solutions since 1993.

Agility. Our work is based on the Scrum methodology which allows us to implement changes rapidly. This approach saves customers’ time and money and ensures that results match expectations.

A flat organization where information is never lost due to needless layers of project managers.

For 24 years, Proekspert has been the one behind the curtain for some of Europe and Scandinavia’s top products and solutions. Today, 70% of our turnover comes from exported services.

PRODUCTS AND SERVICES:

Data-driven product design and development
We provide a full range of services starting from business analysis to the final solution needed for transforming ideas into commercial products. We are experts in making machines and devices smarter, creating self-service environments, mobile applications, providing predictive analytics, data analysis, usability and design.
CORE COMPETENCIES:
Software development and data management services for medical registries, biobanking, clinical trials, national statistics, bioinformatics, and biostatistics.

SOFTWARE DEVELOPMENT REFERENCES:
• Estonian Genome Project
• Cancer registry
• HIV-positives database
• Tuberculosis registry
• Medical birth registry
• Abortion registry
• Causes of Death Registry
• Statistics Estonia
• Infectious Diseases Information System
• Clinical Trials EDC and CTMS

Want to know more?
quretec@quretec.com
+372 730 9508
www.quretec.com
BUSINESS OVERVIEW:

Quretec offering software development and data management services for medical registries, biobanking, clinical trials, national statistics, bioinformatics, and biostatistics. Quretec’s team consists of multidisciplinary research people from biological, computer science, bioinformatics and statistics backgrounds. Quretec, together with Department of Computer Science (University of Tartu), forms a joint bioinformatics, algorithmics, and data mining group BIIT. The main research topics and capabilities include gene regulation, gene expression data analysis, biological data mining, systems biology, combinatorial pattern matching, developing software for biomedical research databases, as well as partnering in stem cell and cancer related projects.

SERVICES/PRODUCTS:

Qure Data Management Platform – Quretec’s main product, Qure Data Management Platform, can be used for collection, handling, and analysis of data under high quality, security, and robustness requirements. The platform allows rapid deploying of complex studies, registries and statistical surveys, clinical trials, rich metadata (including file attachments), etc. The full IT solutions can be built using existing software by merely designing the data models and descriptions, and configuring the software.

Qure Data Management platform is well-suited for national medical registers (cancer, HIV, tuberculosis, birth and causes of death registries in Estonia), biobanks (Estonian Genome Center), clinical trials data management, feasibility studies, and national statistics (Estonian Population and Housing Census, Agricultural Census etc.).

Clinical Trials Data Management – Quretec offers clinical trials data management, statistical analysis with applicable CRF design. All the appropriate documentation is provided by us according to FDA and other regulations. The databases are generated by experienced data managers who have worked with several eCRFs and already know the critical parts of the electronic data capture system design and data collection. This allows the eCRF to be built in a short period of time. eCRF validation and testing is compulsory part of the design.

Data collection is made easy by the intuitive and user-friendly Electronic Data Capture System which is used by the investigators for data entry and by the CRAs for data review. Online data entry and monitoring allows you to get access to the monitored data during the study and generate interim reports with already collected data. The system generates automatic audit trail for data tracking and security.

BIOINFORMATICS PROJECTS:

AgedBrainSYSBIO - systems biology, network reconstruction, Alzheimer’s disease
ATD - alternative splicing, tissue specific splice variants
CIESCI - epigenetic signals in cancer initiation
COBRED - expression, metabolomic, proteomic profiling of colon and breast cancer
DETECTIVE - biomarker discovery using repeated dose toxicity
ENFIN - systems biology, network reconstruction and modeling
ESNATS - alternative compound testing using embryonic stem cells
FUNGENES - expression profiling of embryonic stem cells
IMI-EMIF-Platform - unifying medical data across Europe
IMI-PREDICT - pathway analysis based on expression data to develop in vitro models of breast, lung and prostate cancer
SIROCCO - identifying roles of short silencing RNAs in diseases
Reach-U

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?
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+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.
Science Park
Tehnopol

CORE COMPETENCIES:
We have an expertise on three business areas:
• Information and Communication Technologies
• Green Technologies (incl. Smart City)
• Life Sciences (incl. e-Health)

CUSTOMER PORTFOLIO:
• Fujitsu
• Ektaco
• Toggl
• Flydog
• Cybernetica
• BCS Itera
• Goswift
• 30+ Startup companies

Founded: 2003
Employees: 20

Want to know more?
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BUSINESS OVERVIEW:

Tallinn Science Park Tehnopol is a modern science and business environment for technology-based companies. Today, there are over 200 companies, Tallinn University of Technology and IT College at Tehnopol, the largest science park in the Baltics. We provide a unique set of value-adding business development services, convenient and modern infrastructure and global cooperation opportunities for tech-based (ICT, health tech, greentech) companies. Our Startup Incubator helps to boost new and innovative business ideas and prototype fund Prototron helps to build your first working prototype.

SERVICES/PRODUCTS:
We offer:
• Large-scale business networks for your (future) business in Estonia, Baltics and Nordics
• Initial market-research and market entry consultations
• Business accommodation in flexible conditions
• Help in dealing with business procedures and legal matters
• Mentoring and consulting
• International reach and co-operation in EU projects

estonia.ee
e-estoniax.com
SK ID Solutions

**CORE COMPETENCIES:**
- Qualified certification and time-stamping services
- Secure PKI-based authentication and e-signature solutions
- Qualified services trusted by the EU member states

**OPPORTUNITIES:**
- Strategic Partnerships
- Custom Solutions
- Licensing

**CUSTOMER PORTFOLIO:**
**States:**
- Estonia
- Latvia
- Lithuania
- Denmark
- United Kingdom
- Ireland

**Banks:**
- Swedbank Group
- SEB Group
- Nordea Bank
- Danske Bank

**Telecom operators:**
- Telia Company
- Elisa
- Tele2

**Partners:**
- Gemalto
- Trüb Baltic

Founded: 2001
Employees: 30+

Want to know more?

info@sk.ee
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www.sk.ee

EXTRA:
www.smart-id.com
BUSINESS OVERVIEW:

SK ID Solutions specializes in international e-identity solutions. We are the partner of the Estonian state in issuing certificates for national identity documents. We enable the citizens of different countries to log in to e-services and give e-signatures.

SK ID Solutions caters to more than 600 organizations, which includes financial, healthcare, energy, education and various other private and public sector e-services. Our services have more than a million end users in the Baltics.

SERVICES/PRODUCTS:

Smart-ID – new generation electronic identity
Smart-ID is a mobile based identification solution and a secure alternative to bank code cards or code generators (PIN calculators). Smart-ID is the easiest and safest way to authenticate in e-services.

The Smart-ID app is installed in a user’s smart device, so it’s always nearby and easy to use. Smart-ID is not dependable on a SIM card – all you need is an app that can be downloaded from Google Play or App Store. Smart-ID is created for use on multiple devices — smartphones and tablets. Smart-ID is an international schema; therefore, eID issued in one country can also be used in another. In the future, Smart-ID could be the user’s key to many e-services across the EU. Smart-ID complies with the highest international standards (eIDAS, PSD2) which guarantees the recognition of the solution across the EU.

Qualified Time-Stamping Service – ensure the existence of specific data
SK’s 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. Time-Stamping Service uses PKI and trusted time sources to provide secure and reliable information that is compatible with international standards (RFC 3161).
SK issues millions of time stamps a month to our customers all over the world.

Benefits of our service include:
- guarantee from SK as a qualified trust service provider in the European Trust List;
- first in the EU to issue eIDAS qualified electronic time stamps;
- e-signatures accepted all over the EU;
- non-repudiation of data and documents.

Qualified e-Seal – confirm the originality of documents
e-Seal has a similar purpose as the physical seal: to certify electronically sent documents and prove that they originate from the institution that sent them. Benefits of SK’s e-Seal:
- highly secure - audited and certified according to the EU regulations which guarantees the wide international use and trust from Estonian state authorities and top banks;
- convenient and economical — substitutes physical seals on paper thanks to which your business saves time and money;
- pioneering company — SK is the first in the EU to offer qualified e-Seal.

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

CORE COMPETENCIES:
• Programming and spoken human language technology
• Design and testing of embedded systems
• Signal processing
• Biorobotics
• Biomedical technology
• Cyber security and digital forensics
• E-governance
• Situational awareness
• Agent-based modelling
• System administration and development
• Information systems analysis

OPPORTUNITIES:
• Strategic and industrial partnership
• Research cooperation, international research and development
• Commercializing state-of-the-art intellectual property
• Custom R&D
• E-learning courses and training programmes

SELECTED PORTFOLIO:
• Skype
• IBM
• Ericsson
• ABB
• Mitsubishi
• Electrolux
• Bosch
• Telia
• Cybernetica

Founded: 1918
Employees: 2000

Want to know more?

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BUSINESS OVERVIEW:

Tallinn University of Technology (TTÜ), the only technological university in Estonia, is the flagship 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. TTÜ is driven by internationalisation, entrepreneurship and innovation. With 14,000 students and 2000 staff members TTÜ is internationally recognized research university and a promoter of economic development and innovation in Estonia and globally. TTÜ cooperates with world leading universities and major high-tech companies. TTÜ is a hotbed of successful start-up companies and has the most international student body in Estonia.

RESEARCH AND INNOVATION:
ICT research and education, with its almost 4000 students (incl. 150 PhD students) and more than 200 academic staff members, is one of the cornerstones of TTÜ. Research and educational programs cover wide spectrum of ICT areas, such as electronics, computer systems, software engineering, cyber security, e-governance and others. Several master level programs are taught in English, attracting large number of applicants all over the world. The educational programs are run in tight cooperation with industry sector and international organizations (such as Skype, Ericsson, NATO Cooperative Cyber Defence Centre of Excellence and others).

The interdisciplinary research is mostly conducted within the framework of various international joint research projects. For example, TTÜ’s ICT research groups have been involved as partners in more than 10 EU FP7 and H2020 projects, coordinating five of them.

TTÜ IT COLLEGE
As of August 1, 2017, the Estonian Information Technology College is a central academic and administrative unit of TTÜ School of Information Technology, and is named TTÜ IT College. TTÜ IT College’s focus is on the first level of higher education. The core value of IT College is the applied IT training availability, which is based on years of educational and applied development work using a network of highly educated and experienced specialists of ICT industry, the third sector and the academic world.

TTÜ MEKTORY INNOVATION CENTRE:
Mektory is networking environment, where entrepreneurs, students, professors and/or investors generate new ideas and innovation together as one team. The goal is to bring together scientists, students and entrepreneurs to solve practical product development problems and to generate new ideas, while also to find bridging for research and commercialisation. Value offer for target groups:

**Enterprises:** R&D projects, initiated based on practical needs
**Faculty:** practical work experiences with collaboration of companies
**Students:** cross-border competences and teamwork practice
Technopolis Ülemiste

CORE COMPETENCIES: Workspace that adapts
• Offices
• Co-working solutions
• Living rooms
• Special spaces

Workplace that works
• Reception
• Internet & Work support
• Parking & Connections
• Security
• Cleaning & Maintenance
• Workplace Design

OppoRTU NI TIES: Work Life that cares for you
• Restaurant Dvigatel & Coffee Shop
• Wellness Services
• Personal Services

Community that gives back
• Events
• Promotion
• B2B Services
• Fun

AWARDS/CERTIFICATES:
• 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, Nikon, Colliers, Kühne + Nagel, GlaxoSmithKline, Innove, Ramirent Shared Services.

Founded: 2010
Employees: 21

Want to know more?
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+372 610 1109
www.technopolis.ee/en
BUSINESS OVERVIEW:

Technopolis Ülemiste AS is the leading developer of Ülemiste City, the new central business district located in Tallinn, Estonia’s capital city. Ülemiste City offers the advantages of a prime location with Tallinn Airport and future Rail Baltic main railway hub only 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 on the territory of the former military factory, Ülemiste City’s 36-hectare area is developed into Ülemiste Smart City - the largest knowledge-based economic environment in the Baltic countries.

The development of the campus began in 2005 and today Stage 1 has been completed with ca 100,000 m2 of modern office premises. As of 2015 more than 300 enterprises with 7,000 employees operate at Ülemiste City. Among them IT companies, start-ups, development and shared services centers.

By the end of Stage 2 in 2020, Ülemiste City will grow to 10,000 employees and 1500 residents with round the clock services on the campus.

A third of Ülemiste City campus is developed by Technopolis Ülemiste AS, which is 51% owned by the publicly traded Finnish commercial real estate and auxiliary services company Technopolis Plc. The remaining two-thirds of development is being undertaken by Mainor Ülemiste AS that also owns 49% of Technopolis Ülemiste AS.
CORE COMPETENCIES:
Developing, operating and managing Telecom and IT services on a nationwide basis.

MAIN SERVICE:
Technological and business infrastructure for the telecom sector.

OPPORTUNITIES:
• Strategic Partnerships
• Custom Development
• Consulting & Training
• IT Outsourcing

Founded: 1993
Employees: 2068

Want to know more?

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www.telia.ee
BUSINESS OVERVIEW:

AS Telia Eesti was established in 1993. Today, Telia Eesti is the most experienced and largest IT and telecommunications company in Estonia. Telia Eesti provides carefully tailored data communications, phone and IT services to over 27,000 companies and organisations 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 value offer on the Estonian market.

Telia Eesti is a part of the international TeliaSonera Group that operates in 20 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.

**Telia Services** - In addition to traditional voice and messaging services, Telia provides mobile data services, solutions for keeping costs under control, entertainment services, and much more. Telia 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 300 Mbps for download and 50 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 more), internet services with highly reliable security and virus protection, mobile and VoIP service solutions, 100 Mbps broadband, and video conferencing via PC or TV.

**Mobile Convenience Services** - Telia has built and participated in the development of many services that unlock smartphones’ true potential, for example, parking, digital signing, voting, shopping, and much more.

Telia delivers full range of mobile solutions: Mobile ID, Twin SIM, mParking, ID Ticket, mobile conferences, mobile payments, e-commerce payments, residential and business customer contracts (phone numbers) on one SIM card, and many other services.

**Telematics Solutions** - The m-Link service enables to operate various controlled access systems such as gates, turnpikes, doors, etc., by using mobile phone as 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 and 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 country-wide telecommunications network in Estonia, and provides broadband and data communications services and related value-added services and equipment. Over 70% of all Estonian businesses use Telia’s Internet service. The entire territory of Estonia is covered through a combination of wired and WiFi network.

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

**CORE COMPETENCIES:**
- E-government and X-road
- Core Banking
- Industrial Internet (IoT)
- Manufacturing automation
- Retail & Logistics digitalization
- Oracle ERP & Budgeting
- Fraud Detection
- Enterprise Intelligence
- Internet of Business (IoB)
- Real-Time economy (RTE)
- Infrastructure management
- Energy and smart metering

**AWARDS AND CERTIFICATES:**
- ISO 9001:2008
- ISO 14001:2004
- IBM Partner
- Oracle Partner
- Temenos Partner

**CUSTOMER PORTFOLIO:**
- Ministry of Social Affairs
- Ministry of Education and Research
- National Archive
- Ministry of Economic Affairs and Communications
- Estonian Energy
- Leading Nordic banks
- Estonian Loto
- PZU
- Tallink
- Merko
- Estonian Post
- Private Forest Centre
- Coop, etc.

Founded: 1994  
Employees: 300+

Want to know more?

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+372 664 6359  
www.tieto.ee
BUSINESS OVERVIEW:

Tieto is committed to offering full IT lifecycle services and industry focus as customer value drivers. As a trusted transformation partner, we are close to our customers and understand their unique needs. With over 13,000 experts, we aim to become a leading service integrator creating the best service experience in IT.

We aim to be customers’ first choice for business renewal by combining our software and services capabilities with a strong drive for co-innovation and ecosystems.

Tieto aims to capture the significant opportunities of the data-driven world and turn them into lifelong value for people, business and society.

Tieto’s focus industries are: the public sector, financial services, healthcare & welfare, logistics, manufacturing and retail, energy utilities and telecom.