

Participants catalogue

Baltic countries ICT sector exploratory mission to Chile and Costa Rica

April 9-13 2018



REPUBLIC OF ESTONIA
MINISTRY OF FOREIGN AFFAIRS



Arīetu ministrija



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ELANBiz

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Contents

Presentation.....	2
Estonia ICT sector.....	3
Estonia delegation	4
Eliko	4
Mobi Lab	4
Positium LBS	5
Real Systems/VizKey™ & Estonian Digital Skills Centre	5
Estonian Smart City Cluster	6
Estonian Chamber of Commerce and Industry	6
Latvia ICT sector	7
Latvia delegation.....	7
Mappost	8
MFIB LLC (ENRIGA)	8
“SQUALIO cloud consulting”, Ltd.	9
SWH SETS	9
MS-IDI	9
X-Infotech	10
Lithuania ICT sector.....	11
Lithuania delegation	12
UAB Iamus Inovacijos	12
UAB TeleSoftas	12
UAB NRD	13
EU-LAC Foundation	14
ELANBiz programme	15
Contacts and addresses during the trip	16
Chile	16
Costa Rica	16

Presentation

The business delegation of Information and Communication technologies (ICT) firms and officials from Estonia, Latvia and Lithuania presented in this document will visit Chile and Costa Rica in April 9th-13th. This trip is organized by the Ministries of Foreign Affairs of the three Baltic states, with the support of the EU-LAC Foundation and ELANBiz.

Estonia, Latvia and Lithuania stand out in the development of ICT in the EU. Mobile telephone penetration rates in all three Baltic countries are about 150%. Internet is available to every household and the level of computer literacy is high. They boast high levels of digital solution adoption and effective legislation that ensures data security and smooth business operations.

ICT goods and services are important drivers of productivity, growth, and economic performance in the three Baltic States. The major subsectors of ICT are service, computer programming and consulting, and telecommunications. Business process support functions, software development for the finance and insurance industry, and internet banking are rapidly growing subsectors. Competencies of Baltic ICT specialists rank very high on the global labour market due to the high-quality ICT education. The Baltic countries have a long history of strong real sciences, cybernetics and electronics

The Ministries of Foreign Affairs of Estonia, Latvia and Lithuania have selected Chile and Costa Rica as priorities for the internationalization of their ICT industries in Latin America. A market study on the ICT sector in both countries was completed in 2017. This business mission aims to understand how the ICT markets in Chile and Costa Rica work, explore business opportunities and seek local partners.

The activities in Chile are organized in collaboration with Eurocamara Chile (the European chamber of commerce in Chile) and the support of the EU Delegation in Chile, Invest Chile and the Chamber of Commerce of Santiago.

The activities in Costa Rica are organized in Collaboration with Eurocamara Costa Rica (the European chamber of commerce in Costa Rica) and the support of the EU Delegation in Costa Rica, Procomer (trade promotion agency) and CINDE (investment promotion agency).



Estonia ICT sector

IT plays a central role in Estonia because people trust the IT solutions our companies create and are eager to use them to make everyday life easier. Our ambitious startup community dares to create innovative solutions that change the world including services as different as Mobile Parking and self-driven delivery robots. The common demoninator for Estonian IT companies is their creativity and the ability to ignore the concept of impossible.

Essential e-solutions in Estonia that enable the digital society to function smoothly were all built by local Estonian companies. Our IT sector has over 20 years of expertise and experience in automating public and private sector services. And so today, virtually all state-related operations can be done online 24/7 – prescriptions are issued digitally and only a tiny fraction of individual tax declarations are filed on paper.

Today, Estonia has shared its e-governance journey with 60 governments and exported its solutions to over 130 countries around the world. The Estonian IT sector and ambitious startup community (known affectionately as the Estonian Mafia) dare to create innovative e-services that change the world – from Skype to e-Residency. In fact, Estonia is one of the top countries that has the most startups per capita established than anywhere else in Europe!

Our customers benefit from the end to end approach by:

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

WANT TO KNOW MORE?

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Estonia delegation

Eliko

Representative: Indrek Ruiso, CEO

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Company and technology description: Eliko is a company developing novel embedded ICT solutions. We have four business lines:

1. Precise real-time indoor positioning technology Kio (<http://www.eliko.ee/products/kio-rtls/>). Applications areas in production, warehouses etc;
2. Smart city lighting control system – SmartELI (<http://www.eliko.ee/products/smarteli-smart-street-lighting-system/>);
3. Computer vision systems for industrial, smart city, and medical applications;
4. Motion tracking systems for sports and rehabilitation applications;
5. Impedance spectroscopy device – Quadra for tissue mapping (<http://www.eliko.ee/products/quadra-impedance-spectroscopy/>).

Looking for: meetings with industrial companies having their own production and/or warehouses-city authorities interested in Smart City development

Mobi Lab

Representative: Allan Valm, Product Owner

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Company and technology description: Over the years, Mobi Lab has been tweaking their design process to make users happy and bring ROI to their customers. This is how the agency achieves great results, backed up with the experience gained working with partners like Skype, Microsoft, Ericsson, Malwarebytes, Nextplus, Carto, Click&Grow or Pocopay. Mobi Lab's ideal partners are companies who see potential in the rapidly developing mobile focused field. Companies willing to invest into the new era of mobile and augmented experiences for its customers.

- Digital product design and software development agency
- Designing and developing mobile, virtual and augmented experiences

Mobi Lab's mission is to turn complicated technologies easily usable by all humans, therefore they're passionate about service design, customer and user experience.

Looking for: getting an overview of the local market and business opportunities, finding potential customers, meetings with:

- startup communities, incubators/accelerators, technopolis
- utilities management, factories, fintech
- companies with innovative approach

Positium LBS

Representative: Laura Altin, Head of Estonian Sales

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Company and technology description: Our solutions use anonymised Mobile Big Data from Mobile Network Operators to turn billions of location points into meaningful and understandable statistical indicators for population statistics, tourism management and marketing, spatial planning, transportation modelling, geo-marketing, safety and security analyses, and other domains.

Positium has conducted over a hundred projects with mobile data. Our customers are National Statistical Offices, tourism authorities, transportation authorities, government organizations. Estonian official travel statistics are based on mobile positioning data since 2009. Positium is member of Smart City Lab Cluster in Estonia.

Looking for: meetings with stakeholders interested in BigData and in the fields Positium is experienced: **Ministry of Tourism; Tourism authorities, National Statistical Offices, Department of Transportation, Tourism Boards, Ministry of Transportation, Ministry of Planning, municipalities, event organisers, retail shops, shopping centres, rescue services, academia, planning and construction companies, marketing agencies**—all these organisations and companies benefit from insightful statistics from Mobile Big Data.

Real Systems/VizKey™ & Estonian Digital Skills Centre

Representative: Tiit Vapper, Chairman of the Board

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Company and technology description: **Real Systems™** is a software development company offering criminal/cyber investigation product, VizKey™, for corporations, law enforcement and military. **Real Systems™** is the pioneer with 24 years of experience in development of eGovernance, author of eBusiness Register, ePrisons, eBailiffs, National Security/ Police systems, Post, etc. **VizKey™** is a powerful tool for law enforcement, military and private corporations fighting against fraud and criminality;

- enables to turn large amounts of data into a clear operational picture as well as to detect data and cash leaks, cyberattacks and corporate frauds;
- includes investigative analysis methodology, graphical presentation of 'big-data' analysis, access to external databases and other data sources;
- its efficient analysis helps to detect hidden patterns- cash and information leaks, drug trafficking, terrorist networks.

Looking for:

- VizKey™ software distribution- finding a business partner or a Law Enforcement agency to offer a trial license and information to evaluate VizKey™ in adequate procedures/investigations.
- meeting National security, police (drugs, human trafficking, etc), military intelligence, corporations and banks to avoid fraud (cyber or conventional) and business espionage are the first to introduce VizKey™; companies interested in distribution of VizKey™ having experience in law enforcement, investigation, analysis or adequate software
- Digital Skills Centre - public institutions responsible for eGovernance development.

Estonian Smart City Cluster

Representative: Gerttu Pilsas

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Company and technology description: Estonian Smart City Cluster is designed to create an innovative environment in cities which will boost the competitive ability of companies by bringing together businesses, citizens, public authorities, R&D institutes and structures that support innovation. The cluster focuses on the creation, development (including product development) and exporting of innovative solutions taking in different spheres of urban life. This is a joint project between the City of Tartu, ICT companies and infrastructure companies.

Main focus areas of the cluster are:

1. ICT in different actions and processes of the cities
2. ICT and other technologies in developing healthcare and social welfare in an efficient and cost-effective way
3. Energy saving in building and maintaining different buildings

Our mission is to support the development of smart city solutions in order to improve the life quality in the cities, and also to accelerate the export of enterprises. This will be achieved via internationally valued innovation environment, where city authorities and citizens, scientists, enterprises etc. are co-creating smart solutions based on contemporary technologies, that make providing both public and private smart city services more effective and easier to use.

Estonian Chamber of Commerce and Industry

Representative: Jana Silaškova

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Company and technology description: The Estonian Chamber of Commerce and Industry (ECCI) is the oldest and largest Estonian representative organization of entrepreneurs and was founded to represent and protect common interests of Estonian merchants, manufacturers, bankers and ship-owners in the year 1925. Today, the ECCI with almost 3,200 members is the largest business representation organization in the country.

The mission of the ECCI is to develop entrepreneurship in Estonia through business services and playing an active role in designing economic policy.

The services offered by the ECCI include consultations, issue of foreign trade documents, searching for cooperation partners, contact events, trainings and other activities necessary for business activities of entrepreneurs. In providing services the Chamber is supported by competent personnel and diverse databases that contain information regarding companies, laws and regulations etc. The Chamber of Commerce pays a lot of attention to communication between the members and facilitating business activities.

The seeds of Latvia's information and communications technology (ICT) sector were sown in year 1877 when the first telephone communication was tested.

ICT is significant to creating jobs and improving the quality of life. Although the ICT sector itself comprises only 4.7 % of Latvia's GDP, its influence is extensive.

There are more than 6 400 companies active in the ICT sector, only 112 of them produce ICT equipment; 5 760 specialize in ICT services, of them 595 in the telecommunications industry.

The majority of people employed in ICT sector enterprises work in services: computer programming and consulting, and telecommunications. There is a growing demand for ICT specialists in the labour market, not only in Latvia but also from other countries, mainly in Scandinavia, who rate Latvian specialists' competencies very highly. In 2016, the number of employees in the ICT sector exceeded 31 200.

ICT manufacturing companies export half of their products to the neighbouring Baltic States. Exports mainly comprise communication equipment (50 %), consumer electronic equipment (26 %), computers and peripheral equipment (19 %). In 2017, the foreign trade surplus of ICT services reached EUR 340 million. The main trading partners for ICT services were Sweden and the USA.

IT consultancy as well as data processing, account for the largest share of value added in the sector. The most promising areas are the development of mobile applications, the implementation of e-solutions for government and healthcare, IT outsourcing for hosting and data processing, and game development. Other key industry segments with their own IT expertise are finance, insurance, consultancy, infrastructure, as well as e-governance.

Latvia can also be proud of its internationally recognized successful start-ups in different spheres.

Latvia delegation

1. Mr. Andrejs Pildegovičs , Ministry of Foreign Affairs of the Republic of Latvia, State Secretary;
2. Ms. Gundega Pumpure, Ministry of Foreign Affairs of the Republic of Latvia, The Americas and Caribbean Division, Counselor;
3. Ms. Ieva Pundiņa, Ministry of Foreign Affairs of the Republic of Latvia, Foreign Economic Relations Promotion Division, Second secretary;
4. Ms. Guna Balakleite, "Mappost";
5. Mr. Aivars Līpenītis, "EnRiga";
6. Ms. Olga Ļašuka, "Squalio";
7. Mr. Aivars Lokmanis, "SWH Sets";
8. Mr. Valērijs Šerkins, "MS-idi";
9. "X-Infotech", Name of the participant will be confirmed later.

Mappost

Representative: Ms Guna Balakleite

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Phone: +371 67 317540

Company and technology description: Mappost is a software company that specializes in geospatial tech solutions. We help you plan, manage and optimize your teams, routes and tasks from any device. Who we are - Mappost was founded in 2013 as a spin-off of the largest map, cartography and GIS company in the Baltics, Karšu izdevniecība Jāņa sēta Ltd. (est. 1992) that operates in more than 10 markets. Headquartered in Riga, Latvia, we're part of an international, VC-backed group of enterprises covering wide range of industries in Northern Europe. Our SaaS and business process competences lets companies reduce costs, increase revenue and improve customer satisfaction. Our team consists of experienced professionals from business process analysis, mathematics, statistics, mapping, cartography, GIS and ICT. Logistics Route Optimization - Plan and optimize routes for delivery or collection scenarios, Solve complex problems such as demanding time windows, uneven demand, resource shortages, aggressive task fulfilment restrictions, limited transportation capacities. Plan daily workloads and create optimal distribution of daily objects to routes. Utilize integrated solutions for customer orders, CRM or ERP systems. Improve next iterations based on advanced self-learning planning predictions generated by fulfilment and field feedback.

Looking for: We see high potential to strengthen your consultancy business capacity, areas and added value to your customers by well-established and proven process + solution transfer to Chile:

1. waste collection companies and municipalities, automation and modern way of data and science (advanced algorithms) based planning, scheduling, route optimization and fulfilment control tools;
2. food industry - dealing with rapidly changing deliveries and demanding time restrictions, customer service level expectations;
3. communal and municipal services - street, road, public infrastructure maintenance companies;
4. agriculture and forestry+biomass - having major share of transportation costs and relatively low value, but heavy goods to deliver/collect in their daily operations;
5. public institutions where planning of staff movement across managed areas is related to tax payers money efficient usage.

We are also interested in funds proposed opportunities for supporting EU know-how transfer and implementation in South America. we have standard implementation approach, which starts with potential customer case analysis, defining minimum input data scope and leads to proof of concept with customer's data and process in less than 9 weeks. This approach guarantees early win-win understanding for both involved parties.

MFIB LLC (ENRIGA)

Representative: Mr Aivars Lipenitis, Development Director

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Company and technology description: ENRIGA helps companies to launch and grow their business in the Baltics and partnering territories, especially Middle East and the UK. We do market research, partner negotiations, strategic sales and marketing, as well as provide full business operations with the involvement of our outsourcing partners.

Looking for:

- 1) Potential partners to help our ITC sector clients launch and grow their solution/product in the territory.
- 2) Product development centres, labs and science parks for joint product development with our clients.
- 3) Companies willing to expand their product territory in new markets where we are present and active.

“SQUALIO cloud consulting”, Ltd.

Representative: Ms Olga Lašuka

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Phone: +371 67509912

Company and technology description: SQUALIO cloud consulting is Latvian IT company, that brings together more than 80 dedicated, certified and experienced IT professionals, who believe in passionate work and sincere care of each client. Continuously investing in improving the quality of IT and business process, tools and technical training, SQUALIO cloud consulting has proven capabilities in delivering secure and progressive solutions that meet customer expectations on time and on the budget. **Our corporate mission** is to close the gap between IT and the business, thus helping businesses utilize their resources more effectively and maximize the return on IT investments.

Looking for: Partners in Chile and Costa Rica.

SWH SETS

Representative: Mr Aivars Lokmanis

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Phone: +371 26333512

Company and technology description: We are providing IT services - mostly software development, maintenance and implementation/systems integration services to telecommunications, utilities, finance and public sectors. Deployed products include smart metering system for utilities and oil pipeline leakage detection and monitoring system, as well as pipeline insulation efficiency calculator. Another important sector is telecom mediation implementation for most of global tier 1 mobile operators as Orange, Vodafone, T-mobile, Verizon, and Reliance Jio.

Looking for: Partners in R&D and business development.

MS-IDI

Representative: Mr Valerijs Serkins

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Phone: (+371) 27 825 777

Company and technology description: MS-IDI is one of the leading ERP (Enterprise Resource Planning) systems developer in Latvia, founded in 2010. The company provides full development process, starting with analysis of requirements and software architecture build, finishing with QA, support and user training for enterprises and government sector. Our main priority is detailed research of customer's needs, allowing us to deliver high-quality solutions and efficient organization of work. The company's main strategic way is ERP systems development, containing modules like CRM, CMS, Warehousing, e-commerce, logistics, accountancy, and others. Our experience allows us promptly find the right tools for projects. MS-IDI provides its services within the following sectors: entrepreneurship, finance, manufacturing, public administration, trade and many others. Technologies employed are globally recognized and meets international standards such as ISO 27001, ISO/IEC 23270, ISO/IEC 23271, PCI, W3C and others. Our target is to exceed expected.

Looking for: Main purpose of the visit is to explore current prospects within IT industry in Costa Rica and Chile. Biggest interests are into sectors like e-government, financial, logistics and distribution institutions, manufacturing, electronics and other organisations in need for high-quality cutting edge custom solutions and data optimization, integration and migration. Other goals are to find business partners and other possible contacts for cooperation.

X-Infotech

Representative: TBC

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Phone: +371 67930171

Company and technology description: X Infotech is a global provider and integrator of software solutions for electronic identity (eID) documents and payment cards. Our solutions are behind and integrated into e-passport, national ID card, driver's license, payment and social smart card programs in dozens of countries around the globe. With secure documents and cards, more advanced services can be offered – whether it is e-Government, border control, financial inclusion or healthcare and social programs. A great number of governments, local document producers and banks worldwide have implemented our software solutions in their eID and payment/social card programs. Our company's experience and flawless reputation has helped us to link highly qualified software engineers, implementation and legal experts with the demands of our customers. We are expanding step by step – right now our software solutions make eID documents and payment/social cards exceptionally robust and secure in 45+ countries all around the world, including Africa and Latin America.

Looking for: X-Infotech would be interested to establish business contacts with the government organizations, local document producers and banks, who would be interested in premium security and tailor-made solutions to issue, manage and verify electronic identity documents, to implement multi-factor authentication systems, based on biometric data.



Lithuania ICT sector

Lithuania's ICT sector has been noticeably growing. As a young vibrant nation we know the value of creativity, hard work and skill. This is why over the last 20 years we have invested heavily in our people, creating a top tech talent pool.

Added value that is created by the sector has been growing 5 years in a row. Income from ICT export is increasing in a fast pace – from 157 million euros in 2013 to 298 million euros in 2016. In 2016 IT service exports grew 46%. More and more people are employing themselves in the ICT sector – the number of people working in the ICT sector has risen by 20% from 2014 to 2016.

Lithuania yearly improves its online public services and keeps performing solidly above the EU average. Lithuanian ICT companies have developed a significant amount of innovative public sector solutions in government, commerce, finance services, tax administration, health, logistic, education and other sectors (more information can be found on web page - <http://e-lithuania.eu/>). Lithuania constantly enhances the availability and sophistication of existing online services and makes continuing progress towards increasing its uptake of e-government. The EU survey on e-government reflects this improvement, placing Lithuania among the accelerator Member States with growth and an absolute score above the EU average (European Commission, 2016i).

In ICT Lithuania also has such leading industries as Fintech, Cyber Security, Game Development, Data centers and more. Just recently a Blockchain center was opened in our capital Vilnius. We also have a program running for women who would like to work in the technology field called “Women Go Tech”. And we are always striving for more.

Lithuania delegation

UAB Iamus Inovacijos

Representative: Oliver Goh

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Company and technology description: Iamus based in Klaipeda, with offices in London/England, Munich/Germany, Lithuania and Singapore, the company serves SMBs, municipalities and large enterprises on five continents. Iamus clients include many Fortune 500 companies and their global operations and a significant number of the largest systems integrators and distributors. The company is the leading developer and marketer specializing in smart city and infrastructure projects. Iamus products, SmartSpheres™, are preconfigured solutions for Smart City, Retail, Hotel, Manufacturing and Smart Metering. These SmartSpheres™ transform simple geographic spaces into intelligent ecosystems that engage their users to promote new forms of social commerce. At the same time, SmartSpheres™ provides the underlying controls and tools to enable space operators to streamline operations, reduce costs and build new revenue streams.

Looking for: To get potential collaboration and to make business in Chile and Costa Rica, work in joint projects and start Pilot projects, to try our technologies.

UAB TeleSoftas

Representative: Vytas Taujanskas (CBDO)

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Phone: +370 612 61310

Company and technology description: TeleSoftas is a consulting and software development service company, started in 2004 to provide high-end bespoke solutions in mobile, big data, FinTech, communications and other sectors:

- 14+ years in software development
- 100+ happy international clients
- 160+ passionate employees

TeleSoftas is an innovation house, founded on principles of networking, sharing and open collaboration. We are driven believers and experts in technology enabling humanity to evolve and improve. We believe progress for one is progress for everyone. That is why we aim to improve society by using our cutting edge technology, innovation and know-how.

Looking for: Potential clients and partnerships, opportunities to work on conjoint projects.

UAB NRD

Representative: Marius Jurgutis

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Phone: +370 614 41851

Company and technology description: JSC “NRD” was established in October 1998 in Lithuania. The main shareholder is Norwegian company called Norway Registers Development A/S. JSC “NRD” is the IT company specializing in registers development. JSC “NRD” specialists accumulated great experience in development, operation, and support of various registers and information systems. Our experience enforces us not only satisfy the needs of the state institutions and public organizations but also successfully fulfill requirements for information systems in private sector. Today, IT possibilities in the field of public services are well developed, more and more public services are provided electronically. Using digital technologies a closer cooperation between citizens and public authorities is ensured, they have easier access, and the provision of services is faster. New information systems ensures lower costs of administration of public services, and the citizens, business organisations or public authority may faster access public and other registers information. We are proud of our global experience. Our name is known in the Europe, Azia, Australia and Oceania, Central America and Africa regions.

Development technologies:

- AngularJS, Angular 4
- .NET Framework 2.0-4.6, .NET Core 1.0
- ASP.NET Web API
- Entity Framework 6, Entity Framework Core 1.0
- Java 6-8, Spring Framework
- PHP 5.5.x, Laravel
- RabbitMQ

Data Base technologies:

- MS SQL Server 2000 – 2014
- Oracle 7 – 12c
- MySQL 4.0 – 5.5
- MongoDB
- PostgreSQL 9.6

Looking for: Potential clients and partnerships, opportunities to work on conjoint projects.



EU-LAC Foundation

An instrument of dialogue between societies from the European Union, Latin America and the Caribbean

The European Union – Latin America and Caribbean Foundation (EU-LAC Foundation) was created by the Heads of State and Government of the European Union, Latin America and the Caribbean in 2010. The countries of the EU and CELAC and the EU itself constitute its 62 members. The Foundation was entrusted with the mission of strengthening and promoting this bi-regional relationship, enhancing its visibility and fostering active participation of the respective civil societies. The Foundation is a tool of the EU-LAC partnership and its activities seek to feed into the intergovernmental dialogue, in line with the bi-regional Action Plan. The EU-LAC Foundation has been operating with a transitory status under German civil law, yet the swift ratification of the Agreement establishing the Foundation as an international organisation will allow it to be recognised as a genuine bi-regional organisation. The EU-LAC Foundation was established in 2011 in Hamburg, Germany. Its purposes are:

Giving voice to civil society from Latin America, the Caribbean and the European Union

- Promote platforms for discussion and networks among civil society organisations from different sectors and areas, such as higher education, youth, and gender, according to EU-CELAC Action Plan.
- Develop tools for facilitating mutual knowledge and possible synergies among stakeholders, such as the MAPEO database on key institutions of EU-LAC countries.

Stimulating academic analysis and debate on themes of mutual interest

- Promote research on EU-LAC relations, favouring the establishment of bi-regional research teams.
- Organise or support events to reflect on specific topics of the bi-regional agenda, in cooperation with academic institutions, companies and NGOs
- Put at the disposal of the interested public a free access Digital Library with texts and references on bi-regional topics.

Building bridges between economic actors in both regions

- Engage with economic actors, governments and civil society in both regions through the organisation of working groups and multi-actor projects to reflect on possible ways to increase productivity, competitiveness and sustainable development.
- Enhance cooperation and innovation for competitive territories.
- Promote micro, small and medium enterprises.
- Promote socially and economically responsible and inclusive societies.

Giving further visibility and promoting interest in the Strategic Partnership

- Promote the bi-regional relations, via its website, social network platforms and Newsletter on themes relevant for the EU and CELAC.
- Increase the involvement of members of the EU and CELAC regions who have traditionally not played an active role in the bi-regional relationship, for instance through the organisation of awareness-raising events.
- Organise cultural activities to promote the objectives of the partnership and, in particular, social transformation.

The EU-LAC Foundation is collaborating with ELANBiz in this activity related to promoting e-services companies from the Baltic States in Chile and Costa Rica, in the context of its support of awareness-raising of members of the EU and CELAC regions that have traditionally not played an active role in the bi-regional relationship, and also as part of its support to economic actors, enterprises and competitiveness in both regions.

What is ELANBiz?

ELANBiz is a project funded by the European Union that seeks to increase and diversify the European economic presence in Latin America by providing updated and comprehensive information services to European companies and organisations interested in doing business in strategic Latin American countries: Argentina, Brazil, Chile, Colombia, Costa Rica, Mexico and Peru.

What does ELANBiz?

- ELANBiz provides EU SMEs and business organizations with comprehensive and tailored information on all types of access requirements for any goods or services in the seven Latin America countries.
- ELANBiz is a one-stop-window for SMEs doing business in Latin America, that not only provides updated information and tailored support through the “Ask the Expert” service, but also connects them with an extensive network of EU business services providers and relevant EU programmes.
- ELANBiz has developed and implemented a “ELANBiz-Eurocamaras Roadmap”, approved by the Eurocámaras and the EC and that includes specific activities aimed to strengthen the structure, services and financial sustainability of the EU Binational chambers and Eurocamaras.

Why should I register in ELANBiz?

- Offers information on market access requirements for goods and services
- Links your company directly with our Experts
- Provides updated information on EU trade agreements
- Delivers information on sector of goods and services: market access and regulatory frameworks at national and regional level
- Facilitates updated content, prepared by expert and project partners: Member States, Eurocámaras and Bilateral chambers

¹  ELANBiz is a project funded by the European Union.

Contacts and addresses during the trip

Chile

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Phone: +56 2 2433 9000
Address: Vitacura Avenue 2610 Las Condes, Santiago, Chile

For further information about doing business in Chile please refer to the InfoCards [Country Profile](#) and [Business Travel](#) available at www.elanbiz.org

Costa Rica

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- **Hotel Hilton Garden Inn San Jose La Sabana**
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Address: Boulevard de Rohrmoser, La Sabana, San Jose, Costa Rica. Neighborhood: Rohrmoser

For further information about doing business in Costa Rica please refer to the InfoCards [Country Profile](#) and [Business Travel](#) available at www.elanbiz.org