



Baltic countries Speed Networking

PROCOMER invites local companies to **explore partnerships** and **share best practices** in the Speed Networking, meet the entire 12 company delegation in just 3 hours!





MISIÓN DE EXPLORACIÓN DE LOS PAÍSES BÁLTICOS EN COSTA RICA

Detalles:

- Fecha: 12 Abril
- Inicio evento: 8:30 a.m.
- Speed Networking: 1:00 p.m.
- Costo: Gratis, incluye almuerzo y cocktail networking.
- Requiere registro [previo aquí](#).

Estonia ICT sector

- 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!

GUESTS - Estonia



Company	Description	Website	Looking for
Eliko	Systems for smart cities	www.eliko.ee	Industrial companies having their own production and/or warehouses-city authorities interested in Smart City development
Mobi Lab	Digital product design, software development agency, Mobile, virtual and augmented experiences	https://lab.mobi/	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	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.	www.positium.com	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 organizers, retail shops, shopping centers, rescue services, academia, planning and construction companies, marketing agencies—all these organizations and companies benefit from insightful statistics from Mobile Big Data.
Estonian Chamber of Commerce and Industry	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.	www.koda.ee/en	
Real Systems/VizKey™ & Estonian Digital Skills Centre	software development company offering criminal/cyber investigation	www.vizkeyweb.com ; www.realsystems.eu	Finding a business partner or a Law Enforcement agency to offer a trial license and information to evaluate VizKey™ in adequate procedures/investigations.
Estonian Smart City Cluster	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.	http://smartcitylab.eu/about	

Latvia ICT sector

- 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.
- 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.

GUESTS - Latvia



Company	Description	Website	Looking for
Mappost	Software company that specializes in geospatial tech solutions.	www.mappost.eu	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: 1. waste collection companies and municipalities, automation and modern way of data and science (advanced algorithms) 2. food industry - dealing with rapidly changing deliveries and demanding time restrictions, customer service level expectations; 3. communal and municipal services 4. agriculture and forestry+biomass - 5. public institutions where planning of staff movement across managed areas is related to tax payers money efficient usage.
MFIB LLC (ENRIGA)	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.	www.enriga.eu	Potential partners to help our ITC sector clients launch and grow their solution/product in the territory. Product development centres, labs and science parks for joint product development with our clients. Companies willing to expand their product territory in new markets where we are present and active.
SQUALIO cloud consulting	Cloud consulting is Latvian IT company, that brings together more than 80 dedicated, certified and experienced IT professionals.	www.squaliocc.com	Partners in Chile and Costa Rica.
SWH SETS	Software development, maintenance and implementation/systems integration services to telecommunications, utilities, finance and public sectors.	www.sets.lv	Partners in R&D and business development.
MS-IDI	MS-IDI is one of the leading ERP (Enterprise Resource Planning) systems developer in Latvia, founded in 2010.	www.ms-idi.eu	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	Infotech is a global provider and integrator of software solutions for electronic identity (eID) documents and payment cards.	https://www.x-infotech.com/	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

- 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%.
- 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”.

GUESTS - Lithuania

Company	Description	Website	Looking for
UAB Iamus Inovacijos	The company is the leading developer and marketer specializes in smart city and infrastructure projects.	www.iamus.net	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	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:	https://www.telesoftas.com/	Potential clients and partnerships, opportunities to work on joint projects.
UAB NRD	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.	http://www.nrd.lt/en/	Potential clients and partnerships, opportunities to work on joint projects.

How to participate?

- Complete registration on [this form](#)
- Join since 8:30 a.m. for the presentations
- Join at 1:30 p.m. for the Speed networking

How Will it work?

- Arranged seating for guests & local companies will rotate: “round robin style”
- Every 2 minutes a bell rings:
 - first ring: Guest company explains who they are and what they look for.
 - Second Ring: Local company’s turn to pitch.
 - Third ring: If interested in keep talking, each company gives the business card and local company moves to the chair/table on their right hand.

Thursday, April 12th, 2018	
8:30 – 9:00am	Opening speakers from sponsor institutions <i>(all confirmed)</i> : European Delegation – Pelayo Castro, Ambassador Ministry of Foreign Commerce (COMEX) –Jhon Fonseca, Minister a.i. EULAC – Luis Fierro, Programme Manager Eurocamara Costa Rica – Dirk Niehaus, President ELANBiz – Gabriela Couto, Costa Rica Expert
9:00 - 9:30am	Costa Rica country presentation & video By CINDE - Jorge Sequeira, General Director
9:30 - 10:00am	Costa Rica ICT sector presentation By CAMTIC – Paul Fervoy <i>(TBC)</i>
10:00 - 11:00am	Baltic countries ICT sector presentations: Estonia Latvia
11:00 – 11:30am	<i>Networking coffee break</i>
11:30 – 12:00pm	Baltic countries ICT sector presentations: Lithuania
12:00 - 1:15pm	<i>Networking lunch at Restaurant “The Garden” at Hilton Hotel</i>
1:15 – 2:45pm	Business forum with Costa Rican ICT companies organized by PROCOMER
2:45 – 3:00pm	<i>Networking coffee break</i>
3:00 – 5:00pm	Business forum with Costa Rican ICT companies organized by PROCOMER
5:00 – 6:30pm	<i>Cocktail networking event</i> (Ambassadors of Member States and Presidents of EU bilateral chambers invited as well as Business Forum participants)

Thank you!

- Register: <https://goo.gl/forms/fv3f3MQnlWof7Sq02>
- Procome´s contact: Mariana Borbón, mborbon@procomer.com.
- Elan´s contact: Gabriela Couto, g.couto@elanbiz.org