RUSSIAN EXPORT CENTER

EXIAR

EXIMBANK OF RUSSIA

Catalogue of Russian Information Technology COMPANIES

August 2020

Main Categories:

IT Solutions for   Transport Sector

IT Solutions for Education Industry

IT Solutions for Smart City

IT Security Solutions

IT Solutions for Healthcare Industry

IT Consulting Services & Solutions for Banking

Data analysis. Scanning systems

IT Solutions for Government Sector

IT Solutions for Business Process Management

Cloud Computing. Business Solutions

Equipment and Materials

Website and Software development

IT Solutions for Transport Sector

Satellite monitoring with ADM trackers

NEOMATICA LLC

Production of GLONASS/GPS trackers, wireless sensors BLE (temperature, illumination, humidity, doors opening, inclination sensor, relay), RFID system

General and Financial Information

- Total Sales (RU & International)
  - 44 294 479 RUB – in Russia
  - 4 064 332 RUB – export to Belarus and Kazakhstan
  - 2 211 683 RUB – export to other foreign countries

- Total Market share (Russia & Other Countries)   Russia- 88%, export -12% (according to year 2019)

- Main relevant product groups within company Portfolio:
  - manufacturer of wireless and wired solutions for fleet management and satellite monitoring of people and assets offering a wide range of gps trackers, BLE sensors and RFID products united under the brand of ADM.

- Logo's of relevant brands: NEOMATICA

- Currently present in: Senegal, Austria, Tanzania, Italy, Turkey, India, Romania, Saudi Arabia, Kenya, Tanzania, Mexico, Costa Rica, Malaysia, South Africa, Chile, Peru, Zimbabwe, Zambia; starting from 2012- Customs Union countries: Belarus, Kazakhstan)

- E-commerce: Alibaba.com

- Main buyers: Distributors, wholesale companies-importers in the sphere of IoT technologies, monitoring of the vehicles, people, animals, assets

- Cooperate with:
  - Russia: Novator, Vremya, M2M Ryazan
  - Export: NewApeks (Belarus), Satellit24 (Kazakhstan), Treel Mobility Solutions Private Limited (India), Location Solutions Co. (Saudi Arabia)

- Certification: CE certificate according to European directive RED 2014/53/EU (radio equipment), certificates according to TP TC Certification

Points of differentiation compared with other market players?

- ✓ flexibility
- ✓ fast technical support
- ✓ good quality and affordable devices
- ✓ fast shipment
- ✓ easy setting and usage of the devices

Key strengths / Innovation

What's in it for Partner?

- ✓ intime delivery of the devices
- ✓ on-line technical support in the client's language
- ✓ good quality and affordable devices
- ✓ wide range of devices starting from simple cheap ones ending with multifunctional ones.

Innovations

- ✓ Embedded GPS / GSM antennas in the trackers, mini tracker ADM007/ADM007 BLE for basic monitoring, ADM33 immobilizer -sensor for remote vehicle engine block, ADM31 compact multifunctional autonomous sensor with logger

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MACHINE VISION AND MACHINE LEARNING

Solutions based on smart cameras, development of technical vision systems, machine learning

VIDEO MONITORING AND ACCOUNTING OF VEHICLES

System for the recognition of numbers of cars "Automarshal»

VIDEO MONITORING AND ACCOUNTING OF RAILWAY TRANSPORT

ARSIS system - identification and accounting of cars, cargo management, control of weighing cars

WEIGHBRIDGE AUTOMATION

Hardware software complex for weighbridge automation

MALLENOM SYSTEMS LLC

One of the leading Russian developers of video analytics and industrial control systems based on machine vision and artificial intelligence (machine learning, neural networks, deep learning).

General and Financial Information

- Total Sales (RU & International): RUB 82 901 558 / EUR 1 036 270
- Total Market share (Russia & Other Countries) Russia – Russia EUR 979 051, other countries – EUR 56 968
- Main relevant product groups within company Portfolio:
  - VISCONT - intelligent machine vision systems for quality control and product tracking.
  - • AUTOMARSHAL – vehicle access control and monitoring system based on automatic number plate recognition (ANPR) technology.
  - • VIRIS - adaptive ANPR smart camera for traffic monitoring, vehicle access and law enforcement applications.
  - • Automarshal.Weighbridge - hardware-software complex that solves a full range of weighbridge automation tasks.
  - • ARSCIS (ARSCIS) - family of solutions that utilize railcar number recognition technology to identify separate railcars, manage product shipping by rail, monitor railcar movement and location, etc. for metrology, logistics and security purposes.
  - • AVEDEX - software for counting and analyzing car traffic by video.
- Logo's of relevant brands:

- Currently present in: Belgium, Netherlands, Bulgaria, Poland, China, Japan, Armenia, Kyrgyzstan, Kazakhstan, Belarus
- Main buyers: B2B sector. Different products have different target audiences. Basically, these are industrial enterprises of various industries, but also the retail and logistics sector, parking lots, carwashes, gas stations, service stations, commercial and residential sectors, etc
- Cooperate with:
  - Russia: LUKOIL, Gazprom neft, Rosneft, Bashneft, Severstal, Vyksa Steel Plant, Pharmstandard, Kronospan, Rusagro, Sberbank, ALROSA, PHOSAGRO, AMMONI, and many others.
  - Export: NAKATA NFG.GO (Japan), Jinan Seenboom Infirmation (China), Enigma GUARD Ltd (Bulgaria), QUICKSPOT V.O.F. (Netherlands), Security Redesigned bvba (Belgium), VMG Industry (Belarus), Lookwider Distribution (Kazakstan), etc.

Points of differentiation compared with other market players?

- ✓ Proprietary powerful automatic number plate recognition (ANPR) and railcar identification algorithms.
- ✓ Unique technology for building complex control and management systems based on artificial intelligence, using machine vision, machine learning and mathematical models developed in the company.
- ✓ Extensive experience in the successful implementation of science-intensive IT projects in various industries.
- ✓ Full cycle works from engineering to software development, hardware supply and configuration, service and warranty maintenance.
- ✓ The only official partner system integrator (PSI) in Russia and the CIS of Cognex – the worldwide leader in industrial machine vision.
- ✓ Competitive prices and flexible business model.

Key strengths / Innovation

What's in it for Partner?
- ✓ Discounts on software and software modules.
- ✓ Adaptation and localization of software for the conditions and requirements of the partner's market.
- ✓ Marketing support.
- ✓ Technical support of the partner and his clients (mainly remote).
- ✓ Honest and open business principles.

Innovations
- ✓ The systems developed by Mallenom Systems are based on both proprietary solutions built on neural networks and deterministic image analysis algorithms, as well as algorithms from the world leader in machine vision - Cognex.

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web: https://www.mallenom.ru/ https://mallenom.com/ https://automarshal.net/

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RUDEVICES

RuDevices

The company's speciality is in creating solutions and smart devices for rapid image recognition in the video stream. It has been successfully optimizing business processes related to processing various types of citizens' documents for many years, using unique algorithms for processing streaming data, artificial intelligence technologies.

General and Financial Information

- Total Sales (RU & International) – 42 900 000,000 RUB.
- Total Market share (Russia & Other Countries) – 100% Russia

- Main relevant product groups within company Portfolio:
  - Hardware and software systems for rapid recognition of documents in the video stream

- Logo's of relevant brands:

  ## RUDEVICES

- Currently present in: Sales on the territory of the Russian Federation

- Main buyers: Transport industry, banking sector, tourism and hotel business, migration service and state security agencies, insurance companies; companies, state and municipal structures that use the electronic queue system

- Cooperate with:
  - Russia: company (country) – JSC "RZD", VTB Bank (PJSC), GBU MFC of Moscow, FINAM Bank JSC

- Certification
  - All products are registered in the unified register of Russian programs for electronic computers and databases and have certificates of compliance.

Points of differentiation compared with other market players?

- Recognition of 20 types of the Russian Federation documents, more than 25 types of the former USSR documents and more than 200 world documents
  - Passport of citizen of the Russian Federation
  - Documents with MRZ
  - Personal insurance policy number/SNILS
  - Vehicle Registration Certificate
  - Driver license
  - Certificate of birth
  - Bank cards
- Recognizing of documents in real time without data transfer to the cloud or the server
- Recognition speed t 1-1.5 seconds
- No copies of personal data
- Ability to recognize documents based on photos and photocopies
- Connects to the computer's USB port, no additional drivers or SOFTWARE required
- Possible integration with the Physical Access Control System (PACS)

Key strengths / Innovation

- What's in it for Partner?

- Private Label and White Label: Ye
- Possibility of integration with the customer's Physical Access Control System (PACS)
- Ability to integrate the device into the operator's workspace
- Simple and easy to use
- Unique development in the research of new architectures of ultralight neural networks

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AVRORA ROBOTICS
IS A RUSSIAN INNOVATIVE COMPANY PRODUCING ROBOTICS AND AUTONOMOUS VEHICLE CONTROL SYSTEMS.

General and Financial Information

- Total sales (RU & International) 32500000 RU/500 000 USD
- Total market share (Russia and other countries, %): Russia100%;
- Main relevant products groups within company portfolio
  - UNIOR – educational mobile platform for robotics studies (three generations);
  - IQ-BOAT – a pleasure boat of small water displacement able to move autonomously in ponds or swimming pools

- Logo of relevant brands:

AVRORA ROBOTICS

AVRORA

- Currently present in: Kazakhstan
- E-Commerce: Alibaba
- Main buyers: robotics schools, techno parks, hotels & restaurants with recreational facilities, entertainment parks
- Cooperate with: GAZ, KAMAZ, GLONASS, Baskin Robins
- Certification: ISO:22000

Points of differentiation compared with other market players

UNIOR:
- Both indoor and outdoor use;
- Option of adding custom equipment for testing your own software and hardware;
- A selection of languages for programming;
- Meeting the requirements of mobile robotics competitions.
- IQ-BOAT:
- A unique offer with no analogues in its class;
- The functional area in the middle of the boat can be used for barbecue, hookah, tea-making set or full kitchen

Key strengths / Innovations

What's in it for Partner
- High tech industry
- Option of exclusive distributors contract
- Study guide for UNIOR
- Unique offer for boats, no competition
- Option of branding for private labels

What's in it for End-User
- Option of buying UNIOR with a fully-equipped track
- Practice of programming in different languages
- Option of testing your own soft- and hardware UNIOR
- A turnkey project for IQ-BOAT includes a control center and control system with an electric drive and a docking module for charging, and as many boats as you like

Limitations
- Order lead time – 100 days

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ZPlatform

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

SYSTEMZ LLC

SystemZ is a leading company in the development of high-tech custom and replicable software since 2001. SystemZ has extensive experience in projects using Opensource software, Microsoft SharePoint and Office 365 technologies. Since 2010, the company has been developing its own product line for business processes automation on various platforms.

General and Financial Information

- Total Sales (RU & International)   180 million rubles
- Total Market share (Russia & Other Countries) Russia – 90%, Other Countries – 10%
- Main relevant product groups within company Portfolio:
    - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
    - ZPlatform for SharePoint Online is a low-code platform for business process automation that significantly extends the functionality of SharePoint Online, which includes the following components: ZForms - form designer for SharePoint Online; ZFlow – graphic workflow designer ZChatBot – chat bot and employee's personal cabinet in Microsoft Teams
    - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
    - ZPlatform for SharePoint Server on-premise - low-code platform for business process automation that significantly extends the functionality of SharePoint Server, which includes the following components: DocTrix Platform - a set of components, including the organizational structure, form editor, output document generator, EDS and much more ;   ZFlow - graphic workflow designer
    - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
    - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system **Z** NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
- Using chat bots allows to organize the work of remote and mobile employees more efficiently, reducing the need for personal communications and calls to those responsible for different questions.
- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

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ENERGY STORAGE SYSTEMS

INDUSTRIAL AUTOMATION
REMOTE MONITORING AND CONTROL

KS2 ENGINEERING

V2V & V2X INFRASTRUCTURE
GPS/GLONASS/Wi-Fi/UMTS MODULES

HOME AUTOMATION. SMART HOME and
SMART CITY

CLOUD SERVICES FOR IoT, IIoT

ENGINEERING SOLUTIONS FOR CUSTOMERS

KS2 ENGINEERING LLC

System design, electronics and software development. Solutions in automation, remote access and monitoring, smart home and smart city systems.

General and Financial Information

- Total Sales: 60 million RUB/ 870 000 USD for 2019
- Distribution of sales volumes : Russia - 50%, Canada - 40%, USA - 10%
- The company's main product groups:
    - Integrated energy systems, intelligent energy storage and distribution systems based on LFP
    - Automation, remote monitoring and control systems for industrial, transport and retail sectors
    - Consumer electronics, including automotive
    - High-sensitivity special purpose sensors
    - Monitoring systems for moving objects, diagnostic equipment

- Logo's of relevant brands:

KS2 ENGINEERING   KS2 CORP   KS2 TECHNOLOGIES

- Currently presented in:
- amazon.com, ozon.ru, ebay.com, costco.ca, market.yandex.ru, industrystock.com, ks2corp.com, ks2prop.ru

- Main customers: retail, transport companies, smart home and smart city systems, banks and developers, integrators in transport, healthcare and industry

- Cooperative experience with major market players :
- Russia: VTB, BrightBox, CityBike, Compo NPO, Physiotechnika
- World: Roadtrek (Canada), Excalibur (Canada), Microart (Canada), SVD (USA), Kitchenmate (Canada), Smartricity (Canada)

Points of differentiation within our markets?

- Extensive expertise in LFP battery chemistry
- Ultra low power consumption products, environmental friendliness
- High accuracy control and measuring equipment
- Extensive experience in creating ultra-compact devices
- Simple installation and configuration of devices for the end user

Key strengths / Innovation

- **Key strengths**
- Skolkovo Foundation membership status
- Experienced development team
- Manufacturing under Private Label and White Label (conditions are discussed individually)
- Experience in developing and organizing production and sales in the North American market
- KS2 research base
- Wide network of IT and innovation partners
- Ability to adapt products and refine them to meet customer needs

- **Innovation**
- Unique IP and custom algorithms, private collection of libraries for main microcontrollers
- The efficiency of KS2 accumulators on the charge-discharge cycle of 95%
- Industrial design of complex enclosure elements

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Biometric systems
Voice identification and face recognition

IKAR Lab
Professional audio forensic laboratory

STC-INNOVATIONS

Speech Technology Center is a global developer of intelligent speech and face recognition technologies, and an expert in machine learning and artificial intelligence. One of the few companies in the world that creates and develops both biometric modalities: face and voice. Voice falsification detection and speech recognition solutions by Speech Technology Center hold leading positions in the world ratings of NIST, ASVspoof Challenge, VOiCES, CHiME Challenge.

General and Financial Information

- Total Sales (RU & International) 2 791 595 RUB, thousand
- Total Market share (Russia & Other Countries) Russia 90%, export 10%
- Main relevant product groups within company Portfolio:
    - Speech Analytics
    - Voice & facial biometrics
    - Chatbots

- Logo's of relevant brands:
- Currently present in: CIS, MENA, LatAm (70 countries around the world)

- E-commerce:
- Main buyers: BFSI, Government
- Cooperate with:
    - Russia: NAUMEN, CROC, CTI, Altuera, TSK
    - Export: company (country): GAP CORP (UAE), Mitrol (Argentina), Sanatel (Kazakhstan)
- Certification: FSTEC

Points of differentiation compared with other market players?

- Unified technological platform for different tasks: optimizing communication with customers (based on speech analytics), automation of communication (based on voice and text robots) and security (based on biometrics)
- Ready speech recognition models for various areas with the possibility of further training
- Reliable language-independent voice biometrics for small amounts of speech
- Ready scripts for voice and text bots for different spheres

Key strengths / Innovation

- **What's in it for Partner?**

- Both Private Label and White Label are possible (conditions discussed individually)
- Different licensing models (one-time-payment, transaction-based payments)
- Discount level depends on project size
-

- **What's in it for Partner professional customers?**

- A single solution for optimizing communications with customers and citizens (instead of several different integrated systems)
- Continuous technology improvement
- On-Premise and In-Cloud delivery
- Possible customization to meet individual requirements

Limitations

- No feasible limitations

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25+
countries with running projects

30%
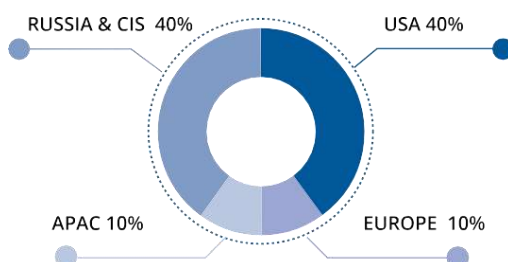year-over-year growth

650+
employees globally

98%
clients are repeat customers

FIRST LINE SOFTWARE

Premier provider of software engineering, software enablement, and digital transformation advisory services to clients across worldwide. Our company has dedicated development centers in Europe, including the Czech Republic, the Netherlands and Russia. We have offices: Boston (Cambridge), The Hague, Prague, Brno, Berlin, London, Stockholm, Sydney, Moscow, Saint-Petersburg, Nizhny Novgorod, Tel-Aviv.

GENERAL AND FINANCIAL INFORMATION

- Total Sales (RU & International)- 2019 revenue: over $28m
- Total revenue split by geography

RUSSIA & CIS 40%   USA 40%
APAC 10%   EUROPE 10%

- Main relevant product groups within company Portfolio:
  - Healthcare
  - Retailers
  - IT companies
  - Logistics
  - Government
  - Large enterprises
  - Startups
  Currently present in:
- Australia, Brazil, Canada, Estonia, Finland, Israel, France, Germany, Kazakhstan, Korea, Luxemburg, Netherlands, Norway, Nicaragua, Russia, South Africa, Sweden, Switzerland, Spain, Turkey, United Kingdom, United States
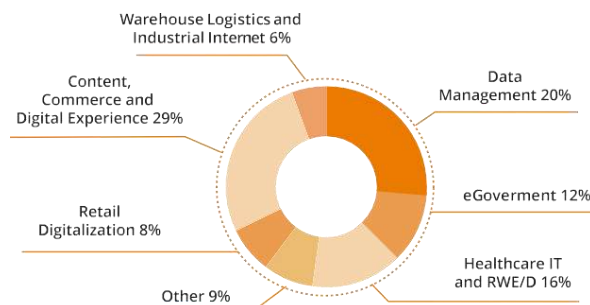- E-commerce: www.firstlinesoftware.com
- Cooperate with

1st FIRST LINE SOFTWARE_

InterSystems Kentico MAMBU
viastore SYSTEMS epi Partner 2020 Gold Gold Microsoft Partner
Progress Sitefinity

KEY STRENGTHS / INNOVATION

What's in it for Partner?

- First Line Software development teams are well versed with the principles, tools, systems, and best practices of modern software engineering. We employ practices like configuration management and DevOps to achieve optimum results for our clients

Warehouse Logistics and Industrial Internet 6%
Content, Commerce and Digital Experience 29%
Data Management 20%
Retail Digitalization 8%
eGoverment 12%
Other 9%
Healthcare IT and RWE/D 16%

What's in it for Partner professional customers?

- Provide Agile-oriented software development services and a flexible engagement model.
- Possess significant expertise across a range of testing types. Automated testing widely integrates into the Agile development process.
- No vendor or product lock-in.
- Uses the most relevant, technology stacks, protocols, and standards.
- Over 650+ highly skilled, university educated professionals on board.
- Continually expanding the knowledge of our specialists through professional training, certifications, conferences, and seminars.
- Provide the ability to scale up and down quickly.
- An extensive track record of successful projects.
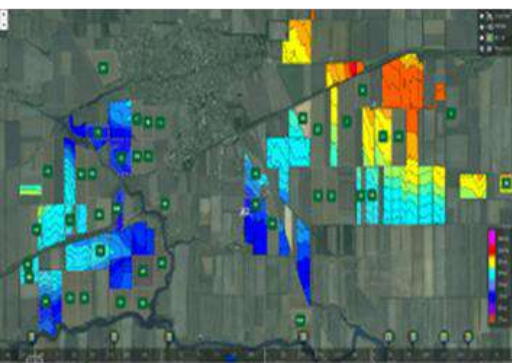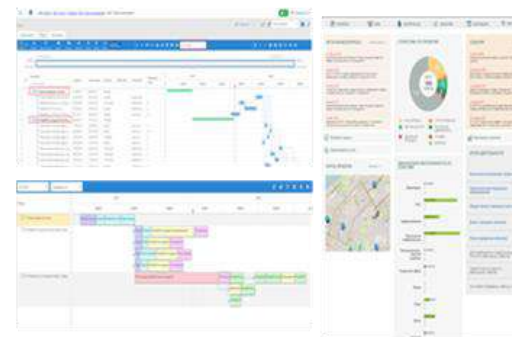- Owns the responsibility for quality and on-time delivery

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KNOWLEDGE GENESIS
Group of companies

The group of companies develops intelligent software systems of a new generation based on knowledge bases and multi-agent technologies for solving complex tasks of automation of enterprise resource management processes in real time. The created systems help to increase the efficiency of enterprises, improve the quality of services for customers, reduce the cost of work and reduce risks.
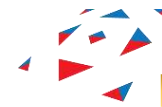
General and Financial Information

- Total Sales 70,832,000 rubles for 2019
- Russia-98%, European Countries-2%

- Main relevant product groups within company Portfolio:
    - Multi-agent project management system Smart Projects;
    - Multi-agent production management system Smart Factory;
    - Multi-agent system for management of commercial logistics Smart Logistics;
    - Multi-agent service team management system Smart Services;
    - Russian Railways multi-agent train schedule management system Smart Railways;
    - Multi-agent management system for agricultural enterprises Smart Farming.

- Currently present in: Russia, Development of smart Services intelligent mobile team management system for Oulu, Finland.

- Main buyers: Medium and large enterprises that want to increase the efficiency of resource management by 15-40%.

- Cooperate with:
    - Russia: PJSC "RSC "Energia", JSC "Russian Railways", JSC "NPK "Irkut" JSC "Kuznetsov", It is the agricultural, TK "Lorrie"; TC "Monopoly". TK "Trasko" LTD, "Coca Cola HBC Eurasia»
    - Export: Multi-Agent Technology Oy (Finland)

Points of differentiation compared with other market players?

- Use of artificial intelligence, namely multi-agent systems and knowledge bases to solve real-time resource planning and optimization problems;
- Increasing efficiency, flexibility and efficiency in decision - making on enterprise resource management, reducing complexity and labor intensity in management, depending on the human factor;
- The cost is lower than that of foreign analogues.

Key strengths / Innovation

- **What's in it for Partner?**
- A new class of innovations and systems that are just entering the market;
- The ability not only to sell ready-made systems, but also to develop custom solutions to any problem of resource management for any client.

- **What's in it for Partner professional customers?**
- Development of intelligent enterprise resource management systems based on artificial intelligence, including multi-agent technologies and knowledge bases for creating digital duplicates business's.

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IT Solutions for Education Industry

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CODDY

International programming school for kids

CODDY

The only international programming school for kids aged from 3 to 18 that does not have analogues in the world. Certified by Microsoft company and is an official educator of Roblox company 2019-2020.

General and Financial Information

- Total Sales (RU & International) 61 ml rub (2019)
- Total Market share (Russia & Other Countries)
-
- Main relevant product groups within company Portfolio:
  - Online and offline courses for kids aged from 3 to 18
  - More than 75 courses in 4 directions (programming, creativity, personality development, cybersecurity)

- Logo's of relevant brands:

- Currently present in: Branches presented in 120 cities in 8 countries (Russia, Belarus, Israel, Kazakhstan, Kyrgyzstan, Moldova, USA, Ukraine)

- E-commerce: https://coddyschool.com/en

- Main buyers: Parents with kids aged from 3 to 18
- Cooperate with:
  - Classes are held in offices of IT companies: GlowByte Consulting, SAP, CROC, FINAM, Technopark Skolkovo, Sberbank Technologies, QIWI, Evotor, Colvir Sofware Solutions, M.Video-Eldorado Group etc.
  - Development and organisation of events for companies:Sberbank of Russia, Positive Technologies, MegaFon, Grinatom, MTS etc.
  - Partnership courses with companies: WACOM, Movavi, Google

- Certification: **Certified by Microsoft** company and is an official educator of Roblox company 2019-2020

Points of differentiation compared with other market players?

- ✓ Techers currently working in IT industry
- ✓ Module system of learning
- ✓ The widest range of courses in the world
- ✓ Affordable courses – from 6000 rub per month in Moscow (from 3000 rub per month in regions)
- ✓ Niche courses (Machine learning, Harvard CS50, Design thinking etc.)
- ✓ Partnership courses with companies: WACOM, Movavi, Google and with MSU named after Lomonosov.

Key strengths / Innovation

What's in it for Partner?

- ✓ Strong brand
- ✓ Flexible format of partnership
- ✓ Experience and all needed materials and methodics for work
- ✓ Wide range of partnerships with companies
- ✓ Fast and safe launch of project

Innovations

- ✓ Programs of learning are unique and do not have analogues in the world

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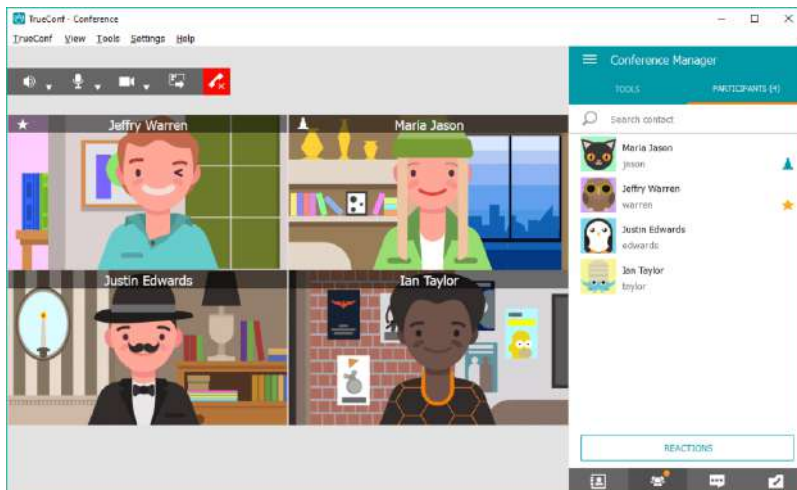web: https://coddyschool.com/en/

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SPIRIT DSP

SPIRIT DSP's innovative carrier-grade voice and video software platforms allow telcos, service providers, OEMs and software developers to deliver superior quality VVoIP services. 1 Billion people in over 100 countries use SPIRIT's software

General and Financial Information

Total Sales (RU & International) - N/A
Total Market share (Russia & Other Countries) – export is up to 50% of total sales

Main relevant product groups within company Portfolio:
- VideoMost Server - Enterprise video conferencing with mobile messaging and content sharing.
- Video Conferencing SDK - Complete set of media processing technologies, signaling / transport protocols and collaboration tools to enable mobile group video calls inside your app
- TeamSpirit.im - Complete set of source code, from UI to backend, that quickly enables rich, engaging messaging experiences in every mobile app and provides all standard features of popular messaging apps.

Logo's of relevant brands:

Currently present in: USA, Europe, Asia Pacific, Middle East, Africa

E-commerce: Amazon Marketplace (AWS)

Main buyers: SPIRIT DSP software is licensed to/powers popular products from global technology leaders including Apple, Adobe, ARM, AT&T, Avaya, Blizzard, BroadSoft, BT, China Mobile, Dialogic, Ericsson, HP, HTC, Huawei, Korea Telecom, Kyocera, LG U+, Mavenir, Mitel, Microsoft, NEC, Oracle, Polycom, Reliance, Samsung, Skype, Texas Instruments, Toshiba, Viber, ZTE, among more than 250 others.

Points of differentiation compared with other market players?

Enterprise-grade Software Video Conferencing Server
Enterprise license fee per video participant is a fraction of Zoom price
Cross-platform - join anywhere, from any device
Total interoperability
 Flexible deployments
 WebRTC and proprietary SVC engine

Key strengths / Innovation

What's in it for Partner?

25+ years on international IT market
White-label software licensing
Revenue-sharing for partners

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TRUECONF, LLC

Founded in 2003, TrueConf is a leader in enterprise video conferencing and collaboration in Eastern Europe. We help businesses transform the way their companies work and bring their teams together to get more work done.

General and Financial Information

- Total Sales (RU & International): This information is not to be disclosed.
- Total Market share (Russia & Other Countries): 56% in Russia / 44% in other countries

- Main relevant product groups within company Portfolio:
  - Software licenses

- Logo's of relevant brands:
- Currently present in: 120+ countries.
- E-commerce: Our products are available on most e-commerce platforms (Google Play, App Store, Amazon, etc.)
- Main buyers: SMEs and government organizations with geographically distributed branches and strict security policies. TrueConf is chosen by companies that cannot or do not want to use cloud-based video conferencing services due to cloud vulnerabilities.
- Cooperate with:
  - Russia: Rostelecom, Softline, CROC, LANIT, etc.
  - Export: Logitech (Switzerland), NVIDIA (USA), Yamaha (Japan), Sennheiser (Germany), Intel (USA), Lenovo (China), etc.
- Certification HIPAA, PCI

Points of differentiation compared with other market players?

- Unique on-premises video conferencing infrastructure tailored and adapted to an organization's needs. TrueConf is capable of connecting rooms, desktops, mobiles and browsers in a secure collaboration environment.
- TrueConf does not require huge investments, special IT skills or integrator services to be deployed. Our video collaboration platform is easiest to set up and maintain on the market: the server deployment usually takes less than 15 minutes.
- Every TrueConf application is a collaboration and team messaging hub with built-in 4K video conferencing, presence, contacts, telephony, chats, advanced collaboration and meeting management tools.
- Meeting room control via smartphone
- TrueConf has a unique expertise not only in video conferencing software development, but also in the field of video conferencing hardware integration and in turnkey solutions for meeting rooms.

Key strengths / Innovation

- What's in it for Partner?

- Software license reselling doesn't require transit of goods.
- Partners can create their own meeting room kits based on TrueConf technology.
- Partners can create their own white label solutions based on TrueConf technology.
- We ensure constant lead flow in target regions.
- TrueConf is a well-known brand that has received a lot of positive references in the partners' target areas, which boosts negotiation processes and deal closing.

- What's in it for Partner professional customers?

- Hardware video encoding support.
- SVC architecture significantly lowers infrastructure costs and requirements, which makes it easy to provide reliable telecommunications services for millions of end users.
- Native interoperability with popular video conferencing endpoints and cloud video conferencing platforms.
- 3D video conferencing for innovative telemedicine projects.
- Real-time remote meeting management.

Limitations

N/A

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RUSSIAN EXPORT CENTER

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YOUR RELIABLE LANGUAGE PARTNER

TOP-5 IN EASTERN EUROPE*
№ 1 IN INTERPRETING IN RUSSIA**

EGO Translating Company

Comprehensive linguistic provider into 100+ world languages. Top 3 on the Russian linguistic market, one of top 5 linguistic services' providers of Eastern Europe .

General and Financial Information

- Total Sales (RU & International): consolidated sales $12,400 million (2019)
-
- Total Market share (Russia & Other Countries): 80% sales generated by Russian market, 20% of export sales
-
- Main relevant product groups within company Portfolio:
    - Translation and legalisation of documents of various complexity and volumes,
    - Integrated localisation of websites, interfaces, software and multimedia,
    - Text rewriting (adaptation) of reports, presentations, articles for target language audience.
    - Simultaneous and consecutive interpreting services for any kind of event
    - Remote simultaneous and consecutive translation incl. video conferencing
    - Desktop publishing (DTP) and graphic design, turn-key development of advertising and printing items,
    - Corporate foreign language training with the use of industry-specific glossaries

- Logo's of relevant brands:

EGO TRANSLATING COMPANY

- Currently present in:
    - 30+ countries worldwide: France, Spain, Italy, Sweden, Germany, Japan, Poland,
    - Netherlands, Switzerland, UAE, Belarus, Kazakhstan, USA, UK, Greece, Turkey, Norway, Singapore, etc

- E-commerce: international (https://www.ungm.org/, https://procurement.unido.org/, etc), 15+ national trading platforms
- Main buyers: companies planning to launch or expand international business abroad with particular focus on Russian market

- Cooperate with:
    - Russia: Rosneft Oil Company, Gazprom, Russian Helicopters, Sberbank, Russian Railways International and many others
    - Export: Nissan Manufacturing, Volkswagen Group, Hannover Messe, Alstrom, Nestle, P&G and many others

- Certification: ISO 9001:2015, ISO 17100:2015

Points of differentiation compared with other market players?

- 360 º linguistic support of projects
- 100+ world languages
- The use of specialized software products to improve the quality of services and optimize the cost in the field of translation, cloud solutions for remote interpretation, online learning platforms for foreign languages
- 350+ specialized glossaries in different languages and on different topics.

Key strengths / Innovation

- What's in it for Partner?

- Free testing and executors' selection
- 24/7 language support regardless of time zone
- 2 years written translation guarantee
- Online services

- Private Label and White Label: Yes/No , conditions

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ZPlatform

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

system Z NEW DIMENSION OF YOUR EFFICIENCY

SYSTEMZ LLC

SystemZ is a leading company in the development of high-tech custom and replicable software since 2001. SystemZ has extensive experience in projects using Opensource software, Microsoft SharePoint and Office 365 technologies. Since 2010, the company has been developing its own product line for business processes automation on various platforms.

General and Financial Information

- Total Sales (RU & International)   180 million rubles
- Total Market share (Russia & Other Countries) Russia – 90%, Other Countries – 10%
- Main relevant product groups within company Portfolio:
  - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
  - ZPlatform for SharePoint Online is a low-code platform for business process automation that significantly extends the functionality of SharePoint Online, which includes the following components: ZForms - form designer for SharePoint Online; ZFlow – graphic workflow designer ZChatBot – chat bot and employee's personal cabinet in Microsoft Teams
  - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
  - ZPlatform for SharePoint Server on-premise - low-code platform for business process automation that significantly extends the functionality of SharePoint Server, which includes the following components: DocTrix Platform - a set of components, including the organizational structure, form editor, output document generator, EDS and much more ;   ZFlow - graphic workflow designer
  - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
  - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system Z NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
- Using chat bots allows to organize the work of remote and mobile employees more efficiently, reducing the need for personal communications and calls to those responsible for different questions.
- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

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Presentation

RUSSIAN EXPORT CENTER

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IT Solutions for Smart City

RUDEVICES

RuDevices

The company's speciality is in creating solutions and smart devices for rapid image recognition in the video stream. It has been successfully optimizing business processes related to processing various types of citizens' documents for many years, using unique algorithms for processing streaming data, artificial intelligence technologies.

General and Financial Information

- Total Sales (RU & International) – 42 900 000,000 RUB.
- Total Market share (Russia & Other Countries) – 100% Russia

- Main relevant product groups within company Portfolio:
  - Hardware and software systems for rapid recognition of documents in the video stream

- Logo's of relevant brands:

  RUDEVICES

- Currently present in: Sales on the territory of the Russian Federation

- Main buyers: Transport industry, banking sector, tourism and hotel business, migration service and state security agencies, insurance companies; companies, state and municipal structures that use the electronic queue system

- Cooperate with:
  - Russia: company (country) – JSC "RZD", VTB Bank (PJSC), GBU MFC of Moscow, FINAM Bank JSC

- Certification
  - All products are registered in the unified register of Russian programs for electronic computers and databases and have certificates of compliance.

Points of differentiation compared with other market players?

- Recognition of 20 types of the Russian Federation documents, more than 25 types of the former USSR documents and more than 200 world documents
  - Passport of citizen of the Russian Federation
  - Documents with MRZ
  - Personal insurance policy number/SNILS
  - Vehicle Registration Certificate
  - Driver license
  - Certificate of birth
  - Bank cards
- Recognizing of documents in real time without data transfer to the cloud or the server
- Recognition speed t 1-1.5 seconds
- No copies of personal data
- Ability to recognize documents based on photos and photocopies
- Connects to the computer's USB port, no additional drivers or SOFTWARE required
- Possible integration with the Physical Access Control System (PACS)

Key strengths / Innovation

- What's in it for Partner?

- Private Label and White Label: Ye
- Possibility of integration with the customer's Physical Access Control System (PACS)
- Ability to integrate the device into the operator's workspace
- Simple and easy to use
- Unique development in the research of new architectures of ultralight neural networks

ARMTEL

ARMTEL CCS-IP2
IP PRODUCT LINE EXTENSION

ARMTEL ICS
HYBRID INDUSTRIAL COMMUNICATION SYSTEM
Conceptual architecture

COMPACT WALL-MOUNTED INTERCOM

Drilling Oil & Gas Chemical Power Mining and Steel Transport

ARMTEL
Armtel designs and manufactures intelligent industrial communication systems

General and Financial Information

- Total Sales (RU & International)   348 395 504 rub. for 2019
- Total Market share (Russia & Other Countries)   93% Russia / 7% other countries for 2019

- Main relevant product groups within company Portfolio:
    - Communication equipment and data transmission equipment

- Logo's of relevant brands:
- Currently present in: India, Malaysia, Indonesia, Qatar, UAE, Algeria

- E-commerce:
    - https://tenders.eil.co.in/
    - https://iocletenders.nic.in/
    - https://bpcleproc.in/EPROC/

- Main buyers: Industrial enterprises in Drilling, Oil & Gas, Chemical, Power, Mining and Steel, Transport industries
- Cooperate with:
    - Russia: Gazprom, EuroChem, Rosneft, Rosatom, Novatek, RusHydro, Tatneft, Sibur
    - Export: India – IOCL, BPCL, HMEL, NSPCL, Cairn, DRDO, EIL, OMPL, BHEL;
    - L&T Electrical and Automatization (UAE), L&T Hydrocarbon Engineering (India/UAE), Petrofac (UK/UAE), Honeywell Automation (India/UAE), Qatar Steel (Qatar), IDEMITSU PS Petrochemicals (Malaysia) Sdn Bhd (Malaysia), Sonatrach (Algeria)

- Certification: Eurasian Customs Union, ATEX, PESO (India)

Points of differentiation compared with other market players?

- ✓ Wide product line
- ✓ Advanced integration
- ✓ The presence of an explosion proof IP based call station
- ✓ Equipment for the most harsh operating conditions

Key strengths / Innovation

What's in it for Partner?

- ✓ 1. Engineering support for projects
- ✓ 2. Conducting product training
- ✓ 3. International customer support
- ✓ 4. On-site service
- ✓ 5. Spare parts sale

Innovation

- ✓ Explosion proof IP based call station

Presentation

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Projects

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EXPORT CENTER

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damask
queue management system

Queue Management System

DAMASK LLC

Damask LLC is the largest manufacturer of a device-independent electronic queue system in Russia.

General and Financial Information

- Total Sales (RU & International)   108 092 000 rub.
- Total Market share (Russia & Other Countries)   99%/ 1%

- Main relevant product groups within company Portfolio:
  - Electronic queue system and a survey system

- Logo's of relevant brands:
- Currently present in: Kuwait, Belarus

- Main buyers: State and commercial organizations having offices (centers) of customer service (banks, clinics, post offices, tax, pension funds, social security, etc.), as well as retail stores.

- Cooperate with:
  - BANKS,
  - MEDICAL INSTITUTIONS
  - STATE INSTITUTIONS
  - COMMERCIAL INSTITUTIONS
- Certification:
- certificate of REC No. RE.18.000205 dated 12/21/2018
- certificate of state registration of a computer program No. 20133614844 (Damask queue management system - Zero Time Installation).
certificate of state registration of a computer program No. 20144618364 (queue management system DAMASK - government),
- certificate of state registration of a computer program No. 2015611518 (DAMASK queue management system - SaaS control module),
- certificate of state registration of the computer program No. 2015611519 (Queuing management system DAMASK - bank),
- certificate of state registration of a computer program No. 2017711750 (Damascus queue management system - MAIL),
- certificate of state registration of a computer program No. 2018615461 (Queuing management system DAMASK - module Interview system)

Points of differentiation compared with other market players?

- ✓ A completely Russian product with a lower price without currency risks compared to foreign counterparts.
- ✓ Functional compliance with the best products of the world leader, at a lower price.
- ✓ Unique digital technologies in the product, increasing the efficiency of its use
- ✓ Hardware independence.
- ✓ A wide selection of industry solutions (more than 11 solutions).

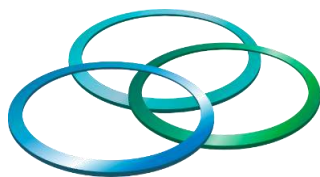### Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to earn on the cost of licenses, equipment at the expense of special prices.
- ✓ 2. Opportunity to earn on services for installation, maintenance and technical support of implemented systems

Innovations

- ✓ The QMS DAMASK is hardware independent complex, based on such perspective technologies as OLAP, SAAS, Zero Time Installation, which widely use Internet facilities (CPU-oriented architecture) and modern mobile technologies (mobile device as a system component).
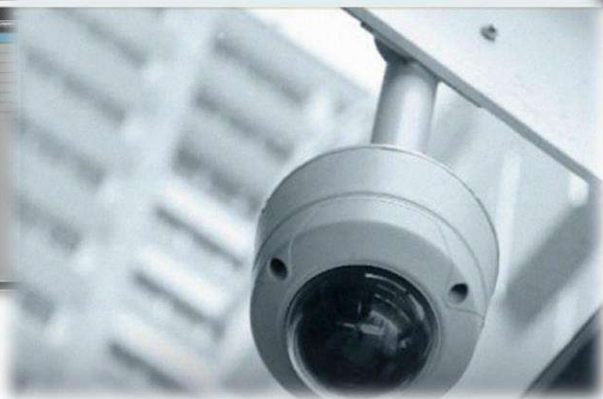
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CONSORTIUM INTEGRA-S

Russian developer of software and hardware complexes and platform solutions for building intelligent integrated security systems, monitoring and object management.

General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia & Other Countries) 80/20

- Main relevant product groups within company Portfolio:
    - Integra-Planeta-4D Integration Platform,
    - Integra-Video Digital Video System,
    - Integra-SKD Monitoring and Control System,
    - Surveillance System,
    - Integra-Video-ZHD Recognition System for Train Cars, Cisterns and Containers

- Logo's relevant brands:

- Currently present in: Russia, Angola, UAE, Abkhazia

- Main buyers: Main Office of Penitentiary Service of the Russian Federation, Ministry of the Interior of the Russian Federation, Ministry of Defense of the Russian Federation, Ministry of Transport of the Russian Federation, Ministry of Emergency Management of the Russian Federation, Maritime Safety and Security Service, Objects of social infrastructure in the Republic of Abkhazia, Ministry of the Interior of the United Arab Emirates, Embassy of the Republic of Angola

- Certification: certificates to assess vulnerability, certificates of conformity.

Points of differentiation compared with other market players?

- A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions.
- The enterprise has successfully introduced and certified the Quality Management System (QMS) in accordance with GOST ISO 9001-2011.
- The QMS seeks to achieve high quality of all types of operation, and make sure all products of the company confirm to the customer's requirements.
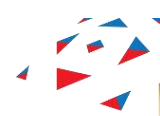
Key strengths / Innovation

What's in it for Partner?

- 1. More than 400 highly qualified employees
- 2. More than 20 years of experience and thousands of installations of different levels
- 3. All the necessary licenses and holds a number of key patents
- 4. A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions and top positions in international ratings.

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Presentation

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«Kontinent-Tau»

Proposal for industrial plants digitalization

«KONTINENT-TAU» LLC

Full-cycle engineering company in the field of automation of production processes and monitoring of engineering systems of buildings and structures.

General and Financial Information

- Total Sales (RU & International): 53 306 890 rub.
- Total Market share (Russia & Other Countries): 99,8/0,2
- Main relevant product groups within company Portfolio: Electrical Products, Automatic Control Stations – TAU-R, hardware and software platforms – TAU-Monitoring, SCADA TAU-Vision, engineering services in the field of industrial enterprises digitalization.

- Logo's of relevant brands:

- Currently present in: Kazakhstan, Poland, Cyprus
- Main buyers: Industrial enterprises
- Certification: Certificate of conformity TC № TC RU-ИМ.43.B.01356

Points of differentiation compared with other market players?

- Custom-designed solutions.
- Intuitive clear HMI
- Involvement in the whole life cycle of production (design, construction, operation, disposal)

Key strengths / Innovation

What's in it for Partner?
- We have helped with high-technological equipment localization for CIS.
- Reliable and experienced subcontractor in process control and dispatching of production technological processes (for projects with foreign contractor or investor).
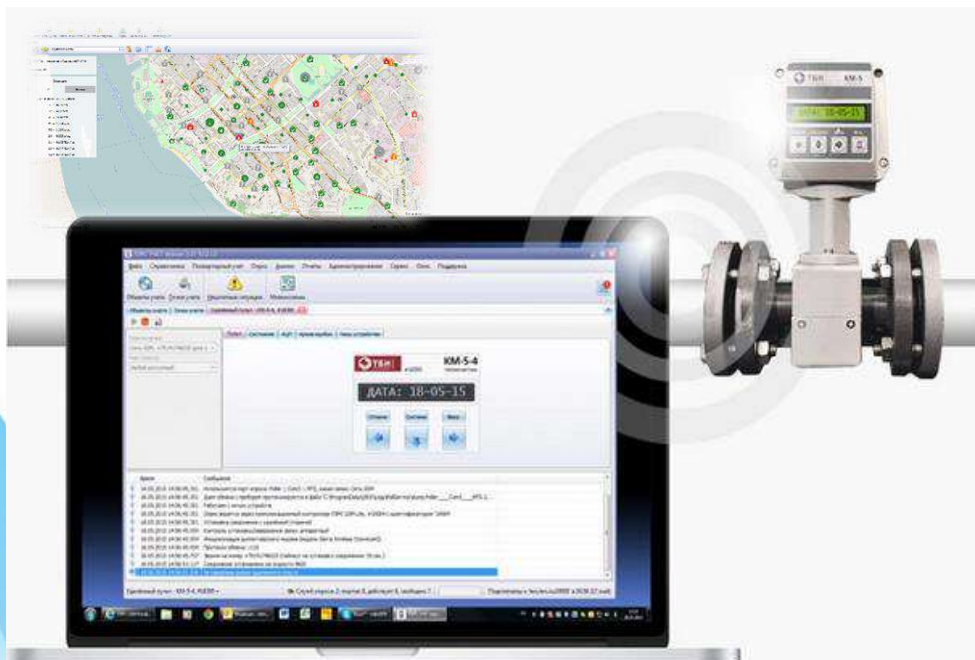
Innovations:
- Patents on an useful model №75482,86022, 91635,
- Software certificate ЭВМ №2019612614

Limitations
- Do not have overseas intellectual property protection
- Do not have abroad partners
- Not a lot of experience

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www.lers.ru

LERS AMR

The first enterprise of the group had the symbolic name "laboratory of energy and resource saving". The name accurately reflects our goal - the development and deepening of the energy conservation process. Our main products at present are lers amr software, automated heat points, controllers and cellular modems.

General and Financial Information

- Total Market share (Russia & Other Countries): 80% (Russia) / 20% (Other Countries)
- Main relevant product groups within company Portfolio: LERS AMR Software, communication equipment LERS GSM
- Logo's of relevant brands: LERS AMR   ЛЭРС УЧЁТ

- **Currently present in: Russia & The Republic of Kazakhstan**
- Main buyers: Energy companies, service organizations working with metering devices
- Cooperate with:
  - Russia: LERS-Service, LLC. Teplokom-Servis M, Karat-Service, LLC
  - Kazakhstan: Limited partnership responsibility of Almaty TBN Service

- Certification: The state register of measuring instruments OS.C.34.004.A 71878 under the number 73085-18; Patent for invention No. 2679965 "Automated information-measuring system".

Points of differentiation compared with other market players?

- 20 years of product development
- Support Over 400 metering devices from different manufacturers
- Simple licensing system
- Easy installation, many additional tools to work as part of the LERS AMR Software

Key strengths / Innovation

What's in it for Partner?
- Low price
- A large number of tools for work
- Constant update system, release of new versions

Private Label   Yes
Innovations Yes

Limitations

- User Licensing

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ARM Presentation
GSM Presentation

RUSSIAN EXPORT CENTER

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White Soft

WHITE SOFT IS LEADING SOFTWARE DEVELOPMENT COMPANY OF THE FAR EAST OF THE RUSSIAN FEDERATION. WE DEVELOP SOFTWARE FOR BUSINESS, GOVERNMENT AND PEOPLE

General and Financial Information

- Total Sales (RU & International): 100 000 000 RUB / $1 300 000
- Total Market share (Russia & Other Countries)
  - ✓ 98% (Russia)
  - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
  - ✓ Golos - the high-tech product for monitoring the efficiency of the authorities;
  - ✓ Portal technology – services for the design and development of a single set of official portals and sites, integrated with information systems;
  - ✓ Mobile Apps – mobile solutions that are used daily by tens of thousands of people;
  - ✓ Medicine and education - system of electronic signing up in preschool institutions and medical institutions;
  - ✓ Electronic document management system - for government

- Logo's of relevant brands:
- **Currently present in Japan**
- Main buyers: the government
- Cooperate with: The government of the Khabarovsk Territory, the Administration of Primorye Territory, The Sakha (Yakutia) Republic, Sakhalinsk Territory, JSC "Far Eastern Energy Company, the Sojitz Corporation

Points of differentiation compared with other market players?

- ✓ Competence for the development and maintenance of software for the Japanese company Sojitz Corpora-tion and ACCRETECH (Tokyo Seimitsu Co. Ltd.).
- ✓ Adherence to intellectual property rights in cooperation with partners.
- ✓ The company has regulations to protect intellectual property within the company (the regulatory framework)

Key strengths / Innovation

What's in it for Partner?

- ✓ Strong financial basis.
- ✓ Technical knowledge and experience
- ✓ We are the best-known and successful company for software development in the Far East
- ✓ The company's solid reputation
- ✓ Guaranteed execution of projects on time and with the required quality.

What's in it for Partner professional customers?

- ✓ We have experience in effectively work at an international level
- ✓ The philosophy of smart city

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We upgrade the telephony for your business

HOTLEAD is a modern cloud-based service for doing business.

- Keep your phone numbers, reduce the call cost.
- Manage and use effectively your database and CRM system.
- Give the effectiveness of advertising campaigns.

HOTLEAD SERVICE USES SIP PROTOCOL AND SUPPORT:

- CLOUD PBX
- TELECOMMUNICATIONS SERVICE PROVIDERS
- MOBILE SERVICE PROVIDERS

Hotlead
HOTLEAD IS A MODERN CLOUD-BASED SERVICE FOR DOING BUSINESS

General and Financial Information

- Main relevant product groups within company Portfolio:
  - Cloud PBX
  - CRM-system
  - Call-back
  - Call-tracking
  - Calls statistics and analytics
  - Tracking websites requests
  - Voice recognition
  - Voice and chat bots

- Logo's of relevant brands:
- **Currently present in:**
  - South Korea
  - Europe
  - Thailand
  - Singapore
  - Japan
- Main buyers: small and medium enterprises, the government sector
- Cooperate with: Yonsei severance hospital

Points of differentiation compared with other market players?

- Complex range of services
- Fixed plans
- Ability to keep your existing phone numbers
- Integration of the business processes in the existing infrastructure of the company without critical changes
- Own built-in CRM-system and ability to integrate with different CRM-systems
- Voice recognition and analytics
- Voice and chat bots

Key strengths / Innovation

What's in it for Partner?

- Ability to use the service no matter where your company location is
- Ability to have "virtual offices" anywhere in the world
- Specialized software isn't required
- Specialized knowledge in the sphere of telephony isn't required
- Accessibility to manage any employee no matter where you are.

What's in it for Partner professional customers?

- Combining all your business process in one system
- Voice recognition and analytics
- Voice and chat bots

AVRORA ROBOTICS

IS A RUSSIAN INNOVATIVE COMPANY PRODUCING ROBOTICS AND AUTONOMOUS VEHICLE CONTROL SYSTEMS.

General and Financial Information

- Total sales (RU & International) 32500000 RU/500 000 USD
- Total market share (Russia and other countries, %): Russia100%;
- Main relevant products groups within company portfolio
  - UNIOR – educational mobile platform for robotics studies (three generations);
  - IQ-BOAT – a pleasure boat of small water displacement able to move autonomously in ponds or swimming pools

- Logo of relevant brands:

- Currently present in: Kazakhstan
- E-Commerce: Alibaba
- Main buyers: robotics schools, techno parks, hotels & restaurants with recreational facilities, entertainment parks
- Cooperate with: GAZ, KAMAZ, GLONASS, Baskin Robins
- Certification: ISO:22000

Points of differentiation compared with other market players

UNIOR:
- Both indoor and outdoor use;
- Option of adding custom equipment for testing your own software and hardware;
- A selection of languages for programming;
- Meeting the requirements of mobile robotics competitions.
- IQ-BOAT:
- A unique offer with no analogues in its class;
- The functional area in the middle of the boat can be used for barbecue, hookah, tea-making set or full kitchen

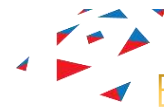## Key strengths / Innovations

What's in it for Partner
- High tech industry
- Option of exclusive distributors contract
- Study guide for UNIOR
- Unique offer for boats, no competition
- Option of branding for private labels

What's in it for End-User
- Option of buying UNIOR with a fully-equipped track
- Practice of programming in different languages
- Option of testing your own soft- and hardware UNIOR
- A turnkey project for IQ-BOAT includes a control center and control system with an electric drive and a docking module for charging, and as many boats as you like

Limitations
- Order lead time – 100 days

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web: https://avrora-robotics.com/ru/
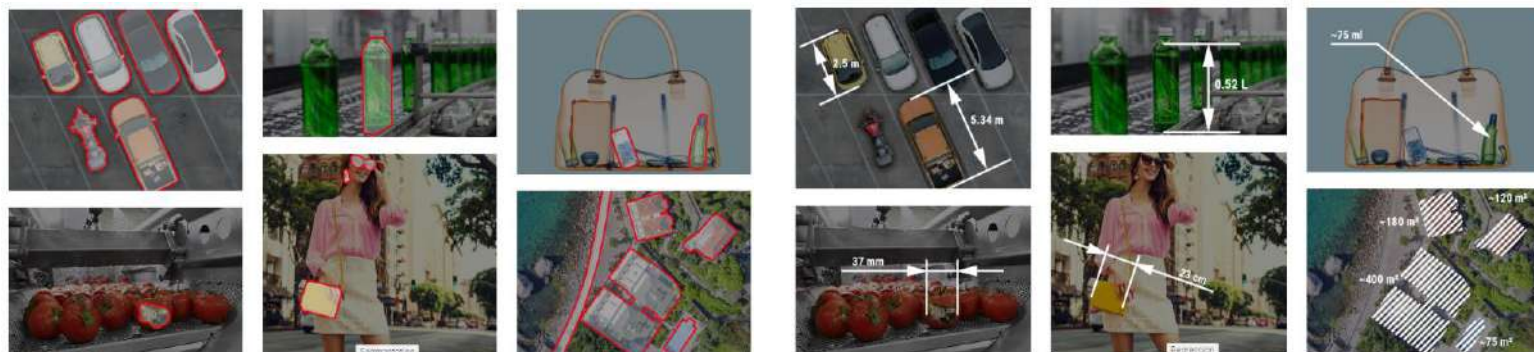
Presentation
Catalogue
Video

![CVISIONLAB logo]

Who we are

CVisionLab is the provider of R&D services and developer of custom solutions for challenging Computer Vision and Artificial Intelligence problems.

Over the decade, CVisionLab has developed core parts of video surveillance systems, Imagery-based quality control for manufacturing, medical imagery analysis, recognition systems for satellite imagery, augmented reality and computer graphics products.

CVisionLab

Custom solutions for computer vision and machine learning

General and Financial Information

- Total Sales (RU & International) $1.6M
- Total Market share (Russia & Other Countries)
    - Russia: 2%
    - Other countries: 98%

- Main relevant product groups within company Portfolio:
    - Computer Vision software for medicine, quality control at factories, robotics systems, entertainment applications

- Logo's of relevant brands:

  CVISIONLAB

- Currently present in: USA, Israel, Germany, France, The Netherlands, Brazil, Australia

- E-commerce: https://www.upwork.com/ag/cvisionlab/
- Main buyers: International companies and startups who invests in high-end technologies and AI-powered solutions
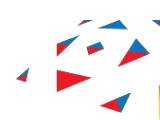
- Certification TensorFlow Developers Cert.

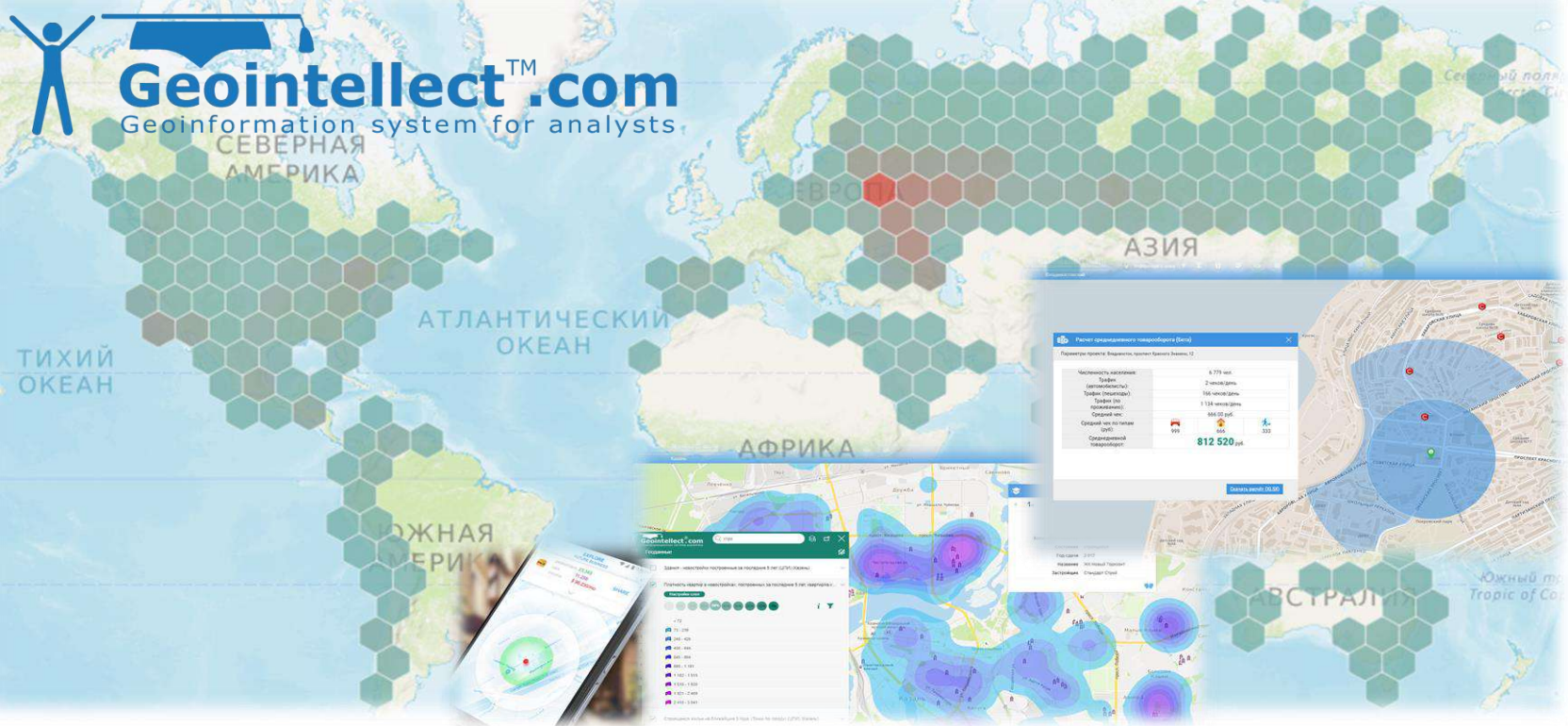## Points of differentiation compared with other market players?
✓ Hands-on experience of development custom computer vision solutions for various domain
✓ 10+ years of experience in the Machine Learning field
✓ Strong team of professionals in ML, software development, Project management, DevOps, QA

Key strengths / Innovation

What's in it for Partner?

✓ Transparent workflow and tight integration with customers
✓ Excellent communications
✓ High value for reasonable price
✓ Hiring an AI expert can cost a fortune.
✓ This is why at CVisionLab we truly believe that our Computer Vision and Deep Learning professionals could not just serve you but to become a part of the problem solving chain.
✓ Our experts help startups and enterprises to develop and integrate AI technologies for visual quality inspection, medical and microscopic image analysis, optical character recognition, precision agriculture, and many others.

Presentation

GEOINTELLECT
LOCATION INTELLIGENCE PLATFORM (WEB AND MOBILE)

General and Financial Information

- Total Sales (RU & International) 387 000 EURO (2019)
- Total Market share (Russia & Other Countries):
  - ✓ 90% (Russia)
  - ✓ 10% (other countries)
- Main relevant product groups within company Portfolio:
  - ✓ Smart City
  - ✓ Big Data Analysis
  - ✓ E-Government
  - ✓ Cloud solutions
  - ✓ Healthcare
- Logo's of relevant brands: Geointellect
- Currently present in: Russia, Kazakhstan, Uzbekistan
- Main buyers: FMCG, DIY, HoReCa, Banks, Government
- Cooperate with:
  - ✓ Russia: Leroy Merlin, X5-Retail Group, VkusVill, Prisma, Dixy, Raiffaisenbank, UniCredit Bank, Metro Cash&Carry, Sberbank, Saint Petersburg Government,
  - ✓ Export: Walmart, Home Credit, Decathlon, KESKO, Adidas, World Class, Pizza Hut
- Certification: No. 2015614104 (state registration of the software), No. 53306 (trademark), No. 2016621346 (database)

Points of differentiation compared with other market players?

- ✓ Comparatively reasonable price for platform access and consulting projects
- ✓ User-friendly tools for BigData visualization
- ✓ Expertise in mobile data processing
- ✓ Developing instruments for economic performance estimation
- ✓ Expertise in machine learning
- ✓ 16 years of experience in different industries: Retail, HoReCa, SmartCity, Healthcare

Key strengths / Innovation

What's in it for Partner?

- ✓ Special prices for geoanalytical research and platform access
- ✓ Looking for franchisee to develop business in other countries with support
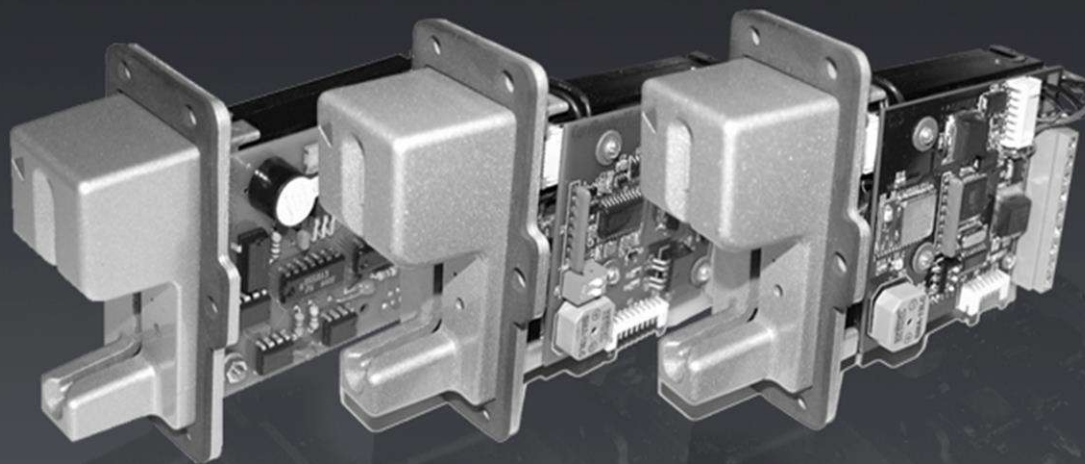- ✓ Trustworthy brand in Russia

What's in it for Partner professional customers?

- ✓ Access to platform (web and mobile)
- ✓ Hub of geodata all in one place
- ✓ User-friendly tools for geoanalysis in different industries: Retail, HoReCa, SmartCity, Healthcare
- ✓ User-friendly tools for BigData visualization
- ✓ Sales Manager support

Limitations

- ✓ Duration of the project depends on which data do we or you have. For several data categories in some countries it can last from 1 day
- ✓ Data availability

Presentation

Enigma®

PRIVRATNIK 01C, 02A, 03A

THE ALONE ACCESS CONTROL SYSTEM TO THE ATM LOBBY BY BANK'S CARD USING

ENIGMA

An our products are unique in their functionality and are an inexpensive solution for ensuring the security of ATMs and customers

General and Financial Information

- Total Sales (RU & International) - 1 mln RU/ 12 400 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
- Russia – 85%, CIS – 10%, Europe – 5%
- Main relevant product groups within company Portfolio:
  - Privratnik-01C
  - Privratnik-02B
  - Privratnik-03A
- Logo's of relevant brands:
- Currently present in:
- Russia, Europe
- E-commerce: Alibaba
- Main buyers: Banks, System integrators, Trading houses
- Cooperate with:
  - Russia: LUIS (Russia,Moscow), Rusichi (Russia,Irkutsk), Aksilium (Russia,Perm)
  - Export: Agencija Kamir (Bosnia&Herzegovina), Sectron(Serbia)
- Certification
- EEU NRU Д-RU.ММ06.В.01923;
- FSC-RU00000 30787

Key strengths / Innovation

- **What's in it for Partner?**

- Stable delivery from us;
- 24|7 technical support;
- Loyalty program for Trading houses;

- **What's in it for Partner professional customers?**

- Reliable
- Convenient
- Inexpensive

Points of differentiation compared with other market players?

- Stand-alone and Plug&Play system;
- Vandal proof solution;
- Functionality and inexpensive product;
- 3-on-1 models – (working well with magnet stripe, chip and wireless bank's cards);
- Reliable device in a wide temperature range;

Limitations

- Minimum shipment quantity for the amount from 2 400 Euro
- Production capacity is 200 units per quarter

Presentation

Video

RUSSIAN EXPORT CENTER

Back to Main Categories

We help build video platforms to distribute and monetize video content

We provide the full range of services for online streaming, VOD and social media projects\ Our services cover the entire video workflow from capturing, encoding/transcoding, storage, editing, protecting (DRM), assets management, delivery and front-end apps for any platform.

LLC «INVENTOS»

Online video streaming for business and education. A Russian based IT company with 40+ employees focused on online video streaming and VOD products for TV, ISP, sports, education and smart city.

General and Financial Information

- Total Sales (RU & International): No information available

- Total Market share (Russia & Other Countries) : No information available
-
- Main relevant product groups within company Portfolio:
    - Streambuilder.pro — live video encoder with GPU and Intel Quick Sync/FEI/NVENC support, DRM and SSAI.
    - Webcaster.pro — live streaming and VOD platform for business, eduction and sports.
    - FlockPlay — hybrid P2P & CDN content delivery balancing.
    - Proxima.TV — OTT platform for ISP, hotels, on-board entertainment systems.
    - Services:
    - Turnkey solutions and integration services for custom video streaming platforms.
    - Online video technology audit and consulting services.
    - AI and CV stream analysis for smart city and other applications.

- Logo's of relevant brands:

- Currently present in: Europe, USA, Asia, Latin America, CIS

- Main buyers:
    - government agencies
    - media companies
    - broadcast operators
    - sports and cyber sports companies

- Certification: The Certified Widevine Implementation Partner of Google

Points of differentiation compared with other market players

- Very flexible, deliver solutions for almost any crazy idea with video
- Long time player. We strive while others come and go. Many lifetime long (20+ years) client relations.
- Innovations pioneer. We put a new thing together long before it becomes obvious for the industry.
- Always up for something new.

Key strengths / Innovation

What's in it for Partner?

- Easy money. Simply deliver great russian solutions to your market.
- Always there for you. 24/7 support, although sometimes just a great listener will do.
- Never enough. We always aim for better performance and the best soultions.

- **Innovations**
- AI powered CV projects for video streaming for smart city and traffic control

INVENTOS

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web: https://inventos.pro

Waste management industry digitalization as a business strategy

BIG THREE, LLC

Russian software development company. Big Three products are used in the environment sector, in particular in digitalization of waste management.

General and Financial Information

- Total Sales (RU & International): 531 mln RUR

- Total Market share (Russia & Other Countries): Russia

- Main relevant product groups within company Portfolio:
  - software
  - microelectronics
  - BPM vs BPMS
  - Smart city.
  - Safe city
  - Data analysis

- Logo's of relevant brands:

- Currently present in: Russia

- Main buyers:
  - Waste management companies
  - Local ministries of environment
  - Waste transport companies

Points of differentiation compared with other market players?

- Big Three products are based on mathematical algorithms
- Provide much more options than others' products
- Far more reliable than others' products
- Cheaper

BIG THREE

Key strengths / Innovation

- **What's in it for Partner?**
- Our software is based on mathematical algorithms, neural networks and big data, it makes our products the most reliable at the market
- Our products make the most efficient routs for waste collection and help reduce logistic costs up to 20%
- Make a reliable 20 years prediction of waste management industry development in a region

Presentation

RUSSIAN EXPORT CENTER

Back to Main Categories

KAMIS – the instrument of modern museum

KAMIS Co. Ltd

An integrated automatic museum information system for solving museum problems in accordance with the requirements of the Ministry of Culture of Russia. Accounting, storage, restoration, immovable monuments, exposition and scientific activities, state catalog.

General and Financial Information

- Total Sales (RU & International): 58 188 000 Rubles(2019)

- Total Market share (Russia & Other Countries): Russia (100%)(2019)

- Main relevant product groups within company Portfolio:
    - KAMIS – museum information center
    - Additional modules
    - Editioned multimedia products integrated with the KAMIS system (sites, mobile apps)
    - Support service at all stages of KAMIS work
    - Cloud backups

- Logo's of relevant brands:

- Currently present in: Ukraine, Azerbaijan

- E-commerce: Roseltorg, Sberbank—AST, RTS-tender, ZakazRF

- Main buyers: Former CIS countries. State museums, municipal museums, private museums

- Cooperate with:

    - Russia: The State Hermitage Museum, Moscow Kremlin Museums, The State Historical Museum
    - Export: Ukraine: National Museum of the History of Ukraine in the Second World War, State Museum of Theater, Music and Cinema of Ukraine, Odessa Museum of Western and Eastern Art. Azerbaijan: The Azerbaijan State Museum of Musical Culture

Points of differentiation compared with other market players?

- Deep adaptation to Customer's needs by system customization
- Coverage of all areas of museum activity: Accounting, Catalog, Restoration, Archive, Immovable monuments, web and mobile apps, kiosks, etc.
- A high level of security storage
- Using cloud technologies: SaaS solutions, storing backups in the cloud. Convenient remote operations
- The modular approach of system's building: a basic universal solution and additional components
- Automatic system updates with new releases
- Constant system's development & the emergence of new opportunities
- Qualified customer support

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: No
- The ability to capture the entire market sector (museum systems) with this solution
- Remote implementation and maintenance of the system

- **What's in it for Partner professional customers?**

- Usage of cloud technologies: SaaS solutions, storing backups in the cloud. Convenient remote operations
- Creation of new web, mobile and exhibition applications, based on the KAMIS system

ENERGY STORAGE SYSTEMS

**INDUSTRIAL AUTOMATION
REMOTE MONITORING AND CONTROL**

**V2V & V2X INFRASTRUCTURE
GPS/GLONASS/Wi-Fi/UMTS MODULES**

**HOME AUTOMATION. SMART HOME and
SMART CITY**

CLOUD SERVICES FOR IoT, IIoT

ENGINEERING SOLUTIONS FOR CUSTOMERS

KS2 ENGINEERING LLC

System design, electronics and software development. Solutions in automation, remote access and monitoring, smart home and smart city systems.

General and Financial Information

- Total Sales: 60 million RUB/ 870 000 USD for 2019
- Distribution of sales volumes : Russia - 50%, Canada - 40%, USA - 10%
- The company's main product groups:
    - Integrated energy systems, intelligent energy storage and distribution systems based on LFP
    - Automation, remote monitoring and control systems for industrial, transport and retail sectors
    - Consumer electronics, including automotive
    - High-sensitivity special purpose sensors
    - Monitoring systems for moving objects, diagnostic equipment

- Logo's of relevant brands:

KS2 ENGINEERING   **KS2** CORP   **KS2** TECHNOLOGIES

- Currently presented in:
- amazon.com, ozon.ru, ebay.com, costco.ca, market.yandex.ru, industrystock.com, ks2corp.com, ks2prop.ru

- Main customers: retail, transport companies, smart home and smart city systems, banks and developers, integrators in transport, healthcare and industry

- Cooperative experience with major market players :
- Russia: VTB, BrightBox, CityBike, Compo NPO, Physiotechnika
- World: Roadtrek (Canada), Excalibur (Canada), Microart (Canada), SVD (USA), Kitchenmate (Canada), Smartricity (Canada)

Points of differentiation within our markets?

- Extensive expertise in LFP battery chemistry
- Ultra low power consumption products, environmental friendliness
- High accuracy control and measuring equipment
- Extensive experience in creating ultra-compact devices
- Simple installation and configuration of devices for the end user

Key strengths / Innovation

- **Key strengths**
- Skolkovo Foundation membership status
- Experienced development team
- Manufacturing under Private Label and White Label (conditions are discussed individually)
- Experience in developing and organizing production and sales in the North American market
- KS2 research base
- Wide network of IT and innovation partners
- Ability to adapt products and refine them to meet customer needs

- **Innovation**
- Unique IP and custom algorithms, private collection of libraries for main microcontrollers
- The efficiency of KS2 accumulators on the charge-discharge cycle of 95%
- Industrial design of complex enclosure elements

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Presentation
Catalog

RUSSIAN
EXPORT CENTER
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Biometric systems
Voice identification and face recognition

IKAR Lab
Professional audio forensic laboratory

STC-INNOVATIONS

Speech Technology Center is a global developer of intelligent speech and face recognition technologies, and an expert in machine learning and artificial intelligence. One of the few companies in the world that creates and develops both biometric modalities: face and voice. Voice falsification detection and speech recognition solutions by Speech Technology Center hold leading positions in the world ratings of NIST, ASVspoof Challenge, VOiCES, CHiME Challenge.

General and Financial Information

- Total Sales (RU & International) 2 791 595 RUB, thousand
- Total Market share (Russia & Other Countries) Russia 90%, export 10%
- Main relevant product groups within company Portfolio:
    - Speech Analytics
    - Voice & facial biometrics
    - Chatbots

- Logo's of relevant brands:
- Currently present in: CIS, MENA, LatAm (70 countries around the world)

- E-commerce:
- Main buyers: BFSI, Government
- Cooperate with:
    - Russia: NAUMEN, CROC, CTI, Altuera, TSK
    - Export: company (country): GAP CORP (UAE), Mitrol (Argentina), Sanatel (Kazakhstan)
- Certification: FSTEC

Points of differentiation compared with other market players?

- Unified technological platform for different tasks: optimizing communication with customers (based on speech analytics), automation of communication (based on voice and text robots) and security (based on biometrics)
- Ready speech recognition models for various areas with the possibility of further training
- Reliable language-independent voice biometrics for small amounts of speech
- Ready scripts for voice and text bots for different spheres

Key strengths / Innovation

- **What's in it for Partner?**

- Both Private Label and White Label are possible (conditions discussed individually)
- Different licensing models (one-time-payment, transaction-based payments)
- Discount level depends on project size

- **What's in it for Partner professional customers?**

- A single solution for optimizing communications with customers and citizens (instead of several different integrated systems)
- Continuous technology improvement
- On-Premise and In-Cloud delivery
- Possible customization to meet individual requirements

Limitations

- No feasible limitations

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http://www.speechpro.com

Presentation
Catalog

RUSSIAN EXPORT CENTER
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POLYWALL

Polywall is a professional software platform that is designed to capture information from any source and visualize it on video walls and information displays. The software facilitates decision-making and management of information in command and control environments – NOCs, command and control rooms, situation centers, and operation centers.

General and Financial Information

- Total Sales (RU & International) - no information available
- Total product (Polywall) sales by market (Russia & Other Countries)
  - Russia - 10%
  - Other countries - 90 %

- Logos of relevant brands:

- Currently present in: Russia, Polywall is distributed through a well-developed partner network in other countries
- Main buyers: Audiovisual (AV) and IT systems integrators, commercial institutions, state institutions, medical institutions, banks, security systems, military security & surveillance
- Cooperate with:
  - Russia: Polymedia
  - Export: 100+ partners all over the globe

- Certification: Software products are included in the computer software registry of the Russian Federation

Points of differentiation compared with other market players?

- Flexible and cost-effective straightforward licensing scheme
- Unlimited number of video walls and operators
- Hardware-agnostic solution
- Easy installation and management
- Convenient system for organizing and managing sources
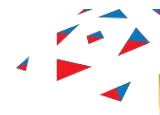- Online learning system

Key strengths / Innovation

What's in it for Partner?

- Engineering support for projects
- Product trainings
- Free license for partner's showroom
- Trial license for all orders
- Flexible license scheme
- Support, upgrade, upscale

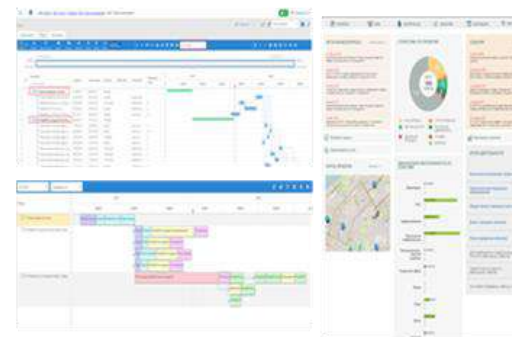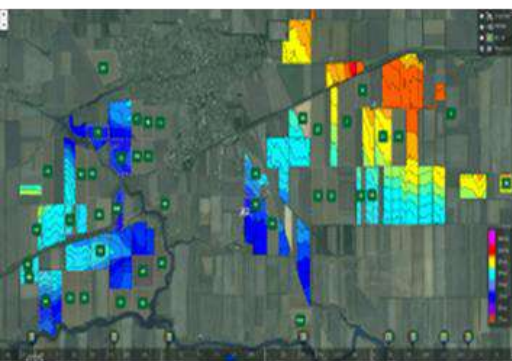### What's in it for Partner's professional customers?

- Designed for control and command environment
- Display information from any type of source. Easy source management
- Manage multiple video walls and displays
- Hardware-agnostic solution based on Windows OS
- Flexible licensing scheme
- Support, upgrade, upscale

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web: https://www.polywall.net/

Presentation

Projects

Video   Brochure

RUSSIAN EXPORT CENTER

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KNOWLEDGE GENESIS
Group of companies

The group of companies develops intelligent software systems of a new generation based on knowledge bases and multi-agent technologies for solving complex tasks of automation of enterprise resource management processes in real time. The created systems help to increase the efficiency of enterprises, improve the quality of services for customers, reduce the cost of work and reduce risks.

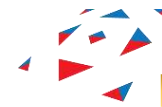### General and Financial Information

- Total Sales 70,832,000 rubles for 2019
- Russia-98%, European Countries-2%

- Main relevant product groups within company Portfolio:
    - Multi-agent project management system Smart Projects;
    - Multi-agent production management system Smart Factory;
    - Multi-agent system for management of commercial logistics Smart Logistics;
    - Multi-agent service team management system Smart Services;
    - Russian Railways multi-agent train schedule management system Smart Railways;
    - Multi-agent management system for agricultural enterprises Smart Farming.

- Currently present in: Russia, Development of smart Services intelligent mobile team management system for Oulu, Finland.

- Main buyers: Medium and large enterprises that want to increase the efficiency of resource management by 15-40%.

- Cooperate with:
    - Russia: PJSC "RSC "Energia", JSC "Russian Railways", JSC "NPK "Irkut" JSC "Kuznetsov", It is the agricultural, TK "Lorrie"; TC "Monopoly". TK "Trasko" LTD, "Coca Cola HBC Eurasia»
    - Export: Multi-Agent Technology Oy (Finland)

Points of differentiation compared with other market players?

- Use of artificial intelligence, namely multi-agent systems and knowledge bases to solve real-time resource planning and optimization problems;
- Increasing efficiency, flexibility and efficiency in decision - making on enterprise resource management, reducing complexity and labor intensity in management, depending on the human factor;
- The cost is lower than that of foreign analogues.

Key strengths / Innovation

- **What's in it for Partner?**
- A new class of innovations and systems that are just entering the market;
- The ability not only to sell ready-made systems, but also to develop custom solutions to any problem of resource management for any client.

- **What's in it for Partner professional customers?**
- Development of intelligent enterprise resource management systems based on artificial intelligence, including multi-agent technologies and knowledge bases for creating digital duplicates business's.

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Presentation
Video

RUSSIAN EXPORT CENTER
Back to Main Categories

IT Security Solutions

SEARCHINFORM

Information security and risk mitigation solution developer. SearchInform offers risk management and compliance, internal control, internal audit, HR management and data loss prevention software.

General and Financial Information

- Main relevant product groups within company Portfolio:

    - DLP system (SearchInform DLP)
    - ERM system (SearchInform Risk Monitor)
    - Automated profiling (SearchInform ProfileCenter)
    - DCAP solution (SearchInform FileAuditor)
    - DAM solution (SearchInform Database Monitor)
    - SIEM (SearchInform SIEM)
    - Automated time tracking (TimeInformer)

- Logo's of relevant brands: **SEARCHINF@RM** RISK AND COMPLIANCE MANAGEMENT

- Currently present in: the MENA region, Brazil, Argentina, South Africa, India, Indonesia, CIS

- E-commerce:
  https://www.capterra.com,
  https://www.gartner.com/,
  https://reviews.financesonline.com/,
  https://products.cisoplatform.com/,
  https://www.getapp.com/,
  https://searchinform.com/,
  https://es.searchinform.com/,
  https://br.searchinform.com/

- Main buyers: oil & gas, manufacturing, financial institutions, IT, telecommunication, retail, healthcare, government

- Cooperate with:

    - Russia: Gazprom, Novatek, Sukhoi, Otkritie FC Bank, Promsvyazbank, Lukoil-Inform

    - Export: Stega (UK), Equip (Australia), Cuba Telecom (Cuba), Transport Education Training Authority (South Africa), Al Mayadeen (Lebanon), Provident Polska S.A. (Poland), Schulz S.A. (Brazil), SION Group (Bolivia), PT Unza Vitalis (Indonesia)
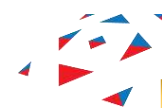
- Certification: products are certified by Federal Service for Technical and Export Control of Russia, entered in the Unified Register of Russian Programs for Electronic Computers and Databases. The competence of the company is confirmed by a perpetual license of the Center for licensing, certification and protection of state secrets of the FSB of Russia for the development and production of means of protecting confidential information, licenses of the Federal Service for Technical and Export Control of Russia for activities for the technical protection of confidential information and activities for the development and production of means of protecting confidential information

Points of differentiation compared with other market players?

- Control of all popular data transfer and communication channels
- Automated profiling technology
- Comprehensive protection of remote connection
- Proprietary search algorithms
- Privileged user monitoring
- Installation and launch in 1-3 hours, 300+ preset policies

Key strengths / Innovation

- **What's in it for Partner?**

- High profit transactions
- Private Label and White Label: No
- We provide advertising and marketing assistance
- Technical support for partners and clients
- Assigned manager

Presentation

Catalog

Video

GETMOBIT

LLC GETMOBIT

Development, production and promotion of genuine hardware and software for complex workspaces automation and secure access to enterprise services.

General and Financial Information

- Total Market share (Russia & Other Countries)
  - Russia – 99%
  - Other – 1%
- Main relevant product groups within company Portfolio:
  - Software for complex remote and office smart workspace automation and management
  - Hybrid doc-station GM-Box for unified access to enterprise IT infrastructure and UC

- Logo's of relevant brands: **GETMOBIT**
- Currently present in:
  - UAE, KSA
  - Russia & CIS
- Main buyers:
  - Enterprise and government sector
- Largest customers:
  - Russia: Rostelecom, Russian Helycopters, Federal Treasury
- Certification:
  - ISO 9001:2015
  - TRTS, CE

Points of differentiation compared with other market players?

- GETMOBIT solution is compatible with major VDI & UC vendors
- Agile & flexible approach – not an "either-or"
- Genuine unified platform designed to build trusted remote and office smart workspaces
- GETMOBIT holds patents for corresponding technologies

Key strengths / Innovation

- **What's in it for Partner?**

- No direct competitors or similar solutions
- Exclusive agreement as an option
- White label as an option
- Custom features development
- Service and guaruantee according to SLA

- **What's in it for Partner professional customers?**

- Smart workspace concept
- On premise and cloud solutions integration
- Impersonal and feature rich smart worspaces
- Fits for both remote workers and office
- Unique solution to enable secure operations with single device in two air-gapped networks.

Address: Russia, 141983, Moscow region, Dubna, Programmistov str. 4, build. 2
REC Contact person: Anastasia Golubeva
Tel: +7 (495) 9374747 ext. 1145
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Presentation

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RUSSIAN EXPORT CENTER

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POLYWALL

Polywall is a professional software platform that is designed to capture information from any source and visualize it on video walls and information displays. The software facilitates decision-making and management of information in command and control environments – NOCs, command and control rooms, situation centers, and operation centers.

General and Financial Information

- Total Sales (RU & International) - no information available
- Total product (Polywall) sales by market (Russia & Other Countries)
    - Russia - 10%
    - Other countries - 90 %

- Logos of relevant brands:

- Currently present in: Russia, Polywall is distributed through a well-developed partner network in other countries
- Main buyers: Audiovisual (AV) and IT systems integrators, commercial institutions, state institutions, medical institutions, banks, security systems, military security & surveillance
- Cooperate with:
    - Russia: Polymedia
    - Export: 100+ partners all over the globe

- Certification: Software products are included in the computer software registry of the Russian Federation

Points of differentiation compared with other market players?

- Flexible and cost-effective straightforward licensing scheme
- Unlimited number of video walls and operators
- Hardware-agnostic solution
- Easy installation and management
- Convenient system for organizing and managing sources
- Online learning system

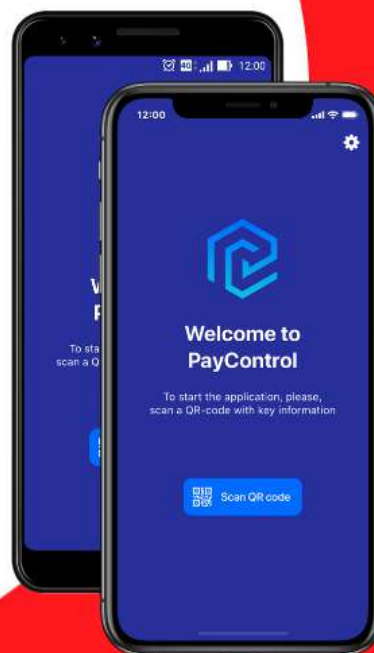## Key strengths / Innovation

What's in it for Partner?

- Engineering support for projects
- Product trainings
- Free license for partner's showroom
- Trial license for all orders
- Flexible license scheme
- Support, upgrade, upscale

What's in it for Partner's professional customers?

- Designed for control and command environment
- Display information from any type of source. Easy source management
- Manage multiple video walls and displays
- Hardware-agnostic solution based on Windows OS
- Flexible licensing scheme
- Support, upgrade, upscale

Address: 29 bld.1, Krzhizhanovskogo str., Moscow, 117218, Russia
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web: https://www.polywall.net/

Presentation

Projects

Video   Brochure

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PayControl

MOBILE AUTHENTICATION AND DIGITAL SIGNATURE PLATFORM.

- Replacing SMS, OTP and push notifications for online and mobile banking
- Easy integration into mobile banking applications

Learn more   GET IT ON Google Play   Download on the App Store

SAFETECH

SafeTech is a Russian developer of innovative solution for protecting remote banking systems and e-document management systems.
The results of implementation SafeTech solutions allow financial and insurance institutes such as: online business registration, open an account without visiting bank's branch, and in the future to sign any transactions and documents anywhere and anytime.

General and Financial Information

- Main relevant product groups within company Portfolio:
- PayControl is a software platform with "digital signature in a smartphone" with a high level of security and easy way to sign any operations generated via any digital channels.
- Logo's of relevant brands:
- Currently present in: Russia & CIS
- Main buyers: Banks and Financial Institutions
- Cooperate with: The company's customers are more than 70 banks, including TOP-10 in Russia Sberbank, VTB, AlfaBank, Russian Agricultural Bank.

SAFETECH

Points of differentiation compared with other market players?

- Comparing to such methods of transaction confirmation as SMS, One-Time Password, scratch-cards, MAC-tokens and others, PayControl makes the procedure more secure, user-friendly and cost-effective for a bank.
- User-friendly — no more passwords retyping from SMS.
- Secure — trusted service based on cryptography.
- Cost-effective — Annual average economy is up to 30%.
- Easy-to-integrate – record time of 4 hours to complete a PoC (proof of concept).
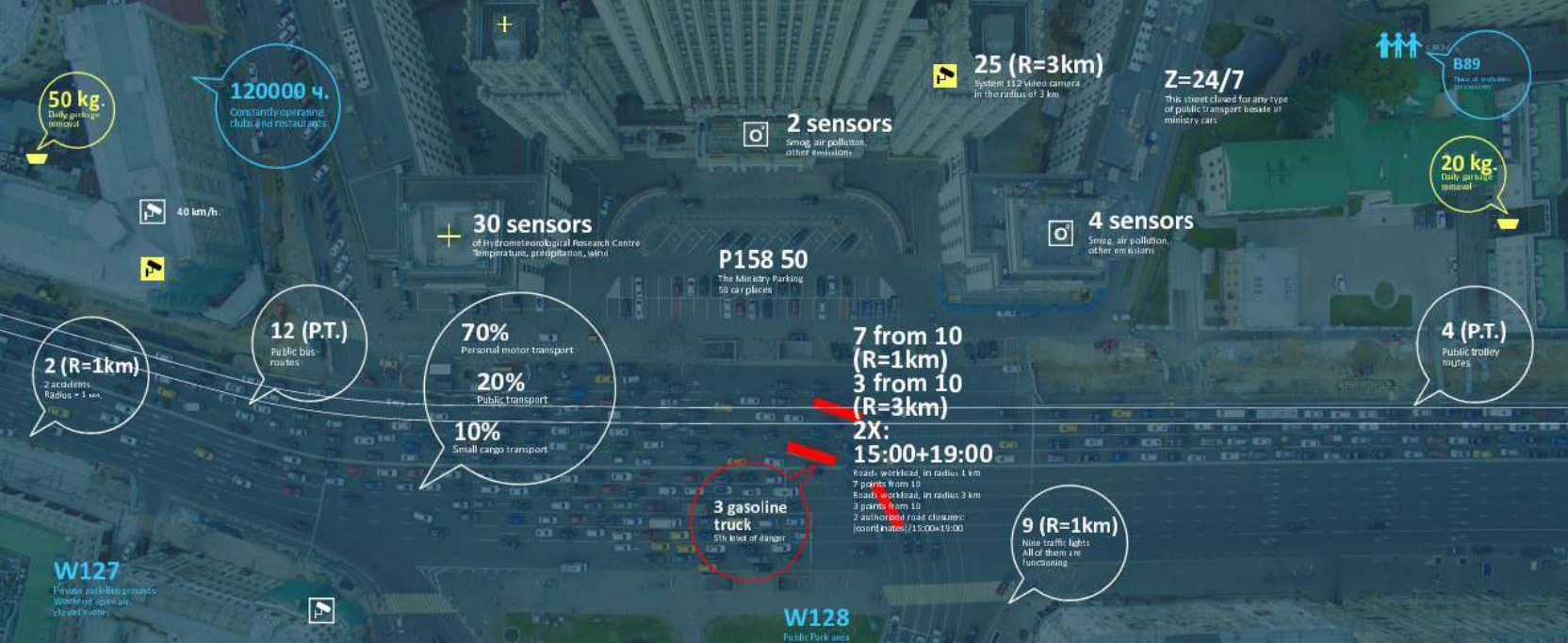
Key strengths / Innovation

What's in it for Partner?
- Risk reduction — this technology is secure
- PayControl can be used for a lot of bank services such as:
    - Internet banking
    - Mobile banking
    - Card-less ATMs
    - Paper-less office
- Card-not-Present operations (3D-Secure™, SecureCode™)
- Collect more data about your end-users:
    - geolocation
    - device information
    - fraud analyze
- Cost-effective comparing to other sign technologies

Limitations

- Mobile application PayControl available only IOS (10.00 and more) & Android (4.4 and more)

Presentation

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Video

RUSSIAN EXPORT CENTER

Back to Main Categories

SFERA JSC

Sfera JSC is Russian software developer and system integrator. We develop software solutions and create information systems since 1992

General and Financial Information

- Total Sales (RU & International): 620M RUR (Russia) / 65M RUB international (as of 2019)
-
- Main relevant product groups within company Portfolio:
    - Public safety: system 112, Safe city
    - Smart city
    - Situation centers
    - Business safety and continuity assurance system

- Logo's of relevant brands:
- Currently present in:
    - Vietnam
    - Tajikistan

Сфера   SFERA JSC

- Main buyers: security and rescue government agencies, telecommunication operators
- Cooperate with: MIA, EMERCOM of Russia, Rostelecom, Russian Railways, Rosatom, Gazprom, Regional governments (Moscow Region, Tula Region, Voronezh Region, Rostov Region, Penza Region, Samara Region, Lipetsk Region etc.)
- Certification: Sfera JSC quality management system meets ISO 9001-2015 requirements

Points of differentiation compared with other market players?

- Mature Russian software technology
- All-in-one systems for both day-to-day routine tasks and emergency situations
- Cross-platform solutions
- Carrier-class availability compliance (99,999%)

Key strengths / Innovation

What's in it for Partner?

- Over 25 years track record
- Solid experience:
    - More than 12 systems created and keep counting
    - More than 20 millions of people served
    - More than 100 thousand calls per day served
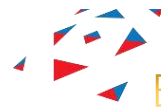- Skilled team of more than 200 specialists

What's in it for Partner professional customers?

- Technical support
- Long-term product roadmap
- Extensive integration capabilities
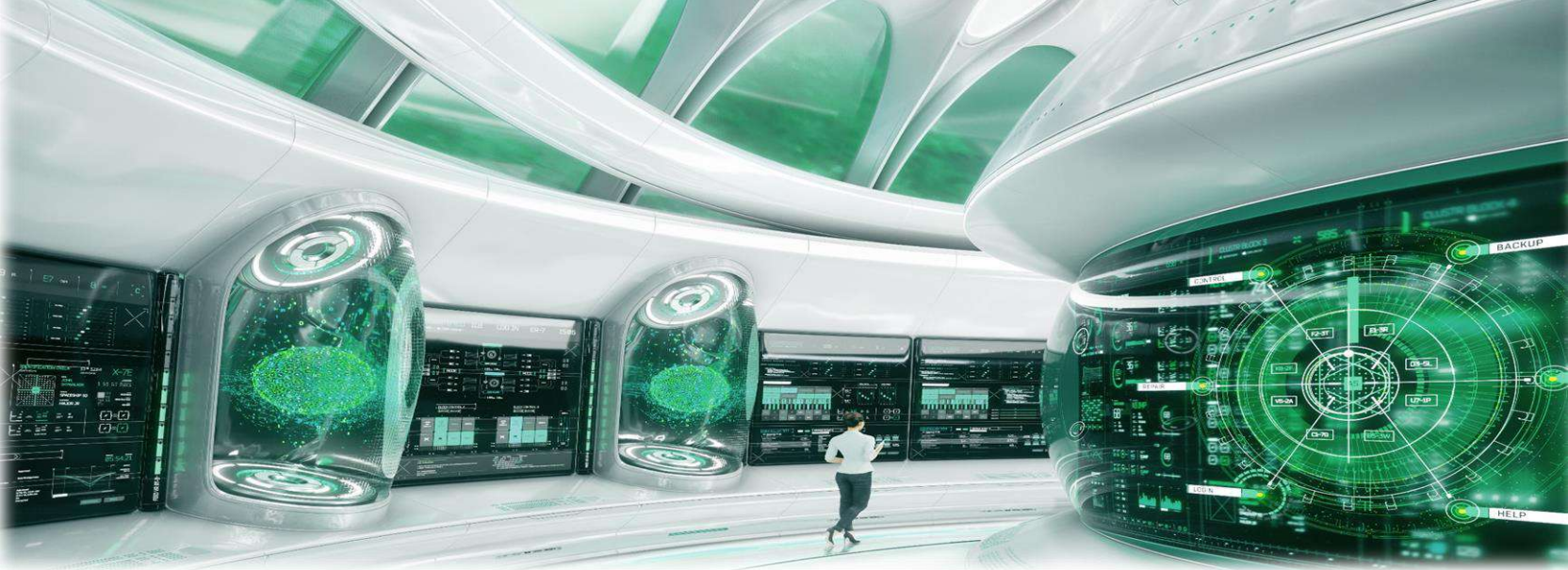- Open-source tech stack

Presentation
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RUSSIAN EXPORT CENTER

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KASPERSKY

Kaspersky is a global cybersecurity company founded in 1997. The company's comprehensive security portfolio includes leading endpoint protection and a number of specialized security solutions and services to fight sophisticated and evolving digital threats. Over 400 million users are protected by Kaspersky technologies and we help 250,000 corporate clients protect what matters most to them.

Basic information about the company

- 705 million dollars in global unaudited revenue in 2018
- 400 million users and 250 thousand corporate clients
- Core product groups of the company:
    - Protection against targeted attacks and sophisticated threats: Kaspersky Anti Targeted Attack and Kaspersky EDR
    - Cybersecurity services: Kaspersky Threat Intelligence, Kaspersky Incident Response, Kaspersky Security Assessment, and Kaspersky Managed Detection and Response
    - Protection of critical infrastructure: Kaspersky Industrial CyberSecurity and KasperskyOS
    - Protection of virtual environments: Kaspersky Hybrid Cloud Security
    - Protection of financial organizations: Kaspersky Fraud Prevention and Kaspersky Embedded Security
- Logotype https://media.kaspersky.com/sharedassets/img/Kaspersky_logotype_green.png
- Extensive experience with exports: 200 countries and territories throughout the world
- Core consumer profile:
- Home users
- Small- and medium-sized business
- Large enterprises
- Government institutions
- Certification: Certificates of compliance from the Russian Federal Service for Technical and Export Control (FSTEC) and the Federal Security Service of Russia (FSB)
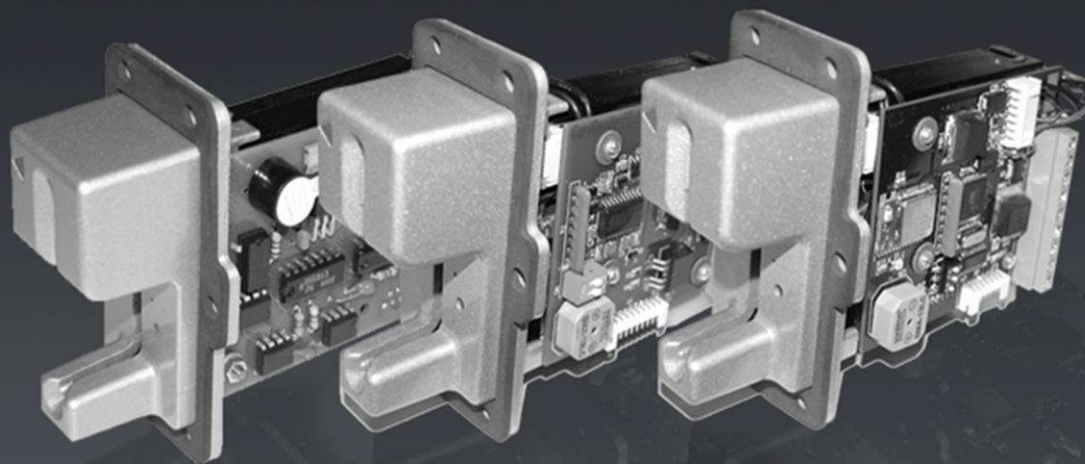
Strengths/Innovations

- Value for importers:
- Opportunity to earn revenue not only from the distribution of company products but also by providing additional services to customers
- Assistance setting up technical support for customers
- Advertising and marketing support
- Assistance organizing marketing events
- Informational support
- Preferential training and improvement of professional expertise
- Constant availability of the entire range of products
- Prompt delivery of products

- Innovation component

- Fully integrated protection tools that can be managed from a single console
- Proprietary technologies for detecting targeted threats based on long-term research
- Proprietary cloud-based reputation network that leverages tens of millions of endpoints throughout the world
- Patented technologies for the sandbox and other components integrated into company solutions

Main advantages over our market competitors

- A range of proprietary technologies based on our extensive cybersecurity expertise
- Certification in the operating countries
- Transparency centers — open source code and updates transparency at a level not provided by any other vendor
- Extensive partner network

Supply restrictions

- Please keep in mind that some products contain VPN technologies that are prohibited in certain countries.

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Presentation

RUSSIAN EXPORT CENTER

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Enigma®

PRIVRATNIK 01C, 02A, 03A

THE ALONE ACCESS CONTROL SYSTEM TO THE ATM LOBBY BY BANK'S CARD USING

ENIGMA

An our products are unique in their functionality and are an inexpensive solution for ensuring the security of ATMs and customers

General and Financial Information

- Total Sales (RU & International) - 1 mln RU/ 12 400 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
- Russia – 85%, CIS – 10%, Europe – 5%
- Main relevant product groups within company Portfolio:
  - Privratnik-01C
  - Privratnik-02B
  - Privratnik-03A
- Logo's of relevant brands:
- Currently present in:
- Russia, Europe
- E-commerce: Alibaba
- Main buyers: Banks, System integrators, Trading houses
- Cooperate with:
  - Russia: LUIS (Russia,Moscow), Rusichi (Russia,Irkutsk), Aksilium (Russia,Perm)
  - Export: Agencija Kamir (Bosnia&Herzegovina), Sectron(Serbia)
- Certification
- EEU NRU Д-RU.ММ06.В.01923;
- FSC-RU00000 30787

Key strengths / Innovation

- **What's in it for Partner?**

- Stable delivery from us;
- 24|7 technical support;
- Loyalty program for Trading houses;

- **What's in it for Partner professional customers?**

- Reliable
- Convenient
- Inexpensive

Points of differentiation compared with other market players?

- Stand-alone and Plug&Play system;
- Vandal proof solution;
- Functionality and inexpensive product;
- 3-on-1 models – (working well with magnet stripe, chip and wireless bank's cards);
- Reliable device in a wide temperature range;

Limitations

- Minimum shipment quantity for the amount from 2 400 Euro
- Production capacity is 200 units per quarter

Presentation

Video

IT Solutions for Healthcare Industry

G damask
queue management system

Queue Management System

DAMASK LLC
Damask LLC is the largest manufacturer of a device-independent electronic queue system in Russia.

General and Financial Information

- Total Sales (RU & International)   108 092 000 rub.
- Total Market share (Russia & Other Countries)   99%/ 1%

- Main relevant product groups within company Portfolio:
  - Electronic queue system and a survey system

- Logo's of relevant brands:
- Currently present in: Kuwait, Belarus

- Main buyers: State and commercial organizations having offices (centers) of customer service (banks, clinics, post offices, tax, pension funds, social security, etc.), as well as retail stores.

- Cooperate with:
  - BANKS,
  - MEDICAL INSTITUTIONS
  - STATE INSTITUTIONS
  - COMMERCIAL INSTITUTIONS
- Certification:
- certificate of REC No. RE.18.000205 dated 12/21/2018
- certificate of state registration of a computer program No. 20133614844 (Damask queue management system - Zero Time Installation).
certificate of state registration of a computer program No. 20144618364 (queue management system DAMASK - government),
- certificate of state registration of a computer program No. 2015611518 (DAMASK queue management system - SaaS control module),
- certificate of state registration of the computer program No. 2015611519 (Queuing management system DAMASK - bank),
- certificate of state registration of a computer program No. 2017711750 (Damascus queue management system - MAIL),
- certificate of state registration of a computer program No. 2018615461 (Queuing management system DAMASK - module Interview system)

Points of differentiation compared with other market players?

- ✓ A completely Russian product with a lower price without currency risks compared to foreign counterparts.
- ✓ Functional compliance with the best products of the world leader, at a lower price.
- ✓ Unique digital technologies in the product, increasing the efficiency of its use
- ✓ Hardware independence.
- ✓ A wide selection of industry solutions (more than 11 solutions).

Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to earn on the cost of licenses, equipment at the expense of special prices.
- ✓ 2. Opportunity to earn on services for installation, maintenance and technical support of implemented systems

Innovations

- ✓ The QMS DAMASK is hardware independent complex, based on such perspective technologies as OLAP, SAAS, Zero Time Installation, which widely use Internet facilities (CPU-oriented architecture) and modern mobile technologies (mobile device as a system component).

Presentation

Catalog

RUSSIAN EXPORT CENTER

Hotlead
HOTLEAD IS A MODERN CLOUD-BASED SERVICE FOR DOING BUSINESS

General and Financial Information

- Main relevant product groups within company Portfolio:
  - Cloud PBX
  - CRM-system
  - Call-back
  - Call-tracking
  - Calls statistics and analytics
  - Tracking websites requests
  - Voice recognition
  - Voice and chat bots

- Logo's of relevant brands:
- **Currently present in:**
  - South Korea
  - Europe
  - Thailand
  - Singapore
  - Japan
- Main buyers: small and medium enterprises, the government sector
- Cooperate with: Yonsei severance hospital

Points of differentiation compared with other market players?

- Complex range of services
- Fixed plans
- Ability to keep your existing phone numbers
- Integration of the business processes in the existing infrastructure of the company without critical changes
- Own built-in CRM-system and ability to integrate with different CRM-systems
- Voice recognition and analytics
- Voice and chat bots

Key strengths / Innovation

What's in it for Partner?

- Ability to use the service no matter where your company location is
- Ability to have "virtual offices" anywhere in the world
- Specialized software isn't required
- Specialized knowledge in the sphere of telephony isn't required
- Accessibility to manage any employee no matter where you are.

What's in it for Partner professional customers?

- Combining all your business process in one system
- Voice recognition and analytics
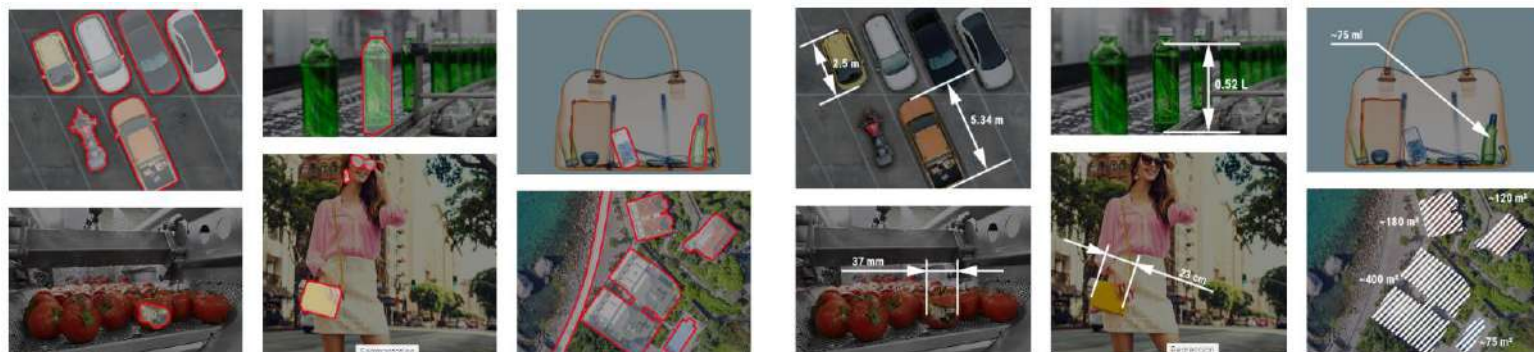- Voice and chat bots

Presentation
Catalog

CVISIONLAB

Who we are

CVisionLab is the provider of R&D services and developer of custom solutions for challenging Computer Vision and Artificial Intelligence problems.

Over the decade, CVisionLab has developed core parts of video surveillance systems, Imagery-based quality control for manufacturing, medical imagery analysis, recognition systems for satellite imagery, augmented reality and computer graphics products.

CVisionLab
Custom solutions for computer vision and machine learning

General and Financial Information

- Total Sales (RU & International) $1.6M
- Total Market share (Russia & Other Countries)
  - Russia: 2%
  - Other countries: 98%

- Main relevant product groups within company Portfolio:
  - Computer Vision software for medicine, quality control at factories, robotics systems, entertainment applications

- Logo's of relevant brands:
- Currently present in: USA, Israel, Germany, France, The Netherlands, Brazil, Australia

- E-commerce: https://www.upwork.com/ag/cvisionlab/
- Main buyers: International companies and startups who invests in high-end technologies and AI-powered solutions

- Certification TensorFlow Developers Cert.

CVISIONLAB

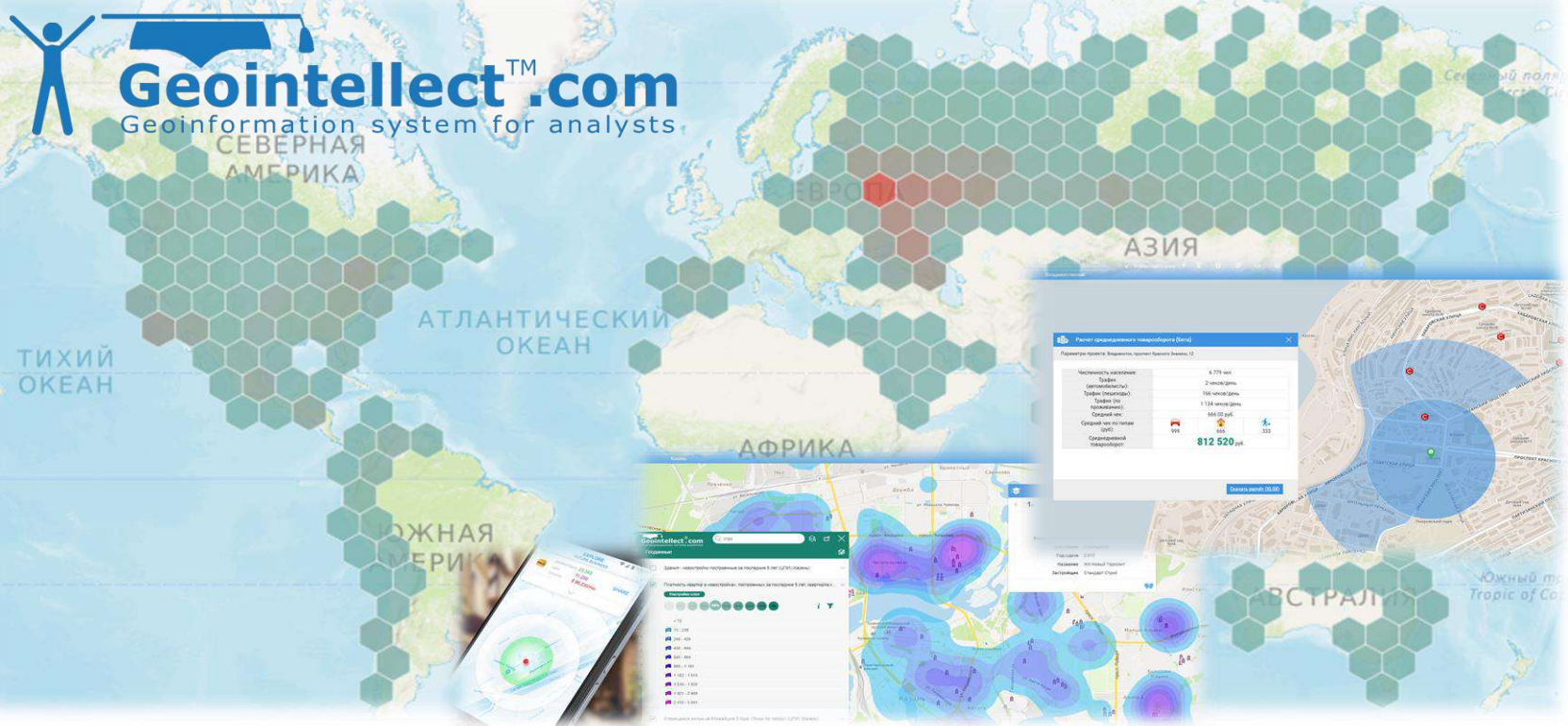## Points of differentiation compared with other market players?
✓ Hands-on experience of development custom computer vision solutions for various domain
✓ 10+ years of experience in the Machine Learning field
✓ Strong team of professionals in ML, software development, Project management, DevOps, QA

Key strengths / Innovation

What's in it for Partner?

✓ Transparent workflow and tight integration with customers
✓ Excellent communications
✓ High value for reasonable price
✓ Hiring an AI expert can cost a fortune.
✓ This is why at CVisionLab we truly believe that our Computer Vision and Deep Learning professionals could not just serve you but to become a part of the problem solving chain.
✓ Our experts help startups and enterprises to develop and integrate AI technologies for visual quality inspection, medical and microscopic image analysis, optical character recognition, precision agriculture, and many others.

Presentation

GEOINTELLECT

LOCATION INTELLIGENCE PLATFORM (WEB AND MOBILE)

General and Financial Information

- Total Sales (RU & International) 387 000 EURO (2019)
- Total Market share (Russia & Other Countries):
  - ✓ 90% (Russia)
  - ✓ 10% (other countries)
- Main relevant product groups within company Portfolio:
  - ✓ Smart City
  - ✓ Big Data Analysis
  - ✓ E-Government
  - ✓ Cloud solutions
  - ✓ Healthcare
- Logo's of relevant brands: Geointellect
- Currently present in: Russia, Kazakhstan, Uzbekistan
- Main buyers: FMCG, DIY, HoReCa, Banks, Government
- Cooperate with:
  - ✓ Russia: Leroy Merlin, X5-Retail Group, VkusVill, Prisma, Dixy, Raiffaisenbank, UniCredit Bank, Metro Cash&Carry, Sberbank, Saint Petersburg Government,
  - ✓ Export: Walmart, Home Credit, Decathlon, KESKO, Adidas, World Class, Pizza Hut
- Certification: No. 2015614104 (state registration of the software), No. 53306 (trademark), No. 2016621346 (database)

Points of differentiation compared with other market players?

- ✓ Comparatively reasonable price for platform access and consulting projects
- ✓ User-friendly tools for BigData visualization
- ✓ Expertise in mobile data processing
- ✓ Developing instruments for economic performance estimation
- ✓ Expertise in machine learning
- ✓ 16 years of experience in different industries: Retail, HoReCa, SmartCity, Healthcare

Key strengths / Innovation

What's in it for Partner?

- ✓ Special prices for geoanalytical research and platform access
- ✓ Looking for franchisee to develop business in other countries with support
- ✓ Trustworthy brand in Russia

What's in it for Partner professional customers?

- ✓ Access to platform (web and mobile)
- ✓ Hub of geodata all in one place
- ✓ User-friendly tools for geoanalysis in different industries: Retail, HoReCa, SmartCity, Healthcare
- ✓ User-friendly tools for BigData visualization
- ✓ Sales Manager support

Limitations

- ✓ Duration of the project depends on which data do we or you have. For several data categories in some countries it can last from 1 day
- ✓ Data availability

Presentation

ZPlatform

system **Z** NEW DIMENSION OF YOUR EFFICIENCY

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

SYSTEMZ LLC

SystemZ is a leading company in the development of high-tech custom and replicable software since 2001. SystemZ has extensive experience in projects using Opensource software, Microsoft SharePoint and Office 365 technologies. Since 2010, the company has been developing its own product line for business processes automation on various platforms.

General and Financial Information

- Total Sales (RU & International)   180 million rubles
- Total Market share (Russia & Other Countries) Russia – 90%, Other Countries – 10%
- Main relevant product groups within company Portfolio:
    - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
    - ZPlatform for SharePoint Online is a low-code platform for business process automation that significantly extends the functionality of SharePoint Online, which includes the following components: ZForms - form designer for SharePoint Online; ZFlow – graphic workflow designer ZChatBot – chat bot and employee's personal cabinet in Microsoft Teams
    - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
    - ZPlatform for SharePoint Server on-premise - low-code platform for business process automation that significantly extends the functionality of SharePoint Server, which includes the following components: DocTrix Platform - a set of components, including the organizational structure, form editor, output document generator, EDS and much more ;   ZFlow - graphic workflow designer
    - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
    - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system **Z** NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
- Using chat bots allows to organize the work of remote and mobile employees more efficiently, reducing the need for personal communications and calls to those responsible for different questions.
- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

Presentation

RUSSIAN EXPORT CENTER

Back to Main Categories

DISTILLERY
Full-service software design and development company

General and Financial Information

- Total Sales (RU & International)
- Market share: 5% Russia, 95% other countries

- Main relevant product groups within company Portfolio:
  - ✓ Fintech: U-nest, Security Beneift, Tala
  - ✓ Lifestyle: Fitdog, RedBull, MedX, Illumimapi, OltaTravel

- Logo's of relevant brands:

- Currently present in: US, Mexico, Russia, LATAM

- Main buyers: Fintech, Healthcare, Media and Entertainment

- Certification: Google cloud certified partner, PubNub development partner, Microsoft Gold Partner

Points of differentiation compared with other market players?

- ✓ We use tailored agile methodology allowing us to developer faster with more quality
- ✓ Experienced in web, mobile and software development
- ✓ We work with startups and enterprises
- ✓ Extensive experience in the development, design and support of the business.

Key strengths / Innovation

What's in it for Partner?
- ✓ On the market since 2008
- ✓ Work in 6 countries
- ✓ 200+ employees including: Project management office, ux/ui design, development
- ✓ Over 300 clients

Innovations
- ✓ Machine learning
- ✓ Big data
- ✓ Product Engineering Methodology

Presentation
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ENERGY STORAGE SYSTEMS

INDUSTRIAL AUTOMATION
REMOTE MONITORING AND CONTROL

V2V & V2X INFRASTRUCTURE
GPS/GLONASS/Wi-Fi/UMTS MODULES

HOME AUTOMATION. SMART HOME and
SMART CITY

CLOUD SERVICES FOR IoT, IIoT

ENGINEERING SOLUTIONS FOR CUSTOMERS

KS2 ENGINEERING LLC

System design, electronics and software development. Solutions in automation, remote access and monitoring, smart home and smart city systems.

General and Financial Information

- Total Sales: 60 million RUB/ 870 000 USD for 2019
- Distribution of sales volumes : Russia - 50%, Canada - 40%, USA - 10%
- The company's main product groups:
  - Integrated energy systems, intelligent energy storage and distribution systems based on LFP
  - Automation, remote monitoring and control systems for industrial, transport and retail sectors
  - Consumer electronics, including automotive
  - High-sensitivity special purpose sensors
  - Monitoring systems for moving objects, diagnostic equipment

- Logo's of relevant brands:

- Currently presented in:
- amazon.com, ozon.ru, ebay.com, costco.ca, market.yandex.ru, industrystock.com, ks2corp.com, ks2prop.ru

- Main customers: retail, transport companies, smart home and smart city systems, banks and developers, integrators in transport, healthcare and industry

- Cooperative experience with major market players :
- Russia: VTB, BrightBox, CityBike, Compo NPO, Physiotechnika
- World: Roadtrek (Canada), Excalibur (Canada), Microart (Canada), SVD (USA), Kitchenmate (Canada), Smartricity (Canada)

Points of differentiation within our markets?

- Extensive expertise in LFP battery chemistry
- Ultra low power consumption products, environmental friendliness
- High accuracy control and measuring equipment
- Extensive experience in creating ultra-compact devices
- Simple installation and configuration of devices for the end user

Key strengths / Innovation

- **Key strengths**
- Skolkovo Foundation membership status
- Experienced development team
- Manufacturing under Private Label and White Label (conditions are discussed individually)
- Experience in developing and organizing production and sales in the North American market
- KS2 research base
- Wide network of IT and innovation partners
- Ability to adapt products and refine them to meet customer needs

- **Innovation**
- Unique IP and custom algorithms, private collection of libraries for main microcontrollers
- The efficiency of KS2 accumulators on the charge-discharge cycle of 95%
- Industrial design of complex enclosure elements

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web: https://ks2corp.com/

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Catalog

RUSSIAN
EXPORT CENTER

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ANY SOURCE ON **ANY** DISPLAY

POLYWALL

Polywall is a professional software platform that is designed to capture information from any source and visualize it on video walls and information displays. The software facilitates decision-making and management of information in command and control environments – NOCs, command and control rooms, situation centers, and operation centers.

General and Financial Information

- Total Sales (RU & International) - no information available
- Total product (Polywall) sales by market (Russia & Other Countries)
    - Russia - 10%
    - Other countries - 90 %

- Logos of relevant brands:

- Currently present in: Russia, Polywall is distributed through a well-developed partner network in other countries
- Main buyers: Audiovisual (AV) and IT systems integrators, commercial institutions, state institutions, medical institutions, banks, security systems, military security & surveillance
- Cooperate with:
    - Russia: Polymedia
    - Export: 100+ partners all over the globe

- Certification: Software products are included in the computer software registry of the Russian Federation

Points of differentiation compared with other market players?

- Flexible and cost-effective straightforward licensing scheme
- Unlimited number of video walls and operators
- Hardware-agnostic solution
- Easy installation and management
- Convenient system for organizing and managing sources
- Online learning system

Key strengths / Innovation

What's in it for Partner?

- Engineering support for projects
- Product trainings
- Free license for partner's showroom
- Trial license for all orders
- Flexible license scheme
- Support, upgrade, upscale

What's in it for Partner's professional customers?

- Designed for control and command environment
- Display information from any type of source. Easy source management
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- Flexible licensing scheme
- Support, upgrade, upscale

Address: 29 bld.1, Krzhizhanovskogo str., Moscow, 117218, Russia
REC Contact person: Anastasia Golubeva
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Presentation
Projects
Video
Brochure

RUSSIAN EXPORT CENTER

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25+
countries with running projects

30%
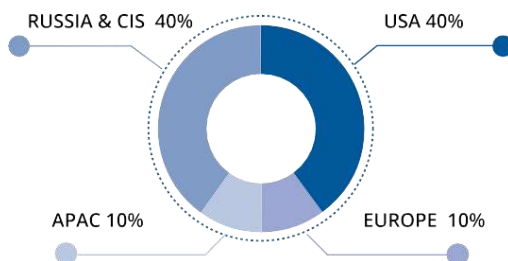year-over-year growth

650+
employees globally

98%
clients are repeat customers

FIRST LINE SOFTWARE

Premier provider of software engineering, software enablement, and digital transformation advisory services to clients across worldwide. Our company has dedicated development centers in Europe, including the Czech Republic, the Netherlands and Russia. We have offices: Boston (Cambridge), The Hague, Prague, Brno, Berlin, London, Stockholm, Sydney, Moscow, Saint-Petersburg, Nizhny Novgorod, Tel-Aviv.

GENERAL AND FINANCIAL INFORMATION

- Total Sales (RU & International)- 2019 revenue: over $28m
- Total revenue split by geography

RUSSIA & CIS 40%
USA 40%
APAC 10%
EUROPE 10%

- Main relevant product groups within company Portfolio:
  - Healthcare
  - Retailers
  - IT companies
  - Logistics
  - Government
  - Large enterprises
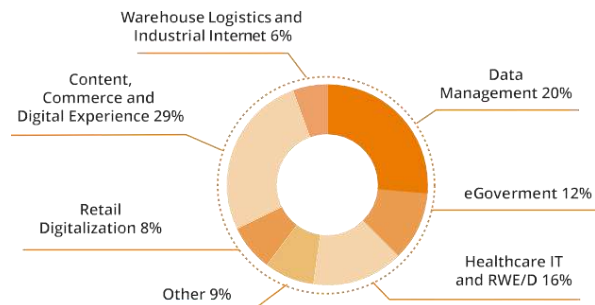 - Startups
  Currently present in:
- Australia, Brazil, Canada, Estonia, Finland, Israel, France, Germany, Kazakhstan, Korea, Luxemburg, Netherlands, Norway, Nicaragua, Russia, South Africa, Sweden, Switzerland, Spain, Turkey, United Kingdom, United States
- E-commerce: www.firstlinesoftware.com
- Cooperate with

1st FIRST LINE SOFTWARE_

InterSystems
Health | Business | Government

Kentico

MAMBU

viastore
SYSTEMS

epi
Partner
2020
Gold

Gold
Microsoft Partner

Progress Sitefinity

KEY STRENGTHS / INNOVATION

What's in it for Partner?

- First Line Software development teams are well versed with the principles, tools, systems, and best practices of modern software engineering. We employ practices like configuration management and DevOps to achieve optimum results for our clients

Warehouse Logistics and Industrial Internet 6%
Content, Commerce and Digital Experience 29%
Data Management 20%
Retail Digitalization 8%
eGoverment 12%
Other 9%
Healthcare IT and RWE/D 16%

What's in it for Partner professional customers?

- Provide Agile-oriented software development services and a flexible engagement model.
- Possess significant expertise across a range of testing types. Automated testing widely integrates into the Agile development process.
- No vendor or product lock-in.
- Uses the most relevant, technology stacks, protocols, and standards.
- Over 650+ highly skilled, university educated professionals on board.
- Continually expanding the knowledge of our specialists through professional training, certifications, conferences, and seminars.
- Provide the ability to scale up and down quickly.
- An extensive track record of successful projects.
- Owns the responsibility for quality and on-time delivery

Address: Rentgena Str 5a, St. Petersburg 197101, Russia
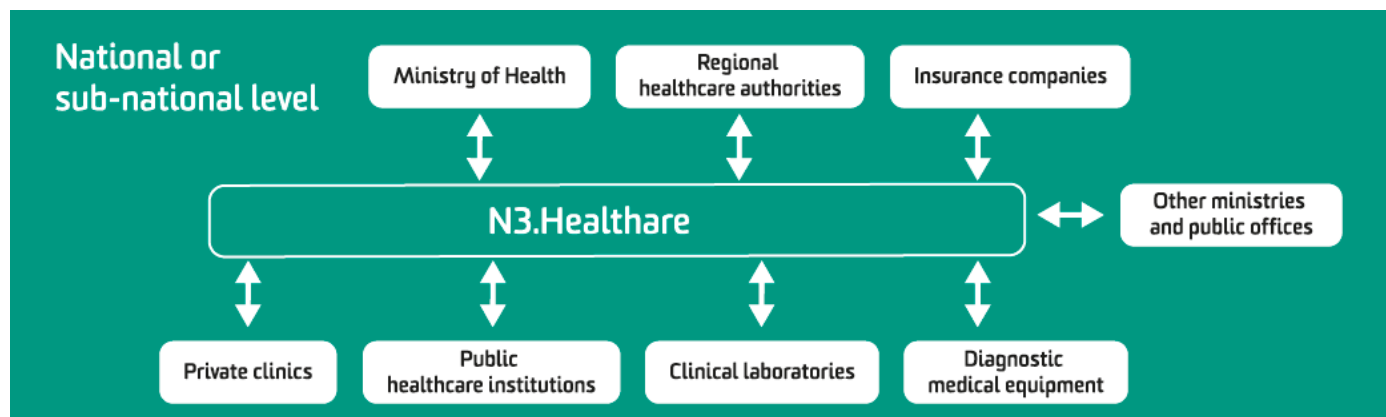REC Contact person: Anastasia Golubeva
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Presentation Catalog

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N3.HEALTHCARE

Healthcare information systems integration based on HL7 FHIR® by Netrika.

NETRIKA

Netrika is an expert in software development and systems integration in B2B and the public sector. Netrika's innovative solutions help streamline public sector workflows, increase efficiency and enable public access to e-government services in public health, education, tourism, construction, investment, and other areas. Since 2011, Netrika has successfully completed over 100 healthcare-related projects in 16 regions of Russia based on N3.Healthcare integration platform.

General and Financial Information

- Total Sales (RU & International): 3,26M USD sales in Russia in Healthcare.
- Total Market share (Russia & Other Countries): In healthcare: 11% in regional healthcare IT systems market segment in Russia.
- Main relevant product groups within company Portfolio:
  - In Healthcare:
  - Integrated EHR
  - Medical appointments scheduling
  - Laboratory information exchange service
  - Patient referral management
  - BI for healthcare
  - Terminology service
  - Access management service
- Logo's of relevant brands:
- Currently present in 16 regions of Russia.
- E-commerce:
- Main buyers: medical institutions, regional, national and municipal healthcare management authorities.
- Cooperate with: -see Partners
  - Russia: company (country) Export: company (country)
- Certification: full list of certificates available at https://netrika.ru

Points of differentiation compared with other market players?

- Large hospitals all over the world are facing unprecedented IT challenges. It is not uncommon for a hospital to operate a couple of dozens of various systems. Choosing the right architecture to manage a proliferating IT ecosystem is a cornerstone to profitability and sustainable growth.

- N3.Healthcare is a FHIR-based integration platform. We build safe information exchange in healthcare across regional or institutional boundaries. A working solution that serves 25M population in total.

Key strengths / Innovation

- **What's in it for Partner?**

- Partner's products can be used as part of the N3 ecosystem to add extra customer value to partners EHR, HIS, RIS or LIS.
- Sales commission available.
- Partners can implement N3.Healthcare components in medical institutions and act as 1st and 2nd support lines.
- **What's in it for Partner professional customers?**

- Expand your EHR. You can overcome the shortages of your current EHR by adding additional specialized services from other vendors. We connect health information systems via an HL7 FHIR® interface so that any types of data can be accessed from EHR or HIS currently used in your hospital.
- Single point of authorization for medical staff.
- Single integration point to other systems.
- A single and secure point of authorization for medical staff. Flexible data access management.
- Patients can access their data including medical records, lab results, scheduled appointments and more.

Limitations

Partners

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Est. 1982

meyzer°
технологии оптимальных температур

SMOLENSK SDEO PCS

SPECIALIZATION IS FOCUSED ON THE DEVELOPMENT AND PRODUCTION OF THERMOSTATIC EQUIPMENT. THE PRODUCTS ARE PRESENTED WITH TESTING AND LABORATORY EQUIPMENT FOR USE IN LIGHT AND MEDIUM-SIZED INDUSTRIES, CONSTRUCTION COMPANIES, MUNICIPAL ORGANIZATIONS, EDUCATIONAL INSTITUTIONS, RESEARCH INSTITUTES, AND ENTERPRISES OF THE MILITARY-INDUSTRIAL COMPLEX.

General and Financial Information

- Total Sales (RU & International) 291 mln RU (2019)
- Total Market share (Russia & Other Countries)
  - ✓ 90% (Russia)
  - ✓ 10% (Other Countries)
- **Main relevant product groups within company Portfolio:**
  - ✓ Dry-air sterilizers, Thermostats
  - ✓ Drying cabinets, Bactericidal chambers
  - ✓ Electric chamber furnaces, Climate chambers

- Logo's of relevant brands:
- Currently present in: Belarus, Kazakhstan, Uzbekistan, Kyrgyzstan, Moldova, Armenia, Germany, Great Britain

- E-commerce: Medicalexpo
- Main buyers: Medical institutions, research, analytical, testing and production laboratories.
- Cooperate with:
  - ✓ Russia: company (country) NV-Lab, Medsnab, Amedis Engineering, PJSC "RSC "Energia" S. P. Korolev"; JSC "EDB "Elektroavtomatika
  - ✓ Export: company (country) Avikon, Fortek, Chimlaborpribor (Uzbekistan), AKZ market, Kismet llp (Kazakhstan), Chtup group workshop, Interlabservice (Belarus).
  - ✓ Certification: License no. FS-99-04-003262 from 14.12.2015 "For the implementation of activities for the production and maintenance of medical equipment", QMS quality management certificate no. ROSS. IT12. K00041, Certificate of conformity " Made in Russia"

Points of differentiation compared with other market players?

- ✓ Equipment used on the ISS
- ✓ Automated full-cycle serial production
- ✓ Own design and technology service
- ✓ Open price list

Key strengths / Innovation

What's in it for Partner?

- ✓ Individual dealer discount
- ✓ Official dealer certificate
- ✓ Send customer requests to the dealer's region
- ✓ We Make warranty and post-warranty repairs and maintenance
- ✓ Ongoing marketing support and provide services to fill the content

Innovations

- ✓ In the line of test equipment, the chamber-heat-cold from -85°C, in which it is possible to conduct tests for equipment used in space.

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Vertical Bucky stand (3rd working place)

Multifunctional table of images with floating table top and elevator (2nd working place)

Travelling floor stand

Travelling floor stand

Vertical Bucky stand (3rd working place)

Multifunctional table of images with floating table top and elevator (2nd working place)

SEVKAVRENTGEN-D CO., LTD

THE PRIORITY AREA OF SEVKAVRENTGEN-D LLC IS THE PRODUCTION AND SUPPLY OF MODERN HIGH-TECH X-RAY DIAGNOSTIC EQUIPMENT AND STANDS OF MEDICAL DEVICES

General and Financial Information

- Total Sales (RU & International): 1 202 293 thousand roubles.
- Total Market share: Regions of the Russian Federation
- **Main relevant product groups within company Portfolio:**
  - ✓ X-Ray medical equipment:
    - ✓ X-Ray diagnostic complex "Diakom" version 1; version 2; version 3 (analog and digital)
    - ✓ X-Ray units for images ARS-«Diakom»
    - ✓ Mobile X-Ray unit «Parus»
  - ✓ Medical X-Ray stands with accessories:
    - ✓ Table with stands of images TOMOS
    - ✓ Vertical Bucky stands SS
  - ✓ Wheeled stretcher SK
  - ✓ Production of load-bearing metal structures for non-residential premises
  - ✓ Construction of fruit and vegetable stores
- Currently present in: Republic of Abkhazia, Republic of Tajikistan
- Main buyers: Medical and preventive institutions of the Russian Federation, private medical centers and clinics of the Russian Federation
- Cooperate with: Today, cooperation with foreign companies is a partnership in the production of medical equipment. To increase the number of foreign partners, joint work with JSC "REC" was repeatedly carried out.
- Certification: In the registration process

Points of differentiation compared with other market players?

- ✓ 60 years of experience in the development and production of x-ray medical equipment.
- ✓ The Only manufacturers of stands for x-ray equipment in Russia (there is a registration certificate for the entire line of manufactured stands).
- ✓ One of the first domestic manufacturers that started using digital technologies in x-ray diagnostics based on flat-panel digital detectors
- ✓ Cooperation with research institutes for the development of modern x-ray devices and complexes, based on the analysis of world innovations in the field of medical radiology.

Key strengths / Innovation

What's in it for Partner?
- ✓ Complete production cycle of x-ray equipment, from development to commissioning and further maintenance.
- ✓ Huge production capacity for Metalworking with the use of modern CNC machines.
- ✓ The presence of its own design Bureau, which allows you to quickly make changes to the design of x-ray equipment at the request of customers (medical clinics, doctors and laboratory assistants).
- ✓ Availability of its own IT Department for the development of electronic printed circuit boards, software modules for processing diagnostic images (workstation of a laboratory assistant, workstation of a retngenologist), integration modules for combining components (generators, emitters, detectors, and others) to x-ray equipment.
- ✓ Availability of our own service for installation and maintenance of x-ray equipment.

Limitations

- ✓ The lack of certification for export
- ✓ Complexity of customs clearance

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MEDICAL EQUIPMENT STANDARD

group of companies **ZARYA**

THE ZARYA GROUP OF COMPANIES

DESIGNS, MANUFACTURES AND SUPPLIES PHYSIOTHERAPY AND REHABILITATION EQUIPMENT. WE USE AND INTRODUCE INNOVATIVE TECHNOLOGIES AND PURSUE A POLICY OF THE RATIONAL USE OF NATURAL RESOURCES

General and Financial Information

- Total Sales (RU & International): 3 203 518 EUR (2019)
- Total Market share (Russia & Other Countries): 3 % Export
- Main relevant product groups within company Portfolio:
- ✓ Physiotherapy equipment-magnetotherapy device RWave, Magnetoturbotron, electrostatic massager Elgos
- ✓ Rehabilitation aids: medical exoskeleton E-helper, Imitron Walking Simulator, Balance master Simulator, Rehabilitation glove Anika, Reaterra Treadmill,Alter Step Dynamic Stair Trainer
- Logo's of relevant brands:

group of companies **ZARYA**

- Currently present in: Belarus, Uzbekistan, Moldova, Kazakhstan, Kirgizstan, Republic of Srpska
- E-commerce: MedicaExpo
- Main buyers: Health care facilities/distributors
- Cooperate with:
- ✓ -RMANPO, Department of Physical Therapy, Sports Medicine and Medical Rehabilitation;
- ✓ -GOU DPO "SPb MAPO", Department of Physiotherapy (FSEI HPE "SPb GMA named after I. I. Mechnikov");
- ✓ -Research Institute of Urology and Interventional Radiology N. A. Lopatkina;
- ✓ -FSBI "National Medical Research Center of Obstetrics, Gynecology and Perinatology named after V. I. Kulakova."
- Certification: № РОСС RU Д-RU.АД37.В.02602/18, № РОСС RU. Д-RU.АД37.В.02602/18,№ РОСС RU .0001.11Аг81, № РОСС RU .0001.11Аг81

Points of differentiation compared with other market players?

- ✓ Our devices are the most advanced, effective,user-friendly technology combination.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ our products represent a constant technological solution to meet the needs of rehabilitation facilities.
- ✓ customer focused
- ✓ reasonable pricing

Innovations

- ✓ Service and support
- ✓ Direct line of communication
- ✓ Unique customisation

Limitations

- ✓ Medical device certification

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LIVAM LLC

LIVAM IS A FULL CYCLE MANUFACTURER OF A WIDE RANGE OF DOUBLE STILLS, REAGENT WATER (TYPE I AND TYPE II) GENERATING SYSTEMS, WATER DEIONIZERS AND WATER STILLS WITH PRODUCTION CAPACITIES RANGING FROM 1 TO 210 LITERS PER HOUR.
FOR OVER 20 YEARS, OUR PARTNERS ACROSS THE GLOBE HAVE BEEN USING LIVAM EQUIPMENT IN RESEARCH AND MEDICAL LABS, IN SCIENCE AND OTHER INDUSTRIES. ALL UNITS HAVE CE MARK AND COMPLY WITH VALID EUROPEAN STANDARDS.

General and Financial Information

- Total Sales (RU & International) 124 389 000 RUR / 2 007 000 USD
- Total Market share (Russia & Other Countries): 1 761 210 USD / 245 790 USD

- **Main relevant product groups within company Portfolio:**
  - ✓ Water Distillers,
  - ✓ Double Distillation
  - ✓ Water Stills,
  - ✓ Reagent Water (type I and type II) Generating Systems,
  - ✓ Water Deionizers
  - ✓ Pure Water Tanks

- Logo's of relevant brands:
- Currently present in:
  - ✓ Germany, Thailand, Egypt, India, Vietnam, Iraq, Kazakhstan, Belarus, Armenia, Azerbaijan, Ukraine, Georgia, Great Britain, Latvia, Lithuania, Moldova, Romania, Uzbekistan, Turkmenistan, Kirghizia, Cyprus, New Guinea, UAE, Turkey
- E-commerce: www.alibaba.com, www.amex-lab.ro
- Main buyers: Distributors of lab equipment, laboratories, hospitals, clinics, pharmaceutical companies, industrial and agricultural enterprises and others
- Certification: ISO, CE, EAC

Points of differentiation compared with other market players?

- ✓ Personalized approach
- ✓ Experienced highly qualified staff
- ✓ High reliability and Operating economy of manufactured machines
- ✓ Unique machines, e.g. distillers capacity up to 210 l / h
- ✓ Availability of own production and engineering staff
- ✓ Special option packs

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Warranty
- ✓ Favourable prices
- ✓ Providing with marketing materials

Innovations

- ✓ Continuous development of new equipment and improvement of existing, own intellectual capital, numerous patents

Limitations

- ✓ non

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Chromatec Gazochrom 2000 is a special model in 19'' framework for using at standard instrument rack.

www.chromatec-instruments.com

For more information contact us:

☎ +7 8362 68-59-64

✉ info@chromatec-instruments.com

Find nearest distributor at webpage:

🌐 http://chromatec-instruments.com/distributors/

FROM THE HOMELAND OF CHROMATOGRAPHY

CHROMATEC SDO JSC

Development, design and manufacturing of laboratory gas chromatographs, GC-MS systems and auxiliary equipment for GC analysis.

General and Financial Information

- Total Sales (RU & International) 1222 million rubles
- Total Market share (Russia & Other Countries)
- 75% (Russia)
- 25% (Other Countries)
- Main relevant product groups within company Portfolio:
  - ✓ Gas chromatographs (GC)
  - ✓ mass-spectrometers (GC-MS)
  - ✓ auxiliary equipment
- Logo's of relevant brands:

CHROMATEC

Chromatec-Crystal
GAS CHROMATOGRAPH

Currently present in: India, China, South Korea, UAE, Egypt, Turkey, Greece, France, Belgium, UK. Azerbaijan, Kazakhstan and others (over 35 countries)

- Main buyers: Oil & gas producing and refining companies; organization of environmental control; companies from the food, pharmaceutical and polymer industries; medical organizations
- Certification ISO, CE

Key strengths / Innovation

What's in it for Partner?
- ✓ 1. High-quality equipment at the level of world industry leaders
- ✓ 2. technical support by certified service engineers, including abroad
- ✓ 3. A wide range of auxiliary equipment - the possibility of integrated supply for the complete implementation of the customer's tasks from one manufacturer
- ✓ 30 years of work in the industry - extensive experience in creating complex technical and application solutions
- ✓ Private Label and White Label: No

Innovations
A number of scientific and technical solutions to increase the sensitivity, resistance to contaminations and cost-effectiveness of devices

Limitations
- ✓ export control according to the 9027 product code

Chromatec offers full range of instruments for volatile contaminants analysis in air analysis. Sampling Pump PV-2 was designed specially to meet all requirements of environment monitoring laboratories such as sampling rate, battery capacity and operation convenience.

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web: www.chromatec-instruments.com

Catalog
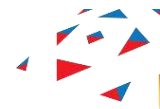
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MEDICANT LLC

LLC MEDICANT SINCE 1994 SPECIALIZES IN DEVELOPMENT AND PRODUCTION OF EQUIPMENT FOR LIQUID CHROMATOGRAPHY.
THE COMPANY OFFERS LIQUID MICRO-COLUMN CHROMATOGRAPHS «ORLANT», DEVELOPMENT, PRODUCTION AND SUPPLY OF UNITS AND BLOCKS OF ANALYTICAL EQUIPMENT, SERVICE OF LIQUID CHROMATOGRAPHS OF THE «MILICHROM» SERIES, IMPLEMENTATION OF METHODOLOGICAL SUPPORT IN MEDICINE, ECOLOGY, SANITARY CONTROL OF FOOD PRODUCTS, ANALYSIS OF PHARMACEUTICAL AND MEDICINAL PRODUCTS.

General and Financial Information

- **Main relevant product groups within company Portfolio**:
  - ✓ Chromatographs

- Logo's of relevant brands:

- Currently present in: Kazakhstan, Armenia
- E-commerce: www.alibaba.com, www.amex-lab.ro
- Main buyers:
  - ✓ Distributors of lab equipment,
  - ✓ laboratories, hospitals,
  - ✓ clinics,
  - ✓ pharmaceutical companies,
  - ✓ industrial and agricultural enterprises and others

- Certification: ISO, CE, EAC

Points of differentiation compared with other market players?

- ✓ 6 models of LIQUID CHROMATOGRAPHS
- ✓ Models can include:
- ✓ spectrophotometric detector for the UV range
- ✓ fluorometric detector,
- ✓ Injector
- ✓ Pump
- ✓ MultiChrom software
- ✓ set of columns and pre-columns
- ✓ NF-13 sample filtration kit

Key strengths / Innovation

What's in it for Partner?

✓ It is profitable to cooperate with medicant llc, as the company offers not only affordable prices, but also technical support, warranty and service.
✓ 6 different types of CHROMATOGRAPHS with individual specification:

  FLUOROMETRIC DETECTOR
  Excitation wavelength range
  Increments of setting wavelength
  Fluorescence wavelength
  Operational volume of the cuvette
  Detection limit
  Syringes volume
  Maximum operational pressure
  Eluent flow rate range
  Increments of setting flow rate
  Speed of quick syringes washing

✓ Operation modes:
  - 1 - cyclic (volume per cycle) isocratic and gradient,
  - 2 - continuous (unlimited volume) isocratic
  INJECTOR
  Maximum operational pressure
  Replaceable loops

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Presentation

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NED

New Engineering Discoveries ®

NED

RUSSIAN LEADIN BRAND-NAME COMPANY ON CLIMATIC EQUIPMENT MARKET. THE COMPANY DESIGNS AND PRODUCES THE HVAC EQUIPMENT AND DEVELOP CONSISTENT ENGINEERING SOLUTIONS FOR DIFFERENT TYPES OF MEDICAL FACILITIES

General and Financial Information

- **Main relevant product groups within company Portfolio:**
  - ✓ Central air conditioners of general industrial, medical and special design units
  - ✓ Ductable AHU units
  - ✓ Smoke protection systems
  - ✓ Automation and BMS systems
  - ✓ Automation and dispatching
  - ✓ Refrigeration equipment
  - ▪ Logo's of relevant brands:
- Currently present in: Uzbekistan, Kazakhstan, Latvia, Belarus
- Main buyers: design and installation organizations and governmental organizations working with medical facilities.
- Cooperate with:
- ✓ Russia:
  - ✓ Novomoskovsky medical center in the village of Kommunarka,
  - ✓ GKB #1 in Blagoveshchensk. Administration
  - ✓ Research Institute of Phthisiopulmonology of I. M. Sechenov MMA
  - ✓ Federal state institution "Clinical hospital" Office of the President of the RF
  - ✓ Perinatal centers in the regions of the Russian Federation
- ✓ Export: Kazakhstan, Perinatal center, Aktobe
  - ✓ Kazakhstan, Ophthalmological center,
  - ✓ Kazakhstan, Ust-Kamenogorsk hospital No. 1, Ust-Kamenogorsk
  - ✓ Additional building to the cardiology building GB, Atyrau
- Certification: Full pack of documentation:
  - ✓ Declaration of ConformityTC
  - ✓ Certificate of Conformity POCC
  - ✓ Registration Certificate FSR

Points of differentiation compared with other market players?

- ✓ A wide range of climate technology.
- ✓ Modern innovative production.
- ✓ 100% localization of production in Russia.
- ✓ Quality management system certified by ISO 9001:2015.
- ✓ NED is one of the leaders in the Russian market of climate technology and continues to expand its presence in the regions of Russia and neighboring countries.
- ✓ In 2013, NED became the first manufacturer on the Russian market to develop and launch water-cooling chillers.

Key strengths / Innovation

5 years GUARANTEE

What's in it for Partner?

- ✓ Comprehensive engineering solutions.
- ✓ Design of engineering systems on an individual basis, development of project documentation and technical audit of finished projects.
- ✓ Competitive prices; prompt deliveries;
- ✓ A wide network of representative offices in the regions of the Russian Federation and Neighboring Countries.
- ✓ Warranty on manufactured equipment for up to 5 years.
- ✓ Warranty, post-warranty service and installation supervision.
- ✓ Improving business processes and customer service technologies.

Limitations

- ✓ Limitations may arise due to uncertainties in the terms of product supply and cash payments for the products supplied.

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NEUROCHAT

"NEUROCHAT" LLC

THE UNIQUE CONPLEX FOR NEURO COMMUNICATION AND NEURO REHABILITATION.

General and Financial Information

- Total Sales (RU & International) 4,6 mln RU (2019)
- Total Market share (Russia & Other Countries)
  - ✓ 95% (Russia)
  - ✓ 5% (Singapore)
- Main relevant product groups within company Portfolio:
  - ✓ Neurocommunication system for disability patients
  - ✓ Neurotraining system for neurorehabilitation and dementia prevention

- Logo's of relevant brands: **NEUROCHAT**

- Currently present in: Russia , Singapore
- E-commerce: www.dealmed.ru
- Main buyers: Families with disability patients, Clinics, Rehabilitation Centers, HealthCare Centers
- Cooperate with:
  - ✓ Russia: Preodolenie, Istok-Audio, Moskovskoe Dolgoletie
- Certification: Product Information and User Manual. RNTE.467219.035 TR; Declaration of conformity: TR TS 020/2011 Electromagnetic compatibility TS

Points of differentiation compared with other market players?

- Neurocommunication system - access to Internet, access to social network
- Neurotraining system - combination between cognitive methodology and Biofeedback

Key strengths / Innovation

What's in it for Partner?

- ✓ Unique competitive product for high growing segments especially neurorehabilitation and dementia
- ✓ Ability to adapt and localize the product in according to regional requirements
- ✓ Ability to earn due to sell the product and service

Innovations

- ✓ Based on BCI (Brain Computer interface) technology
- ✓ Patent for Invention 2627075; Patent for industrial model 113319; Trademark "NeuroChat" – Certificate 694324, 682645

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RUSSIAN EXPORT CENTER

Neurosoft

NEUROSOFT LLC

MEDICAL EQUIPMENT FOR ELECTRODIAGNOSTICS, NEUROPHYSIOLOGY, AUDIOLOGY AND REHABILITATION

General and Financial Information

- Total Sales (RU & International) The sales for 2019 were more than 1 billion rubles.
- Total Market share (Russia & Other Countries)   About 50% of sales are in foreign countries

- **Main relevant product groups within company Portfolio:**
- ✓ Medical equipment for neurophysiology (EEG and EP systems, EMG, NCS and EP systems, transcranial magnetic stimulators),
- ✓ electrodiagnostics,
- ✓ audiology
- ✓ rehabilitation

- Logo's of relevant brands:
- Currently present in: The equipment is exported to more than 80 countries worldwide including Germany, France, USA, China, India, Brazil and others
- E-commerce: Company website: neurosoft.com
- Main buyers: Medical facilities; companies supplying medical equipment

- Cooperate with:
- ✓ Neurosoft actively cooperates with leading research institutions worldwide including Utrecht University,
- ✓ the Chinese University of Hong Kong,
- ✓ University of São Paulo,
- ✓ the St. Petersburg Bekhterev Psychoneurological Research Institute,
- ✓ Austrian Institute of Technology, Erasmus University Rotterdam

- Certification The company has more than 115 registration certificates including CE, FDA and ISO

Points of differentiation compared with other market players?

- ✓ Wide product line
- ✓ Products can be customized according to customer specific needs
- ✓ Excellent performance
- ✓ Sophisticated software with powerful tools for data obtaining and analysis

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ High quality of products confirmed by our 30-year sales experience.
- ✓ Wide product line can offer a solution for any customer.
- ✓ Own development and production, the equipment can be modified according to the specific market needs.
- ✓ Certificates for equipment received in many countries.
- ✓ Innovative products

Limitations

- ✓ No certificate for the equipment in a particular region

Presentation

Catalog

MITSAR CO. LTD.

MITSAR CO., LTD. HAS DEVELOPED A NUMBER OF DIGITAL EEG SYSTEM AND RELATED SOFTWARE BOTH FOR CLINICAL APPLICATION AND SCIENTIFIC RESEARCH. AT PRESENT TIME MITSAR IS ONE OF THE LEADING COMPANIES MANUFACTURING MEDICAL EQUIPMENT FOR FUNCTIONAL DIAGNOSTICS AND NEUROPHYSIOLOGY ON THE RUSSIAN MARKET.

General and Financial Information

- Total Sales (RU & International) About 1 million USD for 2019
- Total Market share (Russia & Other Countries) The export sales share averages about 30% per year.

- Main relevant product groups within company Portfolio:
  - ✓ Digital Mitsar-EEG electroencephalographs
  - ✓ Long-term Video EEG monitoring
  - ✓ Ambulatory EEG solutions
  - ✓ Wearable wireless EEG system for research
  - ✓ Systems for Event Related potential studies
  - ✓ Neurofeedback trainers Mitsar-BFB
  - ✓ Software for advanced EEG processing

- Logo's of relevant brands: Mitsar-EEG, SmartBCI
- Currently present in: presented in more than 50 countries including European Union, USA, Canada, Japan, Korea, Australia, South Africa, India, UAE, Iran and etc.

- E-commerce: https://www.medica.de, https://www.omnia-health.com/exhibitor/mitsar

- Main buyers: Local distributors of medical and research grade products for neurology and neuroscience, hospital and clinic, private doctors
- Cooperate with:
  - ✓ Russia: company (country)
  - ✓ Export: company (country)
- Certification: ISO 13485:2016 QMS certificate for medical devices ,CE mark European council directive 93/42/EEC, 510(k) U.S.FDA K143233, KFDA. Certificate of GMP and other

Points of differentiation compared with other market players?

- ✓ Mobile wireless EEG solutions
- ✓ Wearable most compact and lightweight EEG systems on the market
- ✓ A wide range of supported EEG techniques
- ✓ High quality and reliability
- ✓ Compatible with all popular electrodes and sensors

Key strengths / Innovation

What's in it for Partner?

- ✓ Flexible distributor discounts
- ✓ End customers support worldwide
- ✓ 2 years' warranty
- ✓ Full range of EEG products
- ✓ High quality, durable EEG machines

Innovations

- ✓ According to a study by Market Research Explore, Mitsar Co. Ltd. was included the top ten leading manufacturers of EEG systems in the world for 2019
- ✓ http://www.marketresearchexplore.com/report/global-electroencephalography-amplifiers-industry-market-research-report/170020
- ✓ Also Mitsar Co. Ltd. included in the list of leading EEG hardware manufacturers according to the evaluation of the leading provider of neuromarketing solutions in the world, Imotions (USA, Boston)
- ✓ https://imotions.com/blog/eeg/

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Catalog

RUSSIAN EXPORT CENTER

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MEDICAL SCREENING SYSTEMS LLC

THE PRODUCT AIMS TO DETECT CANCER AT AN EARLY STAGE BY SCREENING, AS SCREENING IS THE MAIN WAY TO REDUCE MORTALITY FROM CANCER, ACCORDING TO A WHO REPORT (COPENHAGEN, DENMARK, 16-19 SEPTEMBER 2019). THERE IS A READY-MADE SOLUTION IN THE FIELD OF MAMMOGRAPHY.

TO TRAIN THE NEURAL NETWORK, A DATASET CONSISTING OF MORE THAN 200,000 MAMMOGRAPHY IMAGES VERIFIED BY HIGHLY QUALIFIED SPECIALISTS WAS USED. NEW AREAS ARE BEING DEVELOPED: RADIOGRAPHY, MORPHOLOGY, CT, MRI. THE COMPANY IS ALSO DEVELOPING MEDICAL INFORMATION SYSTEMS.

THE COMPANY DEVELOPS SOFTWARE BASED ON ARTIFICIAL INTELLIGENCE IN MEDICINE. EXPERIENCE OF THE TEAM IN THE INFORMATIZATION OF MEDICINE SINCE 2010. THE TEAM INCLUDES LEADING RUSSIAN RADIOLOGISTS AND ONCOLOGISTS, INFORMATION SECURITY SPECIALISTS, MATHEMATICIANS AND IT SPECIALISTS.
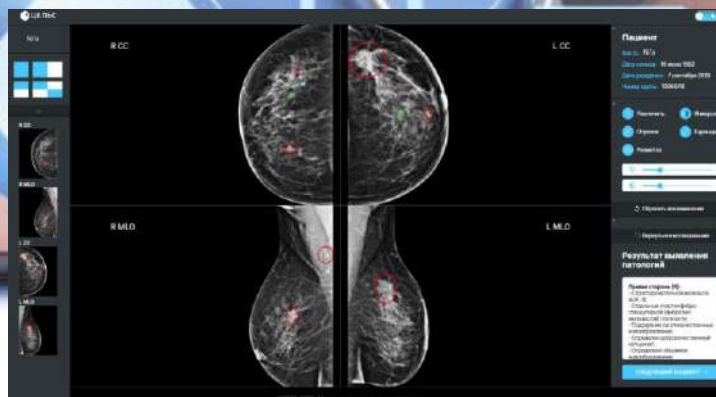
General and Financial Information

- Main relevant product groups within company Portfolio:
    - ✓ Application software
    - ✓
- Logo's of relevant brands:
- Currently present in:

- Main buyers: Medical facilities
- Cooperate with: LINS, NVIDIA
- Certification: In the process of obtaining:
- ✓ Registration certificate of medical certificate;
- ✓ ISO 13485 certificate.

Points of differentiation compared with other market players?

- ✓ Presence of intellectual property. Registered patent, trademark and state registration of a computer program;
- ✓ Dynamically developing product line: mammography and fluorography solutions are already available, X-ray solution in the testing stage, morphological studies, CT, MRI, etc.;
- ✓ An in-house scalable team of leading physicians, Artificial Intelligence specialists, and experienced managers;
- ✓ High adaptation properties of the product: availability of Desktop and Web versions of the product, possibility of integration into medical and radiological information systems, medical image archives, integration into software of medical equipment manufacturers, White Label, API.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Necessary additional investments during the implementation of the product are minimal;
- ✓ Reducing the cost of diagnostics;
- ✓ Possibility of compensation of insufficiency or absence of personnel in primary link for medical institutions;
- ✓ Decrease in time for making a diagnosis;
- ✓ Reduction of costs for treatment and rehabilitation of patients.

Innovations

- ✓ The algorithms of detection and interpretation of research results by "Celsu" solution are unique and protected by patent law, which confirms the product innovation

Limitations

- ✓ The product has the certification required to operate in the importer's region (e.g. FDA in the USA, CE in Europe, etc.)

RESEARCH AND PRODUCTION COMPANY «META-CHROM»

SHORT INFORMATION PRODUCTION OF GAS CHROMATOGRAPHS, WHICH ARE FUNCTIONAL DEVICES FOR FULL CHEMICAL ANALYSIS OF VARIOUS SUBSTANCES BY DIVIDING THEM INTO COMPONENTS.

General and Financial Information

- Total Sales (RU & International) 182,9 mln.rub
- Total Market share (Russia & Other Countries) Russia 70%, CIS, India 30%

- Main relevant product groups within company Portfolio:
  - ✓ Gas chromatograph «Crystallux-4000M»
  - ✓ Gas generators
  - ✓ Laboratoty reactor plants

- Logo's of relevant brands:

- Currently present in: Russia, CIS (Belarus, Ukraine, Kazakhstan, Uzbekistan), India

- Main buyers: Oil and gas companies, water utility companies, medicine institution
- Cooperate with:
  - ✓ Russia: Gazprom Neftekhim Salavat, TatNeft, Rosshelf, SIBUR, Roscosmos, Severstal
  - ✓ Export: medicolegal investigation (India)
- Certification Certificate RU.C.31.118. A № 45461/1 from 14/12/2017 license № FC-99-04-000590-13 from 07/11/2013

Points of differentiation compared with other market players?

- ✓ Solid experience
- ✓ Control at each stage of production allows to achieve high standards of quality and reliability of produced equipment
- ✓ Price-quality ratio. Valuable inexpensive investment
- ✓ Wide sales geography, flexible system of cooperation

Key strengths / Innovation

What's in it for Partner?

- ✓ First class commissioning works
- ✓ Long warranty period and after-sales service
- ✓ Annual maintenance
- ✓ You get quality service and technical support for FREE
- ✓ Private Label and White Label: No

Innovations

- ✓ We have 25 years experience, numerous patents and certificates for manufactured products

Catalog

CONCERN «AXION» LLC

CONCERN «AXION» LLC. IS A WORLD-CLASS MULTI-BUSINESS COMPANY WITH HIGH-END SCIENTIFIC, TECHNICAL, AND ENGINEERING CAPABILITIES SPECIALIZED IN PRODUCTION AND SALES OF MEDICAL EQUIPMENT.

General and Financial Information

- Total Sales (RU & International) 939 786.0 ₽ (2019)
- Total Market share (Russia & Other Countries)
  - ✓ Russia — 83,7%
  - ✓ CIS-countries — 12,6%
  - ✓ non-CIS countries - 3,7%

- **Main relevant product groups within company Portfolio:**
  - ✓ Artificial Lung Ventilation Devices
  - ✓ AED Defibrillators
  - ✓ Electrocardiographs
  - ✓ Newborn warming units
  - ✓ Phototherapy radiators
  - ✓ Massage apparatus
  - ✓ Infusion pumps
  - ✓ Vacuum aspirators
  - ✓ Medical mattresses

- Logo's of relevant brands:

- Currently present in:

- ✓ Russia, CIS countries, Turkey, Indonesia, India, Pakistan, Malaysia, Egypt, Vietnam, Czech Republic, Thailand and others

- E-commerce: www.medcomp.ru, eurosmed.ru, www.farm-invest.ru

- Main buyers: distributors and wholesalers

- Certification: CE certificate, ISO 9001:2015, ISO 13485:2016, _all certificates here_

Key strength/Innovations

What's in it for Partner?

- ✓ **Private Label**
- ✓ Motivating incremental discount scheme for dealers, incl. free deliveries
- ✓ Exclusive model design made to order and OEMs
- ✓ Ongoing product, sales and service training and support
- ✓ Service centers in all Russian regions
- ✓ Repair parts always in stock
- ✓ Using high quality safe materials

Points of differentiation compared with other market players?

- ✓ Full production cycle
- ✓ Unique technologies and self-engineered products

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Presentation
Catalog

RUSSIAN EXPORT CENTER

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PRODUCTION COMPANY MEDICAL TECHNICS

DEVELOPMENT AND PRODUCTION OF ANALYZERS OF DOPPLER MOTHER OF CARDIOVASCULAR ACTIVITY AND THE CHILD'S FETUS SMALL-SIZED

General and Financial Information

- Total Sales (RU & International) 150 mln RU (2019)
- Total Market share (Russia & Other Countries) 8% (2019), Russia
- **Main relevant product groups within company Portfolio:**
  - ✓ Analyzers of Doppler mother of cardiovascular activity and the child's fetus small-sized" ADMP-02
  - ✓ modification of BABY-02
  - ✓ modification of BABY-021
  - ✓ modification of BABY-022
- Currently present in: Russia
- E-commerce: no
- Main buyers: obstetric medical institutions in Russia
- Cooperate with: «Farm-invest» LLC, «DELRUS» LLC, «Kil» group of companies, and others
- Certification: РОСС RU.ИМО02.Н17907 ,
  - ✓ Registration certificate № ФСР 2011/10878
  - ✓ Production doesn't require Veterinary certificate or Phytosanitary certificate

Points of differentiation compared with other market players?

- ✓ Built-in memory for 36 survey results
- ✓ The internal analysis of the status of the fetus
- ✓ Color indicator of fetal status
- ✓ Built-in printing of survey results
- ✓ Computer software
- ✓ Telemedicine

Limitations

- ✓ The product warranty period is 18 months
- ✓ Production capacity is 500 items per month.
- ✓ Lack of distributors in countries excluding except Russia

Key strengths / Innovation

What's in it for Partner?
- ✓ Private Label
- ✓ A developing and promising brand
- ✓ High Demand
- ✓ Products are safe and EAC compliant
- ✓ From the manufacturer
- ✓ CJSC Production company "Medical technics" CJSC Production company "Medical techniques" provides a flexible system of discounts
- ✓ Year-round marketing activities and marketing support
- ✓ It is allowed to localize production with a guaranteed demand of at least 10,000 units.

Innovations
- ✓ Patent RU 2404710 C2
- ✓ There are no analogues with similar characteristics

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Presentation

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MEDICAL COMPANY OPTIMEDSERVIS
THE COMPANY PRODUCES MICROSURGICAL EQUIPMENT AND SUPPLIES FOR OPHTHALMOLOGISTS, CONTACT LENS CARE PRODUCTS.

General and Financial Information

- Total Sales 2,5 mln doll.
- Total Market share (Russia & Other Countries)
- Russia - 96%
- Other country - 4%
- Main relevant product groups within company Portfolio:
  - ✓ Microsurgical equipment.
  - ✓ Consumables for ophthalmic surgery.
  - ✓ Contact lens care products.

- Logo's of relevant brands: OPTIMED

- Currently present in: Russia, Kazakhstan, Belarus, Vietnam.

- E-commerce: Ozon, Apteka.ru, many online stores for contact lens users.
- Main buyers: Traders
- Cooperate with:
  - ✓ Russia: company (country) Katren, Opticservis
  - ✓ Export: company (country) Top global company, Hanoi
- Certification in Russia all products are registered, partially in other countries.

Points of differentiation compared with other market players?

- ✓ Availability
- ✓ Ease of use of micro-surgical equpment
- ✓ Low costs of using
- ✓ Modern features and capabilities

Key strengths / Innovation

What's in it for Partner?
- ✓ Competitive price
- ✓ Products are safe
- ✓ From the manufacturer

- ✓ **Private Label** is possible.

- ✓ The company is responsible for the highest level of quality and after sales service.

Innovations

- ✓ Own scientific developments.
- ✓ Received many patents in this field

Limitations

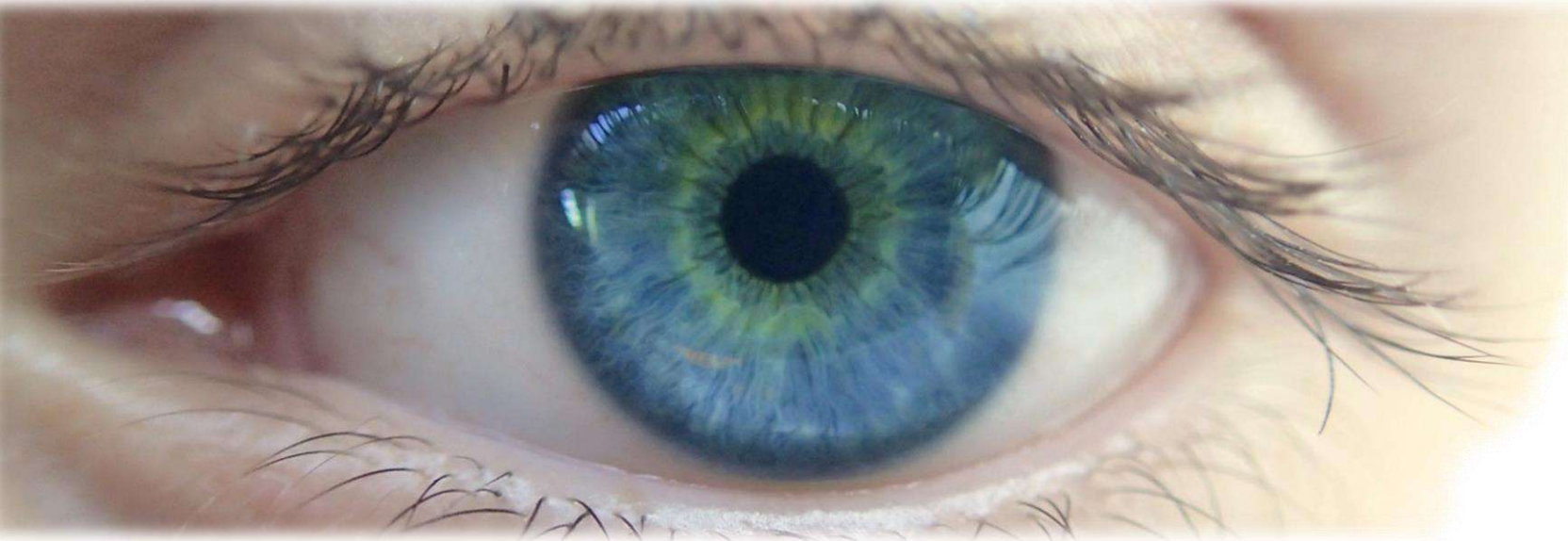- ✓ Lack of distributors in countries excluding except Russia, Kazakhstan, Belarus and Vietnam

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Presentation
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EXPORT CENTER
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DOBRODAR LLC

DOBRODAR LLC IS THE ONLY RUSSIAN MANUFACTURER OF DEVICES FOR THE PREVENTION AND TREATMENT OF MYOPIA AND OTHER EYE DISEASES BY THE METHOD OF OPTICAL KINESIOTHERAPY OF THE VISOTRONIC SERIES, AS WELL AS SOMNOLOGICAL CORRECTION DEVICES OF THE MORFOTORON SERIES

General and Financial Information

- Total Sales (RU & International) 45613000 rubles

- Main relevant product groups within company Portfolio:
  - ✓ ophthalmic relaxation apparatus Visotronic M3

- Logo's of relevant brands:

  ДОБРОДАР ®
  техника здоровья

- Currently present in: Kazakhstan, Ukraine, Belarus

- Main buyers: medical organizations
- Cooperate with: Certification

  ✓ Medical device registration certificate №ФСР 2010/08634 от 12.01.2015
  ✓ Quality Management System Certificate ST.RU.0001.P40367 от 02.03.2018
  ✓ ГОСТ Р ИСО 9001-2015 (ISO 9001:2015)
  ✓ ГОСТ ISO 13485-2017 (ISO 13485:2016)

Points of differentiation compared with other market players?

✓ Dobrodar LLC is the only manufacturer of the Visotronic series of ophthalmic and muscle relaxants, a holder of a kinesiotherapy patent
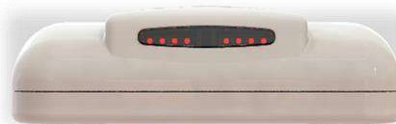for the prevention and treatment of eye diseases

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Obtaining exclusive products with high consumer properties that have no analogues on the market.

Innovations

- ✓ Vizotrnik ophthalmic trainers-relaxators are developed on the basis of a fundamentally new patented in Russia method of treating myopia and other diseases using kinesiotherapy.

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RITM OKB ZAO

OUR PRIMARY FOCUS IS DEVELOPMENT OF MEDICAL SYSTEMS AND DEVICES FOR DIAGNOSTICS AND TREATMENT AS WELL AS SYSTEMS AND DEVICES FOR EVALUATION OF A HUMAN PSYCHOPHYSIOLOGICAL CONDITION.

General and Financial Information

- Total Sales (RU & International) :   87 843 thousand rubles
- Total Market share (Russia & Other Countries) : The total sales volume of the company is about 50% for Russia and 50% for export.
- **Main relevant product groups within company Portfolio:**
  - ✓ Main products exported by RITM OKB ZAO are SCENAR devices and add-on electrodes, as well as the RITM-ULM healing blankets and clothes.
  - ✓ SCENAR – is a Self-Controlled Energo Neuro Adaptive Regulator - a Class IIa medical device for bio-controlled electrostimulation in order to eliminate pain and other related conditions.
  - ✓ SCENAR therapy effects: Anti-pain, Antiedematic /lymphatic drainage, Anti-inflammatory, Myostimulation, Increased blood circulation, Increased permeability of tissues, General regulation, Sanogenous, Antioxidant systems activation, Stabilization of an autonomous neural system, Activation of an immune response

- Logo's of relevant brands:

- Currently present in: Australia, the US, Canada, Mexico, EU countries, the UK, Israel, India, South Korea, South Afrika, Kasachstan
- E-commerce: EUROPAGES, OmniaHealth
- Main buyers are the distributors of medical devices in different countries: Australia, the UK, Israel, India, Canada, USA, Mexico, South Korea, South Africa, EU countries (Bulgaria, Germany, Czech Republic, Austria, etc.), Russia and CIS countries.
- Cooperate with: RITM Australia Pty Ltd (Australia), RITMSCENAR OKB Inc. (USA), Enerbalance GmbH (Austria), RITM Europe s.r.o. (Czech Republic) and others
- Certification: RITM OKB is certified according to the International ISO 13485 and ISO 9001 standards and has a number of certificates enabling the marketing of its products in 36 countries: CE, FDA, TGA, Cofepris, MFDS, Health Canada etc. The certificates can be provided at your request.

Points of differentiation compared with other market players?

- ✓ ISCENAR - the best tool against pain and related conditions! Portable, take-anywhere device which can replace a physiotherapy cabinet.
- ✓ Our devices are designed to be user friendly and intended both for home care and for professional therapy.
- ✓ High technological devices with a reasonable price.
- ✓ We constantly develop and update our models specifically to R&D and design.
- ✓ We're focused on providing training to physicians, physiotherapists, retailers and patients.
- ✓ The main element of the device (know-how) is still tuned manually, which ensures absolute individualization of parameters, and therefore a guaranteed treatment result;
- ✓ The influence of SCENAR devices is based on the principles of: biofeedback (biological feedback) and NPI (neurolike impulse);

Key strengths / Innovation

What's in it for Partner?
- ✓ Private Label
- ✓ Products certified according to the international standards
- ✓ The technology is protected worldwide (patents and trademarks)
- ✓ High technological devices at a reasonable price. In the foreign markets, we are focusing on our high-end technology, our devices that can be sold at a medium-high price, which assures high-profit margins for distributors.
- ✓ We provide support and training to the distributors and users.
- ✓ Constant development and improvement of the technology
- ✓ The devices are used in clinics and hospitals in many countries

Innovations
- ✓ High Technological equipment, Exclusive parameters of the impulse providing pronounced treatment effect on the body. Fast pain relief and related improvements by means of the portable take-anywhere device. Increasing the quality of life.
- ✓ Our company was selected as the best exporter of the year 2019 in the field of Innovative technologies (regional stage).

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Presentation

Catalog

Video

RUSSIAN EXPORT CENTER

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BPLab®

Vasotens®

BPLAB® (PETR TELEGIN LTD)
THE LEADING RUSSIAN MANUFACTURER OF 24-HOUR AMBULATORY BLOOD PRESSURE MONITORS SINCE 1994

General and Financial Information

- Total Sales (RU & International) : 2 million USD
- Total Market share (Russia & Other Countries) : 67% (Russia)

- **Main relevant product groups within company Portfolio:**
  - ✓ 24-hour blood pressure monitors
  - ✓ 24-hour and in-office pulse wave analysis system

- Logos of relevant brands:
- Currently present in: Germany, Italy, Spain, France, Lithuania, Portugal, Slovakia, Czech Republic, Hungary, Austria, Brazil, Turkey, Great Britain, India, Egypt, Serbia, Kazakhstan.
- E-commerce: Medical Expo

- Main buyers: medical devices distributors, hospitals, clinical centers, universities, doctors and general practitioners, telemedicine and pharmaceutical companies.
- Cooperate with:
  - ✓ Russia: Ministry of Health of Moscow and Moscow Region.
  - ✓ Export: The company representative in EU - BPLab GmbH (Germany), heart tec Medizintechnik GmbH (Germany), Tecnoel S.r.l. (Italy), LTD Graina (Lithuania), Quermed S.A. (Spain), InforTucano (Portugal), ZMF Medical S.r.o. (Czech Republic), Zemed Tibbi Sistem ve Cihazlar Limited (Turkey), TEB - Tecnologia Eletrônica Brasileira (Brazil) etc.
- Certification: ISO: 13485, CE-certificate, TGA-certificate (for Australian market), ANVISA-certificate (in the process), Russian registration certificate, Kazakhstan and Kyrgyzstan registration certificates.
- Trustworthy and well-recognized trademark (customers in more than 60 countries).

Points of differentiation compared with other market players?
- ✓ Accurate and reliable (BHS protocols in 3 groups of patients, A/A class).
- ✓ Enlisted in strideBP, dabl Educational Trust, Medaval, BIHS websites as clinically recommended.
- ✓ Vasotens® technology / SaaS Vasotens® for pulse wave assessment.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private and white label
- ✓ Quickest delivery, always available in stock;
- ✓ Own EU-representative, customs-cleared goods;
- ✓ Extended service life;
- ✓ Competitive price, reliability, unique advanced features.

Innovations
- ✓ Central blood pressure and arterial stiffness assessment;
- ✓ Easy embedding in HIS platforms and wide telemedicine application.

What's in it for Partner professional customers?

- ✓ World expert in 24-hour ambulatory blood pressure
- ✓ assessment;
- ✓ Precise and validated (according to BHS and ESH-
- ✓ protocols);
- ✓ Recognized by scientists and researchers (equipment was
- ✓ provided for multi-center clinical and academic studies);
- ✓ Very small and light, comfortable and calm;
- ✓ Bluetooth, SD-card, mini-USB, manual programming,
- ✓ 4-preinstalled measurement plans, colorful display.

Limitations

Necessity to have a wider product line, absence of FDA (U.S.A.), CFDA (China), PMDA (Japan) and some other certificates.

Catalog

BAROOX | HYPERBARIC CHAMBERS

WE DEVELOPE AND MANUFACTURE A NEW GENERATION OF HBO THERPY EQUIPMENT THAT ELIMINATES OXYGEN DEFICIENCY AT ORGAN AND TISSUE LEVELS.

General and Financial Information

- Total Sales: $ 633 462 (Russia, 2019), $ 260 769 (Russia, Q1 2020)

- **Main relevant product groups within company Portfolio:**
  - ✓ Hyperbaric oxygen chambers

- Logo's of relevant brands:

  BAROOX

- Currently present in: Russia, Cyprus

- Main buyers: Public and private medical centers, health resorts

- Cooperate with:
  - ✓ Russia: "Russian Railways" JSC, Central Bank of the Russian Federation, "Ural Mining and Metallurgical Company" JSC

- Certification: Russian registration certificate for a medical device

Points of differentiation compared with other market players?

- ✓ The spacious body and large double glazing area eliminate the fear of enclosed spaces. Getting in and out of the chamber is carried out by the usual movement, as if in a car.
- ✓ The adjustable seating allows to choose an individually comfortable position during a session.
- ✓ Thanks to the large diameter of the chamber's body it is possible to provide joint sessions for children with their parents.
- ✓ The chamber is controlled via a convenient touchscreen display.
- ✓ Safety of use is an significant feature. BaroOx is the air-oxygen chamber - this method, along with its high therapeutic effectiveness, ensures complete fire safety.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Unique patented "fish tank" design
- ✓ The opportunity to take a new niche - beauty and sports industry companies
- ✓ A developing and promising brand

What's in it for Partner professional customers?

- ✓ Since we are the single-product company, so we an provide the highest level of quality
- ✓ Following the global pandemic of coronavirus COVID-19 the demand for this procedure will significantly increase

Limitations

- ✓ Lack of distributors abroad
- ✓ Lack of export documentation

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Presentation

IT Consulting Services &
Solutions for Banking

DAMASK
queue management system

Queue Management System

DAMASK LLC

Damask LLC is the largest manufacturer of a device-independent electronic queue system in Russia.

General and Financial Information

- Total Sales (RU & International)   108 092 000 rub.
- Total Market share (Russia & Other Countries)   99%/ 1%

- Main relevant product groups within company Portfolio:
  - Electronic queue system and a survey system

- Logo's of relevant brands:
- Currently present in: Kuwait, Belarus

- Main buyers: State and commercial organizations having offices (centers) of customer service (banks, clinics, post offices, tax, pension funds, social security, etc.), as well as retail stores.

- Cooperate with:
  - BANKS,
  - MEDICAL INSTITUTIONS
  - STATE INSTITUTIONS
  - COMMERCIAL INSTITUTIONS
- Certification:
- certificate of REC No. RE.18.000205 dated 12/21/2018
- certificate of state registration of a computer program No. 20133614844 (Damask queue management system - Zero Time Installation).
certificate of state registration of a computer program No. 20144618364 (queue management system DAMASK - government),
- certificate of state registration of a computer program No. 2015611518 (DAMASK queue management system - SaaS control module),
- certificate of state registration of the computer program No. 2015611519 (Queuing management system DAMASK - bank),
- certificate of state registration of a computer program No. 2017711750 (Damascus queue management system - MAIL),
- certificate of state registration of a computer program No. 2018615461 (Queuing management system DAMASK - module Interview system)

Points of differentiation compared with other market players?

- ✓ A completely Russian product with a lower price without currency risks compared to foreign counterparts.
- ✓ Functional compliance with the best products of the world leader, at a lower price.
- ✓ Unique digital technologies in the product, increasing the efficiency of its use
- ✓ Hardware independence.
- ✓ A wide selection of industry solutions (more than 11 solutions).

Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to earn on the cost of licenses, equipment at the expense of special prices.
- ✓ 2. Opportunity to earn on services for installation, maintenance and technical support of implemented systems

Innovations

- ✓ The QMS DAMASK is hardware independent complex, based on such perspective technologies as OLAP, SAAS, Zero Time Installation, which widely use Internet facilities (CPU-oriented architecture) and modern mobile technologies (mobile device as a system component).

RUDEVICES

RuDevices

The company's speciality is in creating solutions and smart devices for rapid image recognition in the video stream. It has been successfully optimizing business processes related to processing various types of citizens' documents for many years, using unique algorithms for processing streaming data, artificial intelligence technologies.

General and Financial Information

- Total Sales (RU & International) – 42 900 000,000 RUB.
- Total Market share (Russia & Other Countries) – 100% Russia

- Main relevant product groups within company Portfolio:
    - Hardware and software systems for rapid recognition of documents in the video stream

- Logo's of relevant brands:

    RUDEVICES

- Currently present in: Sales on the territory of the Russian Federation

- Main buyers: Transport industry, banking sector, tourism and hotel business, migration service and state security agencies, insurance companies; companies, state and municipal structures that use the electronic queue system

- Cooperate with:
    - Russia: company (country) – JSC "RZD", VTB Bank (PJSC), GBU MFC of Moscow, FINAM Bank JSC

- Certification
    - All products are registered in the unified register of Russian programs for electronic computers and databases and have certificates of compliance.

Points of differentiation compared with other market players?

- Recognition of 20 types of the Russian Federation documents, more than 25 types of the former USSR documents and more than 200 world documents
    - Passport of citizen of the Russian Federation
    - Documents with MRZ
    - Personal insurance policy number/SNILS
    - Vehicle Registration Certificate
    - Driver license
    - Certificate of birth
    - Bank cards
- Recognizing of documents in real time without data transfer to the cloud or the server
- Recognition speed t 1-1.5 seconds
- No copies of personal data
- Ability to recognize documents based on photos and photocopies
- Connects to the computer's USB port, no additional drivers or SOFTWARE required
- Possible integration with the Physical Access Control System (PACS)

Key strengths / Innovation

- What's in it for Partner?

- Private Label and White Label: Ye
- Possibility of integration with the customer's Physical Access Control System (PACS)
- Ability to integrate the device into the operator's workspace
- Simple and easy to use
- Unique development in the research of new architectures of ultralight neural networks

Presentation

We upgrade the telephony for your business

HOTLEAD is a modern cloud-based service for doing business.

- Keep your phone numbers, reduce the call cost.
- Manage and use effectively your database and CRM system.
- Give the effectiveness of advertising campaigns.

HOTLEAD SERVICE USES SIP PROTOCOL AND SUPPORT:

- CLOUD PBX
- TELECOMMUNICATIONS SERVICE PROVIDERS
- MOBILE SERVICE PROVIDERS

Hotlead
HOTLEAD IS A MODERN CLOUD-BASED SERVICE FOR DOING BUSINESS

General and Financial Information

- Main relevant product groups within company Portfolio:
  - Cloud PBX
  - CRM-system
  - Call-back
  - Call-tracking
  - Calls statistics and analytics
  - Tracking websites requests
  - Voice recognition
  - Voice and chat bots

- Logo's of relevant brands:
- **Currently present in:**
  - South Korea
  - Europe
  - Thailand
  - Singapore
  - Japan
- Main buyers: small and medium enterprises, the government sector
- Cooperate with: Yonsei severance hospital

Points of differentiation compared with other market players?

- Complex range of services
- Fixed plans
- Ability to keep your existing phone numbers
- Integration of the business processes in the existing infrastructure of the company without critical changes
- Own built-in CRM-system and ability to integrate with different CRM-systems
- Voice recognition and analytics
- Voice and chat bots

Key strengths / Innovation

What's in it for Partner?

- Ability to use the service no matter where your company location is
- Ability to have "virtual offices" anywhere in the world
- Specialized software isn't required
- Specialized knowledge in the sphere of telephony isn't required
- Accessibility to manage any employee no matter where you are.

What's in it for Partner professional customers?

- Combining all your business process in one system
- Voice recognition and analytics
- Voice and chat bots

Presentation

Catalog

RUSSIAN EXPORT CENTER

Enigma®

PRIVRATNIK 01C, 02A, 03A

THE ALONE ACCESS CONTROL SYSTEM TO THE ATM LOBBY BY BANK'S CARD USING

ENIGMA

An our products are unique in their functionality and are an inexpensive solution for ensuring the security of ATMs and customers

General and Financial Information

- Total Sales (RU & International) - 1 mln RU/ 12 400 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
-    Russia – 85%, CIS – 10%, Europe – 5%
- Main relevant product groups within company Portfolio:
    - Privratnik-01C
    - Privratnik-02B
    - Privratnik-03A
- Logo's of relevant brands:
- Currently present in:
-    Russia, Europe
- E-commerce: Alibaba
- Main buyers: Banks, System integrators, Trading houses
- Cooperate with:
  - Russia: LUIS (Russia,Moscow), Rusichi (Russia,Irkutsk), Aksilium (Russia,Perm)
  - Export: Agencija Kamir (Bosnia&Herzegovina), Sectron(Serbia)
- Certification
-    EEU NRU Д-RU.MM06.B.01923;
-    FSC-RU00000 30787

Key strengths / Innovation

- **What's in it for Partner?**

- Stable delivery from us;
- 24|7 technical support;
- Loyalty program for Trading houses;

- **What's in it for Partner professional customers?**

- Reliable
- Convenient
- Inexpensive

Points of differentiation compared with other market players?

- Stand-alone and Plug&Play system;
- Vandal proof solution;
- Functionality and inexpensive product;
- 3-on-1 models – (working well with magnet stripe, chip and wireless bank's cards);
- Reliable device in a wide temperature range;

Limitations

- Minimum shipment quantity for the amount from 2 400 Euro
- Production capacity is 200 units per quarter

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Presentation

Video

RUSSIAN EXPORT CENTER

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ZPlatform

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

system Z NEW DIMENSION OF YOUR EFFICIENCY

SYSTEMZ LLC

SystemZ is a leading company in the development of high-tech custom and replicable software since 2001. SystemZ has extensive experience in projects using Opensource software, Microsoft SharePoint and Office 365 technologies. Since 2010, the company has been developing its own product line for business processes automation on various platforms.

General and Financial Information

- Total Sales (RU & International)   180 million rubles
- Total Market share (Russia & Other Countries) Russia – 90%, Other Countries – 10%
- Main relevant product groups within company Portfolio:
    - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
    - ZPlatform for SharePoint Online is a low-code platform for business process automation that significantly extends the functionality of SharePoint Online, which includes the following components: ZForms - form designer for SharePoint Online; ZFlow – graphic workflow designer ZChatBot – chat bot and employee's personal cabinet in Microsoft Teams
    - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
    - ZPlatform for SharePoint Server on-premise - low-code platform for business process automation that significantly extends the functionality of SharePoint Server, which includes the following components: DocTrix Platform - a set of components, including the organizational structure, form editor, output document generator, EDS and much more ;   ZFlow - graphic workflow designer
    - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
    - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system Z NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
- Using chat bots allows to organize the work of remote and mobile employees more efficiently, reducing the need for personal communications and calls to those responsible for different questions.
- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

Presentation

RUSSIAN EXPORT CENTER

Back to Main Categories

DISTILLERY IS A

FULL-SERVICE SOFTWARE
DESIGN AND DEVELOPMENT COMPANY

We've been featured by Apple, built mobile apps with millions of downloads,
and have taken startups to large successful exits.

DISTILLERY
Full-service software design and development company

General and Financial Information

- Total Sales (RU & International)
- Market share: 5% Russia, 95% other countries

- Main relevant product groups within company Portfolio:
  - ✓ Fintech: U-nest, Security Beneift, Tala
  - ✓ Lifestyle: Fitdog, RedBull, MedX, Illumimapi, OltaTravel

- Logo's of relevant brands: TALA U-Nest

Security Benefit
TO AND THROUGH RETIREMENT

IllumiMapi

Red Bull®

Olta
TRAVEL
Russian Hospitality Insider

- Currently present in: US, Mexico, Russia, LATAM

- Main buyers: Fintech, Healthcare, Media and Entertainment

- Certification: Google cloud certified partner, PubNub development partner, Microsoft Gold Partner

Points of differentiation compared with other market players?

- ✓ We use tailored agile methodology allowing us to developer faster with more quality
- ✓ Experienced in web, mobile and software development
- ✓ We work with startups and enterprises
- ✓ Extensive experience in the development, design and support of the business.

Key strengths / Innovation

What's in it for Partner?
- ✓ On the market since 2008
- ✓ Work in 6 countries
- ✓ 200+ employees including: Project management office, ux/ui design, development
- ✓ Over 300 clients

Innovations
- ✓ Machine learning
- ✓ Big data
- ✓ Product Engineering Methodology

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EXPORT CENTER
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▶ ENERGY STORAGE SYSTEMS

▶ INDUSTRIAL AUTOMATION
REMOTE MONITORING AND CONTROL

V2V & V2X INFRASTRUCTURE
GPS/GLONASS/Wi-Fi/UMTS MODULES ◀

HOME AUTOMATION. SMART HOME and
SMART CITY ◀

▶ CLOUD SERVICES FOR IoT, IIoT

▶ ENGINEERING SOLUTIONS FOR CUSTOMERS

KS2 ENGINEERING LLC

System design, electronics and software development. Solutions in automation, remote access and monitoring, smart home and smart city systems.

General and Financial Information

- Total Sales: 60 million RUB/ 870 000 USD for 2019
- Distribution of sales volumes : Russia - 50%, Canada - 40%, USA - 10%
- The company's main product groups:
    - Integrated energy systems, intelligent energy storage and distribution systems based on LFP
    - Automation, remote monitoring and control systems for industrial, transport and retail sectors
    - Consumer electronics, including automotive
    - High-sensitivity special purpose sensors
    - Monitoring systems for moving objects, diagnostic equipment

- Logo's of relevant brands:

KS2 ENGINEERING   KS2 CORP   KS2 TECHNOLOGIES

- Currently presented in:
- amazon.com, ozon.ru, ebay.com, costco.ca, market.yandex.ru, industrystock.com, ks2corp.com, ks2prop.ru

- Main customers: retail, transport companies, smart home and smart city systems, banks and developers, integrators in transport, healthcare and industry

- Cooperative experience with major market players :
- Russia: VTB, BrightBox, CityBike, Compo NPD, Physiotechnika
- World: Roadtrek (Canada), Excalibur (Canada), Microart (Canada), SVD (USA), Kitchenmate (Canada), Smartricity (Canada)

Points of differentiation within our markets?

- Extensive expertise in LFP battery chemistry
- Ultra low power consumption products, environmental friendliness
- High accuracy control and measuring equipment
- Extensive experience in creating ultra-compact devices
- Simple installation and configuration of devices for the end user

Key strengths / Innovation

- **Key strengths**
- Skolkovo Foundation membership status
- Experienced development team
- Manufacturing under Private Label and White Label (conditions are discussed individually)
- Experience in developing and organizing production and sales in the North American market
- KS2 research base
- Wide network of IT and innovation partners
- Ability to adapt products and refine them to meet customer needs

- **Innovation**
- Unique IP and custom algorithms, private collection of libraries for main microcontrollers
- The efficiency of KS2 accumulators on the charge-discharge cycle of 95%
- Industrial design of complex enclosure elements

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POLYWALL

Polywall is a professional software platform that is designed to capture information from any source and visualize it on video walls and information displays. The software facilitates decision-making and management of information in command and control environments – NOCs, command and control rooms, situation centers, and operation centers.

General and Financial Information

- Total Sales (RU & International) - no information available
- Total product (Polywall) sales by market (Russia & Other Countries)
    - Russia - 10%
    - Other countries - 90 %

- Logos of relevant brands:

- Currently present in: Russia, Polywall is distributed through a well-developed partner network in other countries
- Main buyers: Audiovisual (AV) and IT systems integrators, commercial institutions, state institutions, medical institutions, banks, security systems, military security & surveillance
- Cooperate with:
    - Russia: Polymedia
    - Export: 100+ partners all over the globe

- Certification: Software products are included in the computer software registry of the Russian Federation

Points of differentiation compared with other market players?

- Flexible and cost-effective straightforward licensing scheme
- Unlimited number of video walls and operators
- Hardware-agnostic solution
- Easy installation and management
- Convenient system for organizing and managing sources
- Online learning system

Key strengths / Innovation

What's in it for Partner?

- Engineering support for projects
- Product trainings
- Free license for partner's showroom
- Trial license for all orders
- Flexible license scheme
- Support, upgrade, upscale

What's in it for Partner's professional customers?

- Designed for control and command environment
- Display information from any type of source. Easy source management
- Manage multiple video walls and displays
- Hardware-agnostic solution based on Windows OS
- Flexible licensing scheme
- Support, upgrade, upscale

Presentation

Projects

Video   Brochure

RUSSIAN EXPORT CENTER

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PayControl

MOBILE AUTHENTICATION AND DIGITAL SIGNATURE PLATFORM.

- Replacing SMS, OTP and push notifications for online and mobile banking
- Easy integration into mobile banking applications

Learn more   GET IT ON Google Play   Download on the App Store

Welcome to PayControl

To start the application, please, scan a QR-code with key information

Scan QR code

SAFETECH

SafeTech is a Russian developer of innovative solution for protecting remote banking systems and e-document management systems.
The results of implementation SafeTech solutions allow financial and insurance institutes such as: online business registration, open an account without visiting bank's branch, and in the future to sign any transactions and documents anywhere and anytime.

General and Financial Information

- Main relevant product groups within company Portfolio:
- PayControl is a software platform with "digital signature in a smartphone" with a high level of security and easy way to sign any operations generated via any digital channels.
- Logo's of relevant brands:
- Currently present in: Russia & CIS
- Main buyers: Banks and Financial Institutions
- Cooperate with: The company's customers are more than 70 banks, including TOP-10 in Russia Sberbank, VTB, AlfaBank, Russian Agricultural Bank.

SAFETECH

Points of differentiation compared with other market players?

- Comparing to such methods of transaction confirmation as SMS, One-Time Password, scratch-cards, MAC-tokens and others, PayControl makes the procedure more secure, user-friendly and cost-effective for a bank.
- User-friendly — no more passwords retyping from SMS.
- Secure — trusted service based on cryptography.
- Cost-effective — Annual average economy is up to 30%.
- Easy-to-integrate – record time of 4 hours to complete a PoC (proof of concept).

Key strengths / Innovation

What's in it for Partner?
- Risk reduction — this technology is secure
- PayControl can be used for a lot of bank services such as:
  - Internet banking
  - Mobile banking
  - Card-less ATMs
  - Paper-less office
- Card-not-Present operations (3D-Secure™, SecureCode™)
- Collect more data about your end-users:
  - geolocation
  - device information
  - fraud analyze
- Cost-effective comparing to other sign technologies

Limitations

- Mobile application PayControl available only IOS (10.00 and more) & Android (4.4 and more)

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Presentation

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ICL Services

ICL Services has been operating in the international market since 2006. Today, ICL Services work successfully with more than 80 customers from 30 countries, providing IT services 24/7 in Russian, English, French, and German.

General and Financial Information

- Total Sales (RU & International) 3, 34 billion rubles.
- Total Market share (Russia & Other Countries):
  - Russia: ~ 1.14 billion rubles.
  - World: ~ 2.2 billion rubles.
- Main relevant product groups within company Portfolio:
  - Digital Service Desk
  - Field support in Russia and CIS
  - Support, transformation, and integration of IT infrastructure and systems
  - Digital solutions
  - Development, implementation, and support of applications
  - IT and business consulting
  - Information Security

- Logo's of relevant brands:
- Currently present in: Germany, United Kingdom, Belgium, Netherlands, France, Ireland, Finland, Denmark, Sweden, Switzerland, Portugal, Poland, Singapore, Australia, USA, Philippines

- E-commerce: Sberbank – AST, Roseltorg, RTS-tender, ETP TEK-Torg, National Electronic Site, Order of the Russian Federation, RAD, NEP Fabricant, B2B, OTC, Moscow procurement portal, Online contract.

- Main buyers: Retail, manufacturing, pharmacy, construction, banks.
- Cooperate with:
  - Russia: company (country): Softline
  - Export: company (country): Fujitsu, Squalio, Exceeders, Proservia, Insight, Invero
  - Foreign Customers: under NDA
- Certification
  - ISO 27001
  - ISO 9001-2015
  - ISO 20000
  - ISO 14001

Key strengths / Innovation

- **What's in it for Partner?**

- Extensive experience working with foreign customers through partners
- European location - office in Serbia (Belgrade)
- Wide service coverage for time zones through a distributed network of offices (from GMT + 2 to GMT + 10), support 24\7
- Lower cost of resources than European suppliers
- Proven process approach

- **What's in it for Partner professional customers?**

- AR/VR
- AI
- IoT
- Machine Learning

Points of differentiation compared with other market players?

- The process approach
- Many years of international experience
- Lower prices due to the regional location of specialists
- Complexity of services (from audit to implementation and support)
- Service flexibility

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SPIRIT DSP

SPIRIT DSP's innovative carrier-grade voice and video software platforms allow telcos, service providers, OEMs and software developers to deliver superior quality VVoIP services. 1 Billion people in over 100 countries use SPIRIT's software

General and Financial Information

Total Sales (RU & International) - N/A
Total Market share (Russia & Other Countries) – export is up to 50% of total sales

Main relevant product groups within company Portfolio:

- VideoMost Server - Enterprise video conferencing with mobile messaging and content sharing.
- Video Conferencing SDK - Complete set of media processing technologies, signaling / transport protocols and collaboration tools to enable mobile group video calls inside your app
- TeamSpirit.im - Complete set of source code, from UI to backend, that quickly enables rich, engaging messaging experiences in every mobile app and provides all standard features of popular messaging apps.

Logo's of relevant brands:

Currently present in: USA, Europe, Asia Pacific, Middle East, Africa

E-commerce: Amazon Marketplace (AWS)

Main buyers: SPIRIT DSP software is licensed to/powers popular products from global technology leaders including Apple, Adobe, ARM, AT&T, Avaya, Blizzard, BroadSoft, BT, China Mobile, Dialogic, Ericsson, HP, HTC, Huawei, Korea Telecom, Kyocera, LG U+, Mavenir, Mitel, Microsoft, NEC, Oracle, Polycom, Reliance, Samsung, Skype, Texas Instruments, Toshiba, Viber, ZTE, among more than 250 others.

Points of differentiation compared with other market players?

Enterprise-grade Software Video Conferencing Server
Enterprise license fee per video participant is a fraction of Zoom price
Cross-platform - join anywhere, from any device
Total interoperability
Flexible deployments
WebRTC and proprietary SVC engine

Key strengths / Innovation

What's in it for Partner?

25+ years on international IT market
White-label software licensing
Revenue-sharing for partners

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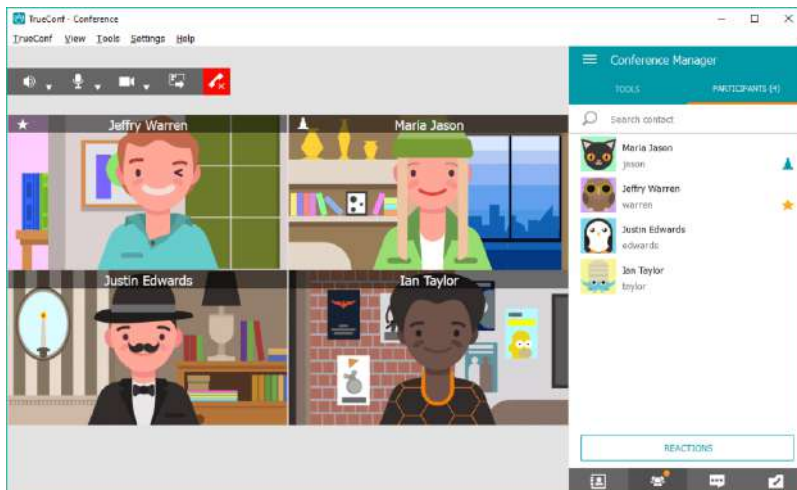Mob: +7 (916) 1305477
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Presentation

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TRUECONF, LLC

Founded in 2003, TrueConf is a leader in enterprise video conferencing and collaboration in Eastern Europe. We help businesses transform the way their companies work and bring their teams together to get more work done.

General and Financial Information

- Total Sales (RU & International): This information is not to be disclosed.
- Total Market share (Russia & Other Countries): 56% in Russia / 44% in other countries
- Main relevant product groups within company Portfolio:
  - Software licenses

- Logo's of relevant brands:
- Currently present in: 120+ countries.
- E-commerce: Our products are available on most e-commerce platforms (Google Play, App Store, Amazon, etc.)
- Main buyers: SMEs and government organizations with geographically distributed branches and strict security policies. TrueConf is chosen by companies that cannot or do not want to use cloud-based video conferencing services due to cloud vulnerabilities.
- Cooperate with:
  - Russia: Rostelecom, Softline, CROC, LANIT, etc.
  - Export: Logitech (Switzerland), NVIDIA (USA), Yamaha (Japan), Sennheiser (Germany), Intel (USA), Lenovo (China), etc.
- Certification HIPAA, PCI

Points of differentiation compared with other market players?

- Unique on-premises video conferencing infrastructure tailored and adapted to an organization's needs. TrueConf is capable of connecting rooms, desktops, mobiles and browsers in a secure collaboration environment.
- TrueConf does not require huge investments, special IT skills or integrator services to be deployed. Our video collaboration platform is easiest to set up and maintain on the market: the server deployment usually takes less than 15 minutes.
- Every TrueConf application is a collaboration and team messaging hub with built-in 4K video conferencing, presence, contacts, telephony, chats, advanced collaboration and meeting management tools.
- Meeting room control via smartphone
- TrueConf has a unique expertise not only in video conferencing software development, but also in the field of video conferencing hardware integration and in turnkey solutions for meeting rooms.

Key strengths / Innovation

- What's in it for Partner?

- Software license reselling doesn't require transit of goods.
- Partners can create their own meeting room kits based on TrueConf technology.
- Partners can create their own white label solutions based on TrueConf technology.
- We ensure constant lead flow in target regions.
- TrueConf is a well-known brand that has received a lot of positive references in the partners' target areas, which boosts negotiation processes and deal closing.

- What's in it for Partner professional customers?

- Hardware video encoding support.
- SVC architecture significantly lowers infrastructure costs and requirements, which makes it easy to provide reliable telecommunications services for millions of end users.
- Native interoperability with popular video conferencing endpoints and cloud video conferencing platforms.
- 3D video conferencing for innovative telemedicine projects.
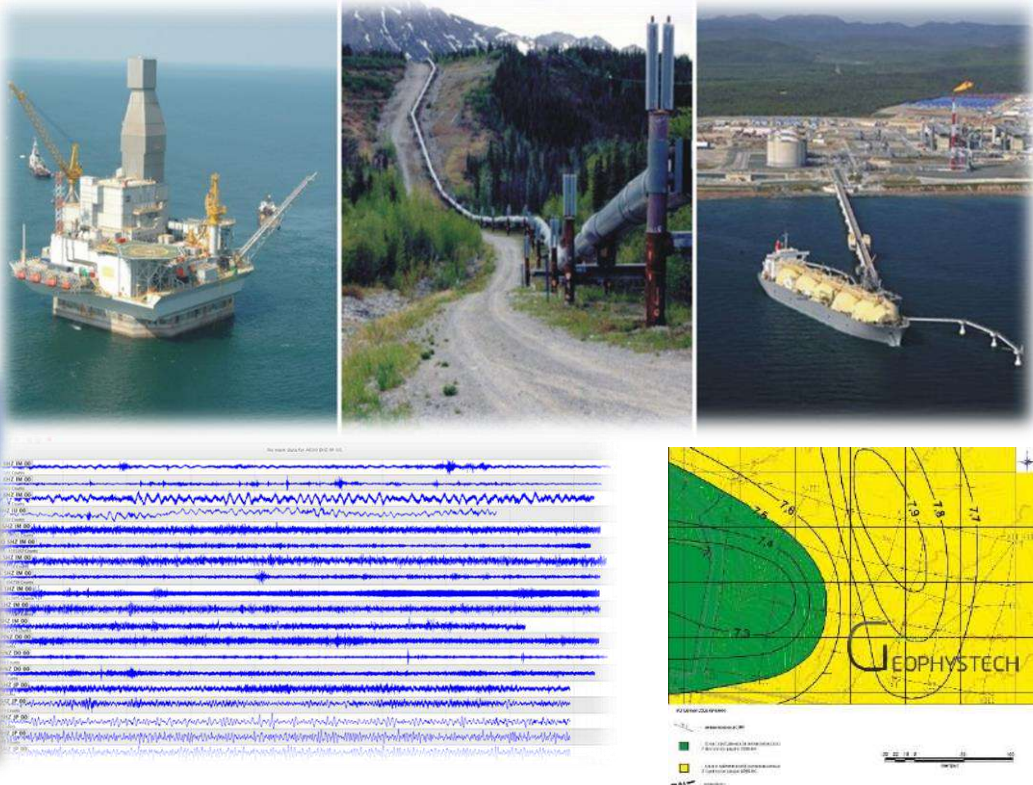- Real-time remote meeting management.

Limitations

N/A

Presentation Catalog

Data analysis
Scanning systems

GEOPHYSICAL TECHNOLOGIES LLC

Our company develop qualitatively new services in the field of geophysics using information technologies, advanced approaches and methods for processing geophysical data. Geofiztekh is an innovative enterprise. The basis of the company is the results of applied research and development in the field of geophysics, seismology, information technology, software.

General and Financial Information

- Total Market share (Russia & Other Countries)
- Main relevant product groups within company Portfolio:
  - ✓ Seismic monitoring
  - ✓ Engineering geophysics
  - ✓ Consulting services

- Logo's of relevant brands:

- Currently present in: Russia, USA, Japan, Bermuda

- Main buyers: Oil, gas and construction companies

Points of differentiation compared with other market players?

✓ Successfully operating and certified quality management system
✓ Advanced approaches and methods for processing geophysical data
✓ The creation of unique engineering solutions within each project
✓ The best reporting documentation
✓ A well-organized work process
✓ Responsibility and reputation

Key strengths / Innovation

What's in it for Partner?

✓ High quality of products
✓ Products are certified
✓ Reasonable prices
✓ The creation of unique engineering solutions within each project

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GEOSCAN GROUP

Geoscan is one of the leading unmanned aerial systems manufacturers and software developers in Russia. We possess extensive experience in foreign markets with 7 official dealerships across the globe and sizeable portfolio of large-scale survey missions not only for private contractors but for entire cities and regions.

General and Financial Information

- Total Sales (RU & International)   750 mln RUB / 10 mln USD per year
- Total Market share (Russia & Other Countries)   80% Russia / 20% other countries
- Main relevant product groups within company portfolio:
    - ✓ Unmanned aerial systems for professional
    - ✓ Software for data analysis
    - ✓ Drones for educational purposes
    - ✓ Drone light show
    - ✓ Services: UAV-based mapping and magnetic survey for urban development and land planning, construction works, mining, power line inspection, monitoring, etc.

- Logo's of relevant brands: GEOSCAN

- Currently present in: Kazakhstan, Taiwan, Belarus, Vietnam, Mexico, Croatia, India
- Main buyers: agriculture, construction, mining, energy companies, government agencies
- Company certificates: ISO 9001

Key strengths / Innovation

What's in it for Partner?

- ✓ Marketing support
- ✓ Personal manager
- ✓ Adjust and adapt to each partner's market needs
- ✓ High quality after-sales service
- ✓ Training in St. Petersburg or abroad

What's in it for Partner professional customers?

- ✓ Reliable equipment
- ✓ Reasonable price
- ✓ Technical support at every stage

Points of differentiation compared with other market players?

- ✓ Developer and producer of fixed wing and multirotor UAV
- ✓ Long-term stable product line
- ✓ Meets variety needs of consumers
- ✓ Own manufactory and commercial UAV operations department
- ✓ One-stop service from data acquisition to business analysis for the consumers
- ✓ Technical support

Limitations

- ✓ Support B2B/B2G sales
- ✓ Supplies according legal regulation in customer's country

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Video

RUSSIAN EXPORT CENTER

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AGM SYSTEMS LLC

The company specializes in the development and integration of laser remote sensing tools for mobile and aviation applications. Russia's only manufacturer of certified mobile and aerial laser scanners. Member of Skolkovo.

General and Financial Information

Total Sales (RU & International)   100 000 000,00 Rub/ 1 500 000 $
Total Market share (Russia & Other Countries) 99% / 1%

Main relevant product groups within company Portfolio:
- ✓ Mobile laser scanning systems, models: AGM-MS7, AGM-MS5
- ✓ Aerial laser scanning systems for unmanned aerial vehicles, models: AGM-MS2, AGM-MS3
- ✓ Aerial laser scanning systems for manned aircraft, model: AGM-AS55
- ✓ Inertial navigation systems, models: AGM-PS, AGM-PS.M
- ✓ «AGM PanoScan» Software
- ✓ The software «Management system of roads DORGIS»

Logo's of relevant brands:

Currently present in: Kazakhstan

Cooperate with:
   Russia: Gazprom, Rosneft oil company
   Export: Velodyne Lidar, Inc. USA
Certification: All manufactured products are included in the Register of measuring instruments of the Russian Federation. Software products are included in the computer software registry.

Points of differentiation compared with other market players?

- ✓ Higher accuracy of the equipment produced. More precise Russian-made inertial navigation systems are being used, including proprietary designs.
- ✓ The laser scanning systems produced for UAVs are on average 20% lighter than their foreign counterparts.
- ✓ Produced by lidar systems are on average 30% cheaper than foreign analogues.
- ✓ The group of companies has a structure that operates in the market of remote sensing services and uses the produced equipment and software. The technologies are run-in before being put on the market on its own.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Lower prices
- ✓ Product with the best technical characteristics (accuracy, weight, ease of operation)
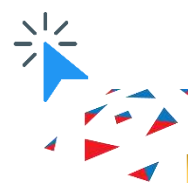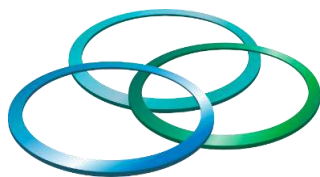- ✓ Innovative products
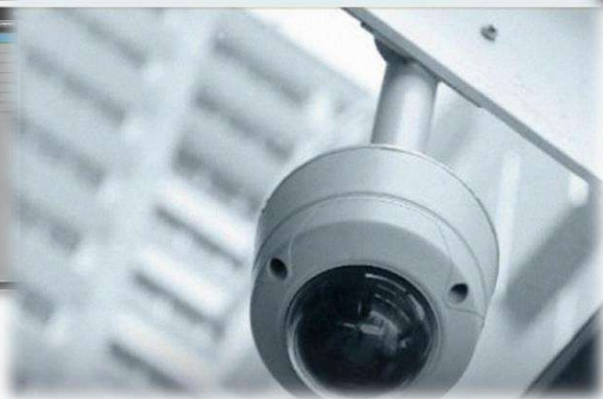
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Catalog

Video 1   Video 3

Video 2   Video 4

RUSSIAN EXPORT CENTER

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CONSORTIUM INTEGRA-S

Russian developer of software and hardware complexes and platform solutions for building intelligent integrated security systems, monitoring and object management.

General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia & Other Countries) 80/20

- Main relevant product groups within company Portfolio:
    - Integra-Planeta-4D Integration Platform,
    - Integra-Video Digital Video System,
    - Integra-SKD Monitoring and Control System,
    - Surveillance System,
    - Integra-Video-ZHD Recognition System for Train Cars, Cisterns and Containers

- Logo's relevant brands:

- Currently present in: Russia, Angola, UAE, Abkhazia

- Main buyers: Main Office of Penitentiary Service of the Russian Federation, Ministry of the Interior of the Russian Federation, Ministry of Defense of the Russian Federation, Ministry of Transport of the Russian Federation, Ministry of Emergency Management of the Russian Federation, Maritime Safety and Security Service, Objects of social infrastructure in the Republic of Abkhazia, Ministry of the Interior of the United Arab Emirates, Embassy of the Republic of Angola

- Certification: certificates to assess vulnerability, certificates of conformity.

Points of differentiation compared with other market players?

- A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions.
- The enterprise has successfully introduced and certified the Quality Management System (QMS) in accordance with GOST ISO 9001-2011.
- The QMS seeks to achieve high quality of all types of operation, and make sure all products of the company confirm to the customer's requirements.

Key strengths / Innovation

What's in it for Partner?

- 1. More than 400 highly qualified employees
- 2. More than 20 years of experience and thousands of installations of different levels
- 3. All the necessary licenses and holds a number of key patents
- 4. A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions and top positions in international ratings.

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Presentation

RUSSIAN EXPORT CENTER

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We help bring your camera to life

CONTACT US

RHONDA SOFTWARE
CAMERA DESIGN HOUSE
- do custom photo and video camera designs
- develop and sell digital camera modules

General and Financial Information

- Total Sales (RU & International) 3 000 000 USD annually
-
- Total Market share (Russia & Other Countries) 99.5% is export to other countries

- Main relevant product groups within company Portfolio:
  - Digital photo and video cameras
  - Engineering services (Mechanical, Electronic, Software Engineering, Image Quality tuning)
  - Off-the-shelf camera modules

- Logo's of relevant brands:

RHONDA

- Currently present in: USA, Canada, Japan, Taiwan, Israel, Germany, France, Norway

- Certification: CMM (Capability Maturity Model) Level 4

- Cooperate with:
- Silicon vendors: Ambarella, Sony, Cypress, Murata, Micron
- Optical vendors: Sunex, Sunny Optical,
- Distributor companies: Framos (Germany, Canada), Macnica (USA, Germany)

Points of differentiation compared with other market players?

- High video resolution (up to 4K@90)
- High image quality
- Low power consumption
- HW-accelerated Deep Learning Neural Network – based computer vision

Key strengths / Innovation

What's in it for Partner?

Innovation

- Partnership with key component vendors and factories in the imaging business
- Availability of off-the-shelf solutions for fast prototyping and to be used as a base platform for development
- Best development process practices including Requirements Management, Project Management etc.
- Experienced development team

Limitations

- Custom camera development from scratch 9-12 months
- Off-the-shelf camera production batch lead time 16 weeks

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Presentation
Catalog

RUSSIAN
EXPORT CENTER   95
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TAU Tracker

TAU TRACKER IS A RUSSIAN DEVELOPER OF A NEW GENERATION HUMAN-MACHINE INTERFACE

General and Financial Information

- Total Sales (RU & International): $40 000 (as of 2019)
- Total Market share (Russia & Other Countries)
  - 95% (Russia)
  - 5% (Other Countries)
- Main relevant product groups within company Portfolio:
  - TAU tracker is a device for motion capture and locating of objects for Virtual and Augmented reality applications, 3D-CAD and training apparatus. We use our own patented technology of magneto-inertial positioning.

- Logo's of relevant brands:

TAU TRACKER

- **Currently present in Cyprus**
- Main buyers: 3D application developers
- Cooperate with: Great Gonzo Studio, Ulyanovsk Stata University, VR Concept, Webgears
- Certification: ЕАС ЕАЭС № RU Д-RU.НА71.В.00043/19 24.06.2019

Points of differentiation compared with other market players?

- Fine finger motility;
- No blind spots;
- The system does not require special lighting conditions;
- The system does not accumulate errors;
- Modular configuration of the sensor system;
- There are no specific PC requirements;
- Universal solution for all VR & AR devices, including mobile;
- Multiplayer;
- 5 hours of work without recharging;
- Embedding in objects

Key strengths / Innovation

- **What's in it for Partner?**

- A developing and promising brand
- Products are EAC compliant (Declaration EAEU)
- Patent for invention in Russia (№2626755) and PCT: "Device for determining the position of an object in space".
- PCT/RU2017/050052. National Phase of the patent in USA (United States Patent 10540021), Europe, China, Korea, Japan, Singapore
- Experienced engineers, R&D, sales and marketing specialists

- **What's in it for Partner professional customers?**

- The effect of more realistic and effective
-                    immersion into the virtual space

Limitations

- Lack of distributors in countries around the world except for Russia
- It is necessary to test for a Directive of the RED modules Wi-Fi, Bluetooth, transmitter 868 MHz.
- Japan PSE and Radio License.
- China has CCC certification.
- In some countries, you will need to confirm the safety of the lithium-ion battery

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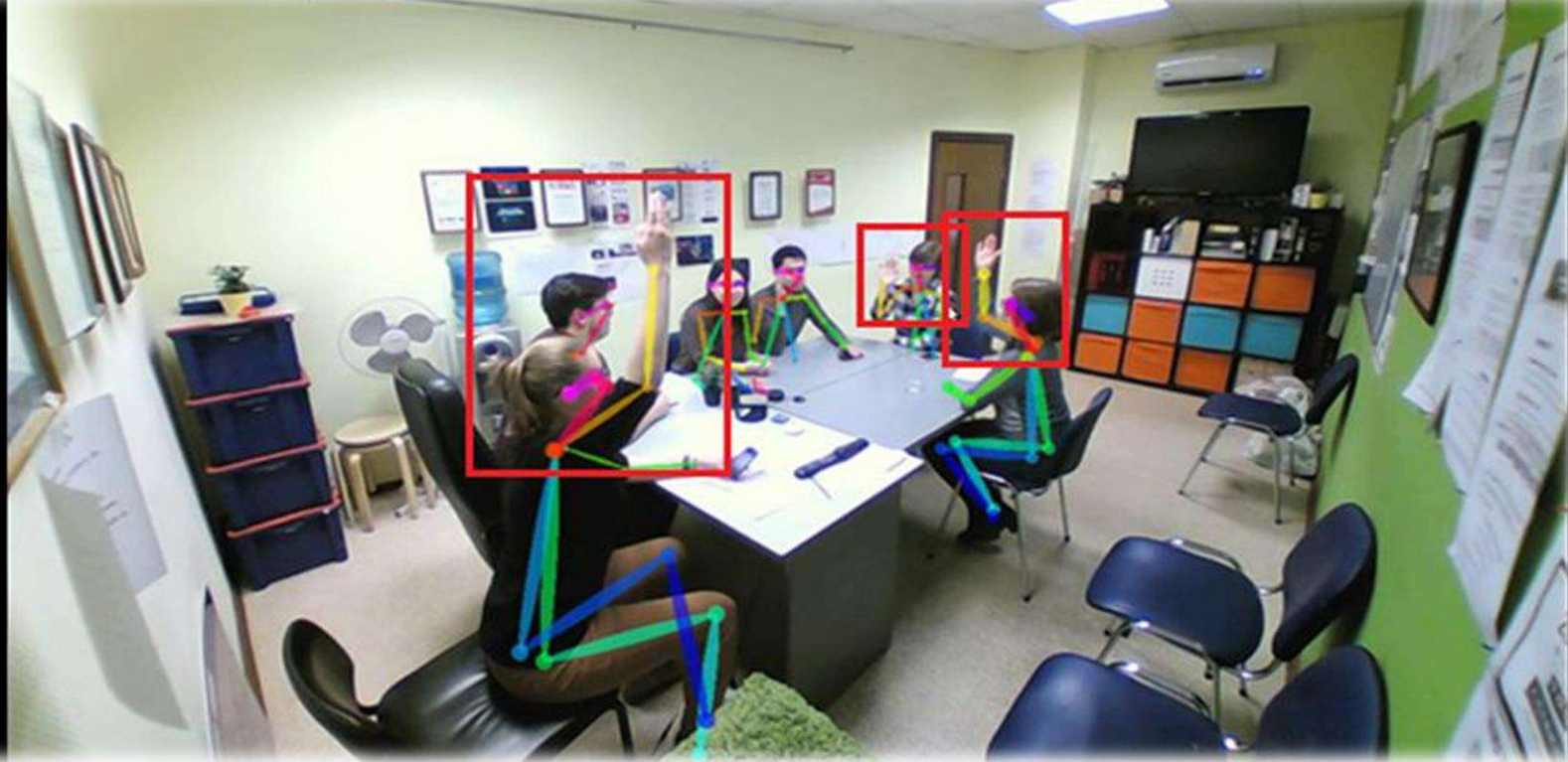Email: golubeva@exportcenter.ru
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Presentation

Catalog

RUSSIAN EXPORT CENTER

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I2O LLC
I2O llc is russian web and mobile application developer. We develop solutions and create information systems since 2008.

General and Financial Information

- Total Sales (RU & International): 44 737 627,31 RUR (Russia) / 600 446 RUB international (as of 2019)
- Main relevant product groups within company Portfolio: Comodr - digital support package for group communication moderation and management (presentation on the company's website https://i2O.biz/product/comodr)

- Logo's of relevant brands:

- **Currently present in: Russia**

- **Main buyers:** Large, medium and small businesses where meetings and / or project groups are an important part.

- Main buyers: no

- Certification: CE for some product lines

Points of differentiation compared with other market players?

✓ all analogs support communication based on structuring and visual representation of the subject content of communication, rather than the logical form of the device of the communicative situation-the dynamics and structure of communicative interactions — in real time, " here and now»;
✓ analogs do not provide automatic and automated detection in real time of roles and positions of participants, communication methods and techniques;
✓ there is a function of reflexive management and reflexive self-organization in communication; this function can be found in a number of analogues, but they do not belong to the field of communication organization or education for the purpose of improving communication skills.

What's in it for Partner?

✓ Implementation of the system in any negotiation space
✓ Secure storage of minutes of meetings held
✓ Tools for managing the group communication process
✓ Tools for making and fixing decisions

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Presentation
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RUSSIAN
EXPORT CENTER

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MACHINE VISION AND MACHINE LEARNING

Solutions based on smart cameras, development of technical vision systems, machine learning

VIDEO MONITORING AND ACCOUNTING OF VEHICLES

System for the recognition of numbers of cars "Automarshal»

VIDEO MONITORING AND ACCOUNTING OF RAILWAY TRANSPORT

ARSIS system - identification and accounting of cars, cargo management, control of weighing cars

WEIGHBRIDGE AUTOMATION

Hardware software complex for weighbridge automation

MALLENOM SYSTEMS LLC

One of the leading Russian developers of video analytics and industrial control systems based on machine vision and artificial intelligence (machine learning, neural networks, deep learning).

General and Financial Information

- Total Sales (RU & International): RUB 82 901 558 / EUR 1 036 270
- Total Market share (Russia & Other Countries) Russia – Russia EUR 979 051, other countries – EUR 56 968
- Main relevant product groups within company Portfolio:
  - VISCONT - intelligent machine vision systems for quality control and product tracking.
  - • AUTOMARSHAL – vehicle access control and monitoring system based on automatic number plate recognition (ANPR) technology.
  - • VIRIS - adaptive ANPR smart camera for traffic monitoring, vehicle access and law enforcement applications.
  - • Automarshal.Weighbridge - hardware-software complex that solves a full range of weighbridge automation tasks.
  - • ARSCIS (ARSCIS) - family of solutions that utilize railcar number recognition technology to identify separate railcars, manage product shipping by rail, monitor railcar movement and location, etc. for metrology, logistics and security purposes.
  - • AVEDEX - software for counting and analyzing car traffic by video.
- Logo's of relevant brands:

- Currently present in: Belgium, Netherlands, Bulgaria, Poland, China, Japan, Armenia, Kyrgyzstan, Kazakhstan, Belarus
- Main buyers: B2B sector. Different products have different target audiences. Basically, these are industrial enterprises of various industries, but also the retail and logistics sector, parking lots, carwashes, gas stations, service stations, commercial and residential sectors, etc
- Cooperate with:
  - Russia: LUKOIL, Gazprom neft, Rosneft, Bashneft, Severstal, Vyksa Steel Plant, Pharmstandard, Kronospan, Rusagro, Sberbank, ALROSA, PHOSAGRO, AMMONI, and many others.
  - Export: NAKATA NFG.GO (Japan), Jinan Seenboom Infirmation (China), Enigma GUARD Ltd (Bulgaria), QUICKSPOT V.O.F. (Netherlands), Security Redesigned bvba (Belgium), VMG Industry (Belarus), Lookwider Distribution (Kazakstan), etc.

Points of differentiation compared with other market players?

✓ Proprietary powerful automatic number plate recognition (ANPR) and railcar identification algorithms.
✓ Unique technology for building complex control and management systems based on artificial intelligence, using machine vision, machine learning and mathematical models developed in the company.
✓ Extensive experience in the successful implementation of science-intensive IT projects in various industries.
✓ Full cycle works from engineering to software development, hardware supply and configuration, service and warranty maintenance.
✓ The only official partner system integrator (PSI) in Russia and the CIS of Cognex – the worldwide leader in industrial machine vision.
✓ Competitive prices and flexible business model.

Key strengths / Innovation

What's in it for Partner?
✓ Discounts on software and software modules.
✓ Adaptation and localization of software for the conditions and requirements of the partner's market.
✓ Marketing support.
✓ Technical support of the partner and his clients (mainly remote).
✓ Honest and open business principles.

Innovations
✓ The systems developed by Mallenom Systems are based on both proprietary solutions built on neural networks and deterministic image analysis algorithms, as well as algorithms from the world leader in machine vision - Cognex.

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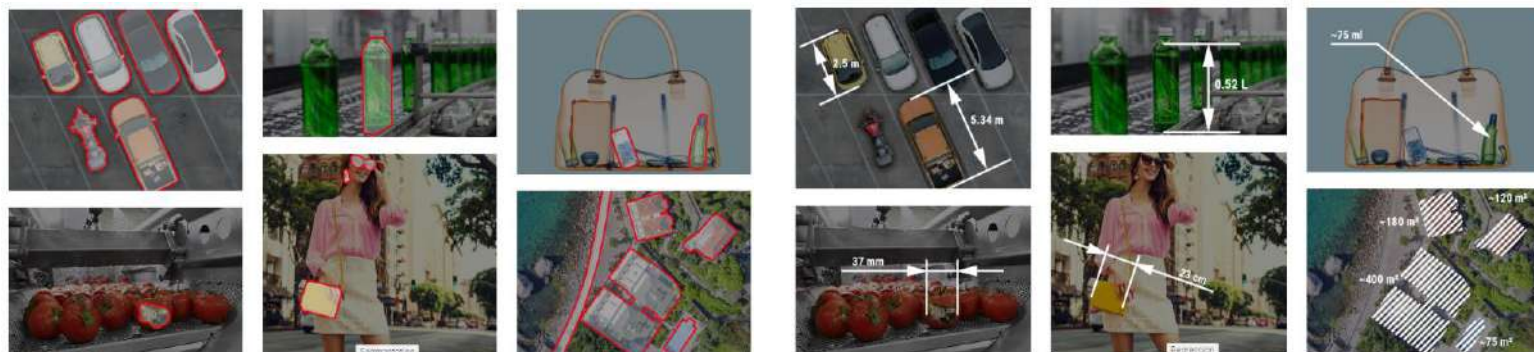Presentation
Catalog

RUSSIAN EXPORT CENTER

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Who we are

CVisionLab is the provider of R&D services and developer of custom solutions for challenging Computer Vision and Artificial Intelligence problems.

Over the decade, CVisionLab has developed core parts of video surveillance systems, Imagery-based quality control for manufacturing, medical imagery analysis, recognition systems for satellite imagery, augmented reality and computer graphics products.

CVisionLab

Custom solutions for computer vision and machine learning

General and Financial Information

- Total Sales (RU & International) $1.6M
- Total Market share (Russia & Other Countries)
  - Russia: 2%
  - Other countries: 98%

- Main relevant product groups within company Portfolio:
  - Computer Vision software for medicine, quality control at factories, robotics systems, entertainment applications

- Logo's of relevant brands:
- Currently present in: USA, Israel, Germany, France, The Netherlands, Brazil, Australia

- E-commerce: https://www.upwork.com/ag/cvisionlab/
- Main buyers: International companies and startups who invests in high-end technologies and AI-powered solutions

- Certification TensorFlow Developers Cert.

Points of differentiation compared with other market players?
- ✓ Hands-on experience of development custom computer vision solutions for various domain
- ✓ 10+ years of experience in the Machine Learning field
- ✓ Strong team of professionals in ML, software development, Project management, DevOps, QA

Key strengths / Innovation

What's in it for Partner?

- ✓ Transparent workflow and tight integration with customers
- ✓ Excellent communications
- ✓ High value for reasonable price
- ✓ Hiring an AI expert can cost a fortune.
- ✓ This is why at CVisionLab we truly believe that our Computer Vision and Deep Learning professionals could not just serve you but to become a part of the problem solving chain.
- ✓ Our experts help startups and enterprises to develop and integrate AI technologies for visual quality inspection, medical and microscopic image analysis, optical character recognition, precision agriculture, and many others.

Presentation

RUSSIAN EXPORT CENTER

Foresight
Analytics Platform

FORESIGHT ANALYTICS PLATFORM: FOR VARIOUS ANALYTICAL TASKS OF ANY COMPLEXITY

FORESIGHT

FORESIGHT

Russian vendor, one of the TOP 10 largest developers of data analysis software in Russia (Cnews). The company's products are used to digitalize the business and solve large-scale data management tasks.
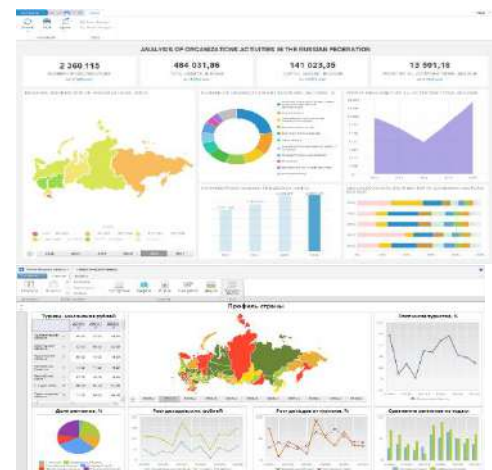
General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia & Other Countries)
- Main relevant product groups within company Portfolio:
  - Digital analytical platform - Foresight. Analytical platform
  - Products for business processes automation - Foresight. Budgeting, Foresight. Investment Management, Foresight. Consolidated Reporting, Foresight. Credit conveyor.
  - Foresight. Mobile platform
- Logo's of relevant brands: **FORESIGHT**

- Currently present in: international organizations, associations

- Main buyers: corporations, holdings, enterprises with complex organizational structure. Areas: oil and gas, mining companies, telecom, metallurgy, chemical industry, government, retail, international organizations

- Cooperate with:
  - Russia: Transneft, Ministry of Energy of the Russian Federation (Russian Energy Agency), EVRAZ, Lenta, Rostelecom
  - Export: International Monetary Fund, European Commission, Organization for Economic Cooperation, Gulf Cooperation CouncilCertification: ISO 9001
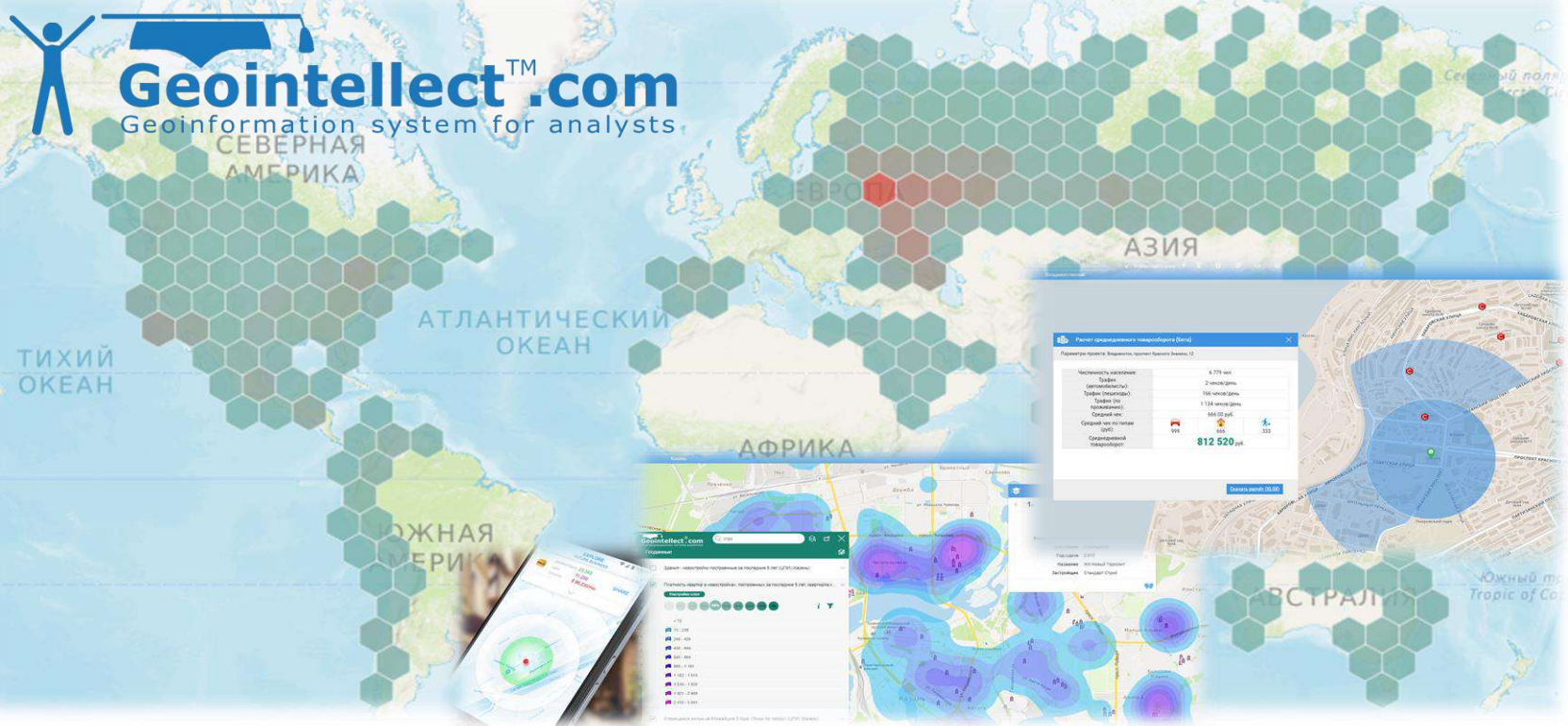
Points of differentiation compared with other market players?

- The tools of BI and BA analytics (optimization, data mining, machine learning)
- Products are easily integrated into the company's technological infrastructure
- Products successfully solve large-scale data management tasks in large companies of various industries

Key strengths / Innovation

- **What's in it for Partner?**

- The company's products allow to process large amounts of data, have ample scalability.
- The company's products are flexibly "tuned" to solve data management problems at enterprises of various industries.
- The company's mobile platform allows you to create secure and secure mobile applications for managing business processes.

- **What's in it for Partner professional customers?**

- Foresight develops products in accordance with the trends of Industry 4.0, including tools for flexible data mining, working with large amounts of information, building predictive and optimization models, voice control, Self-Service BI, and also taking into account the possibilities of secure access to data anytime and anywhere.

GEOINTELLECT
LOCATION INTELLIGENCE PLATFORM (WEB AND MOBILE)

General and Financial Information

- Total Sales (RU & International) 387 000 EURO (2019)
- Total Market share (Russia & Other Countries):
  - ✓ 90% (Russia)
  - ✓ 10% (other countries)
- Main relevant product groups within company Portfolio:
  - ✓ Smart City
  - ✓ Big Data Analysis
  - ✓ E-Government
  - ✓ Cloud solutions
  - ✓ Healthcare
- Logo's of relevant brands: Geointellect
- Currently present in: Russia, Kazakhstan, Uzbekistan
- Main buyers: FMCG, DIY, HoReCa, Banks, Government
- Cooperate with:
  - ✓ Russia: Leroy Merlin, X5-Retail Group, VkusVill, Prisma, Dixy, Raiffaisenbank, UniCredit Bank, Metro Cash&Carry, Sberbank, Saint Petersburg Government,
  - ✓ Export: Walmart, Home Credit, Decathlon, KESKO, Adidas, World Class, Pizza Hut
- Certification: No. 2015614104 (state registration of the software), No. 53306 (trademark), No. 2016621346 (database)

Key strengths / Innovation

What's in it for Partner?

- ✓ Special prices for geoanalytical research and platform access
- ✓ Looking for franchisee to develop business in other countries with support
- ✓ Trustworthy brand in Russia

What's in it for Partner professional customers?

- ✓ Access to platform (web and mobile)
- ✓ Hub of geodata all in one place
- ✓ User-friendly tools for geoanalysis in different industries: Retail, HoReCa, SmartCity, Healthcare
- ✓ User-friendly tools for BigData visualization
- ✓ Sales Manager support

Points of differentiation compared with other market players?

- ✓ Comparatively reasonable price for platform access and consulting projects
- ✓ User-friendly tools for BigData visualization
- ✓ Expertise in mobile data processing
- ✓ Developing instruments for economic performance estimation
- ✓ Expertise in machine learning
- ✓ 16 years of experience in different industries: Retail, HoReCa, SmartCity, Healthcare

Limitations

- ✓ Duration of the project depends on which data do we or you have. For several data categories in some countries it can last from 1 day
- ✓ Data availability

Presentation

Matller

**AI for Business
based on computer vision**

MATLLER

Matller is an IT company that focuses on creation of complex software solutions and video analytics systems for different companies. We make industrial solutions based on artificial intelligence and neural networks.

General and Financial Information

- Total Sales: 7 mln RU/ 87 500 EURO (2019)

- Total Market share (Russia & Other Countries)

- 1% (Russia, 2019)

- Main relevant product groups within company Portfolio:
  - Morigan.Lean is a solution for employee productivity control and working time accounting
  - Morigan.Safe is a solution for ensuring employee safety at objects
  - Industries: Oil and gas industry and construction, Conveyor production, Retail

- Logo's of relevant brands:

Matller

- Currently present in: Kazakhstan, Ukraine

- Main buyers: industrial, construction, mining and food manufacturing companies
- Cooperate with: Cherkizovo Group, KazBurGaz, NIIK, TATNEFT, LUKOIL, ROSNEFT, Yaroslavskiy broiler

Points of differentiation compared with other market players?

- ✓ The accuracy of detection
- ✓ Own R&D department
- ✓ Qick payback period
- ✓ Solutions passed experemental-industrial trials successfully

Key strengths / Innovation

- ✓ **What's in it for Partner?**

- ✓ The company that specializes (strong) in data science, deep learning, full-stack development of software
- ✓ We have a skilled team
- ✓ We develops demanded product
- ✓ Our clients are major market players and we build strong and trust relationships with our customers
- ✓ We are going to open branch offices in other countries
- ✓ We are going to expand a product line
- ✓ Matller is open to dialogue about cooperation

Limitations

- ✓ We have only time limitation: at least three months
- ✓ to purchase hardware

Presentation

Catalog

Video

ITSumma Ltd

Provides high-technology services since 2008 from the offices in Irkutsk, Moscow, and St. Petersburg. We build high performance systems, improve stability of existing systems, monitor and improve observability, and ensure 24/7 support and coverage. We also specialize in building on-premise hybrid cloud solutions for customers who may need it.

General and Financial Information

- Total Sales (RU & International): 128 rub. mln. (1,7 $ mln).

- Total Market share (Russia & Other Countries):
  - Russian Federation ≈ 15% e-commerce market.
  - Other countries — not yet so big to be correctly calculated.

- Main relevant product groups within company Portfolio:
  - 24\7 technical support & system administration,
  - Monitoring System Audit,
  - Infrastructure audit,
  - Kubernetes Implementation,
  - Performance Testing,
  - DevOps Professional Services.

- Currently presents in: Austria, Australia, USA, Spain, Italy, Israel, Switzerland, Kazakhstan.

- Main buyers: in Russia — S7 Airlines, Utair, Ural Airlines, M.Video-Eldorado, TASS, The Bell,

- Certification:
  - Google Professional cloud architect (3),
  - Certified Kubernetes administrator (1).

Key strengths / Innovation

- Innovations
- **DevOpsProdigy KubeGraf** — a Grafana plugin that allows you to monitor K8s.

- **DevOpsProdigy Isolate** — Secure server access that is the foundation of the reliability of your entire system.

Points of differentiation compared with other market players?

- 12 years of experience in different directions like technical support (10 000+ client servers for the present moment), building infrastructure (based on AI, ML, IoT, Data Lake platforms) and infrastructure audit.

- Service Level Agreement (SLA) negotiation, response time within 5 minutes.

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Presentation

Waste management industry digitalization as a business strategy

BIG THREE, LLC

Russian software development company. Big Three products are used in the environment sector, in particular in digitalization of waste management.

General and Financial Information

- Total Sales (RU & International): 531 mln RUR

- Total Market share (Russia & Other Countries): Russia

- Main relevant product groups within company Portfolio:
  - software
  - microelectronics
  - BPM vs BPMS
  - Smart city.
  - Safe city
  - Data analysis

- Logo's of relevant brands:

- Currently present in: Russia

- Main buyers:
  - Waste management companies
  - Local ministries of environment
  - Waste transport companies

Points of differentiation compared with other market players?

- Big Three products are based on mathematical algorithms
- Provide much more options than others' products
- Far more reliable than others' products
- Cheaper

BIG THREE

Key strengths / Innovation

- **What's in it for Partner?**
- Our software is based on mathematical algorithms, neural networks and big data, it makes our products the most reliable at the market
- Our products make the most efficient routs for waste collection and help reduce logistic costs up to 20%
- Make a reliable 20 years prediction of waste management industry development in a region

Presentation

RUSSIAN EXPORT CENTER

Sales and development of software for automation of all technological processes for TV and radio broadcasting

www.news.digispot.ru/en

LLC «TRACT-SOFT»

General and Financial Information

- Total Sales: 1.000.000 $
- Total Market share: 80/20 (Russia & Other Countries)

- Main relevant product groups within company Portfolio:
    - Digispot II: TV and radio broadcasting automation and media content management system;
    - Broadcast Audio Processor: dynamic processing of audio content of various types and genres using individual settings;
    - FM monitoring: analytical service for remote monitoring and evaluation of broadcasting quality on FM and VHF frequencies in various cities;
    - Smart Jingle Machine (SJM): application designed for instant broadcasting of various audio tracks (sound effects, cutaways, jingles, etc.) during live broadcasts;
    - DIGISPOT SYNAPSE: software for the first Russian Audio over IP digital communication system Synapse Intercom;
    - DIGISPOT SYNERGY: software for the digital broadcasting center Synergy Mini;
    - EBUMETER 2.0: software for measuring the level and volume of sound.

- Currently present in: Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Brazil, Cyprus, Estonia, Finland, Georgia, Germany, Kazakhstan, Kyrgyzstan, Latvia, Moldova, Poland, Spain, Tajikistan, Turkey, Thailand, Ukraine, Uzbekistan, USA.

- Cooperate with:
    - Russia: VGTRK, Russia Today, Channel One Russia, Europe Plus, Russian radio, Vesti FM, Kommersant, Business FM, Radio Mir, Komsomolskaya Pravda, Comedy Radio etc.
    - Export: NDR, Rock Antenne, Die Neue Welle, Radio Hamburg, Klassik Radio

Points of differentiation compared with other market players

- Creation of complex products for solving all tasks, from planning and preparation, to the processes of logging and archiving material after the broadcast.

Key strengths / Innovation

- Optimal ratio of price and quality;
- Availability of production capacities in the field of integrated software and hardware solutions;
- Ability to organize all necessary installation supervision and commissioning/training/after-sales service;
- Readiness to adapt products and services to the needs of the customer;
- Ability to create new products based on customer requirements;
- Technical support in English, Russian and German.

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Presentation

RUSSIAN EXPORT CENTER

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IT Solutions for Government Sector

GOVERNMENT SERVICES

RuDevices

The company's speciality is in creating solutions and smart devices for rapid image recognition in the video stream. It has been successfully optimizing business processes related to processing various types of citizens' documents for many years, using unique algorithms for processing streaming data, artificial intelligence technologies.

General and Financial Information

- Total Sales (RU & International) – 42 900 000,000 RUB.
- Total Market share (Russia & Other Countries) – 100% Russia

- Main relevant product groups within company Portfolio:
  - Hardware and software systems for rapid recognition of documents in the video stream

- Logo's of relevant brands:

- Currently present in: Sales on the territory of the Russian Federation

- Main buyers: Transport industry, banking sector, tourism and hotel business, migration service and state security agencies, insurance companies; companies, state and municipal structures that use the electronic queue system

- Cooperate with:
  - Russia: company (country) – JSC "RZD", VTB Bank (PJSC), GBU MFC of Moscow, FINAM Bank JSC

- Certification
  - All products are registered in the unified register of Russian programs for electronic computers and databases and have certificates of compliance.

Points of differentiation compared with other market players?

- Recognition of 20 types of the Russian Federation documents, more than 25 types of the former USSR documents and more than 200 world documents
  - Passport of citizen of the Russian Federation
  - Documents with MRZ
  - Personal insurance policy number/SNILS
  - Vehicle Registration Certificate
  - Driver license
  - Certificate of birth
  - Bank cards
- Recognizing of documents in real time without data transfer to the cloud or the server
- Recognition speed t 1-1.5 seconds
- No copies of personal data
- Ability to recognize documents based on photos and photocopies
- Connects to the computer's USB port, no additional drivers or SOFTWARE required
- Possible integration with the Physical Access Control System (PACS)

Key strengths / Innovation

- What's in it for Partner?

- Private Label and White Label: Ye
- Possibility of integration with the customer's Physical Access Control System (PACS)
- Ability to integrate the device into the operator's workspace
- Simple and easy to use
- Unique development in the research of new architectures of ultralight neural networks

Presentation

Damask
queue management system

Queue Management System

DAMASK LLC

Damask LLC is the largest manufacturer of a device-independent electronic queue system in Russia.

General and Financial Information

- Total Sales (RU & International)   108 092 000 rub.
- Total Market share (Russia & Other Countries)   99%/ 1%

- Main relevant product groups within company Portfolio:
    - Electronic queue system and a survey system

- Logo's of relevant brands:
- Currently present in: Kuwait, Belarus

- Main buyers: State and commercial organizations having offices (centers) of customer service (banks, clinics, post offices, tax, pension funds, social security, etc.), as well as retail stores.

- Cooperate with:
    - BANKS,
    - MEDICAL INSTITUTIONS
    - STATE INSTITUTIONS
    - COMMERCIAL INSTITUTIONS
- Certification:
- certificate of REC No. RE.18.000205 dated 12/21/2018
- certificate of state registration of a computer program No. 20133614844 (Damask queue management system - Zero Time Installation).
certificate of state registration of a computer program No. 20144618364 (queue management system DAMASK - government),
- certificate of state registration of a computer program No. 2015611518 (DAMASK queue management system - SaaS control module),
- certificate of state registration of the computer program No. 2015611519 (Queuing management system DAMASK - bank),
- certificate of state registration of a computer program No. 2017711750 (Damascus queue management system - MAIL),
- certificate of state registration of a computer program No. 2018615461 (Queuing management system DAMASK - module Interview system)

Points of differentiation compared with other market players?

- ✓ A completely Russian product with a lower price without currency risks compared to foreign counterparts.
- ✓ Functional compliance with the best products of the world leader, at a lower price.
- ✓ Unique digital technologies in the product, increasing the efficiency of its use
- ✓ Hardware independence.
- ✓ A wide selection of industry solutions (more than 11 solutions).

Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to earn on the cost of licenses, equipment at the expense of special prices.
- ✓ 2. Opportunity to earn on services for installation, maintenance and technical support of implemented systems

Innovations

- ✓ The QMS DAMASK is hardware independent complex, based on such perspective technologies as OLAP, SAAS, Zero Time Installation, which widely use Internet facilities (CPU-oriented architecture) and modern mobile technologies (mobile device as a system component).

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Presentation

Catalog

RUSSIAN EXPORT CENTER

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Back to Main Categories

White Soft

WHITE SOFT IS LEADING SOFTWARE DEVELOPMENT COMPANY OF THE FAR EAST OF THE RUSSIAN FEDERATION. WE DEVELOP SOFTWARE FOR BUSINESS, GOVERNMENT AND PEOPLE

General and Financial Information

- Total Sales (RU & International): 100 000 000 RUB / $1 300 000
- Total Market share (Russia & Other Countries)
    - ✓ 98% (Russia)
    - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
    - ✓ Golos - the high-tech product for monitoring the efficiency of the authorities;
    - ✓ Portal technology – services for the design and development of a single set of official portals and sites, integrated with information systems;
    - ✓ Mobile Apps – mobile solutions that are used daily by tens of thousands of people;
    - ✓ Medicine and education - system of electronic signing up in preschool institutions and medical institutions;
    - ✓ Electronic document management system - for government

- Logo's of relevant brands:
- **Currently present in Japan**
- Main buyers: the government
- Cooperate with: The government of the Khabarovsk Territory, the Administration of Primorye Territory, The Sakha (Yakutia) Republic, Sakhalinsk Territory, JSC "Far Eastern Energy Company, the Sojitz Corporation

Points of differentiation compared with other market players?

- ✓ Competence for the development and maintenance of software for the Japanese company Sojitz Corpora-tion and ACCRETECH (Tokyo Seimitsu Co. Ltd.).
- ✓ Adherence to intellectual property rights in cooperation with partners.
- ✓ The company has regulations to protect intellectual property within the company (the regulatory framework)
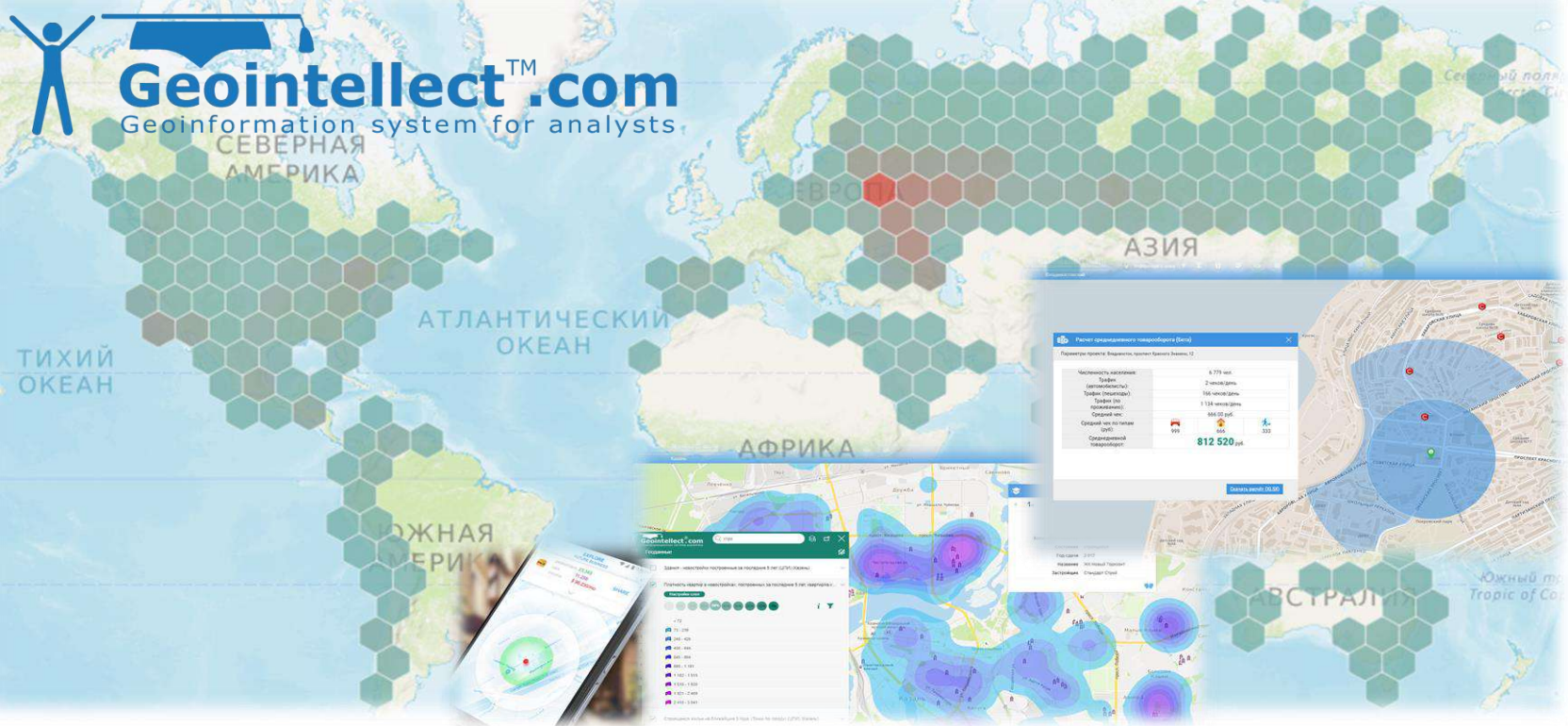
Key strengths / Innovation

What's in it for Partner?

- ✓ Strong financial basis.
- ✓ Technical knowledge and experience
- ✓ We are the best-known and successful company for software development in the Far East
- ✓ The company's solid reputation
- ✓ Guaranteed execution of projects on time and with the required quality.

What's in it for Partner professional customers?

- ✓ We have experience in effectively work at an international level
- ✓ The philosophy of smart city

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Presentation
Catalog

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Geointellect™.com
Geoinformation system for analysts

GEOINTELLECT
LOCATION INTELLIGENCE PLATFORM (WEB AND MOBILE)

General and Financial Information

- Total Sales (RU & International) 387 000 EURO (2019)
- Total Market share (Russia & Other Countries):
  - ✓ 90% (Russia)
  - ✓ 10% (other countries)
- Main relevant product groups within company Portfolio:
  - ✓ Smart City
  - ✓ Big Data Analysis
  - ✓ E-Government
  - ✓ Cloud solutions
  - ✓ Healthcare
- Logo's of relevant brands: Geointellect
- Currently present in: Russia, Kazakhstan, Uzbekistan
- Main buyers: FMCG, DIY, HoReCa, Banks, Government
- Cooperate with:
  - ✓ Russia: Leroy Merlin, X5-Retail Group, VkusVill, Prisma, Dixy, Raiffaisenbank, UniCredit Bank, Metro Cash&Carry, Sberbank, Saint Petersburg Government,
  - ✓ Export: Walmart, Home Credit, Decathlon, KESKO, Adidas, World Class, Pizza Hut
- Certification: No. 2015614104 (state registration of the software), No. 53306 (trademark), No. 2016621346 (database)

Points of differentiation compared with other market players?

- ✓ Comparatively reasonable price for platform access and consulting projects
- ✓ User-friendly tools for BigData visualization
- ✓ Expertise in mobile data processing
- ✓ Developing instruments for economic performance estimation
- ✓ Expertise in machine learning
- ✓ 16 years of experience in different industries: Retail, HoReCa, SmartCity, Healthcare

Key strengths / Innovation

What's in it for Partner?

- ✓ Special prices for geoanalytical research and platform access
- ✓ Looking for franchisee to develop business in other countries with support
- ✓ Trustworthy brand in Russia

What's in it for Partner professional customers?

- ✓ Access to platform (web and mobile)
- ✓ Hub of geodata all in one place
- ✓ User-friendly tools for geoanalysis in different industries: Retail, HoReCa, SmartCity, Healthcare
- ✓ User-friendly tools for BigData visualization
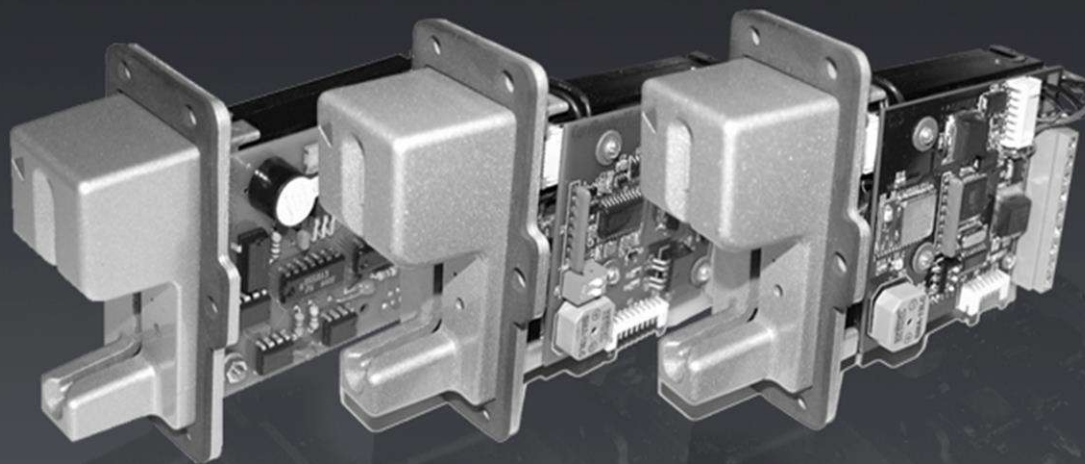- ✓ Sales Manager support

Limitations

- ✓ Duration of the project depends on which data do we or you have. For several data categories in some countries it can last from 1 day
- ✓ Data availability

Presentation

Enigma®
PRIVRATNIK 01C, 02A, 03A

THE ALONE ACCESS CONTROL SYSTEM TO THE ATM LOBBY BY BANK'S CARD USING

ENIGMA

An our products are unique in their functionality and are an inexpensive solution for ensuring the security of ATMs and customers

General and Financial Information

- Total Sales (RU & International) - 1 mln RU/ 12 400 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
- Russia – 85%, CIS – 10%, Europe – 5%
- Main relevant product groups within company Portfolio:
  - Privratnik-01C
  - Privratnik-02B
  - Privratnik-03A
- Logo's of relevant brands:
- Currently present in:
- Russia, Europe
- E-commerce: Alibaba
- Main buyers: Banks, System integrators, Trading houses
- Cooperate with:
  - Russia: LUIS (Russia,Moscow), Rusichi (Russia,Irkutsk), Aksilium (Russia,Perm)
  - Export: Agencija Kamir (Bosnia&Herzegovina), Sectron(Serbia)
- Certification
- EEU NRU Д-RU.MM06.B.01923;
- FSC-RU00000 30787

Key strengths / Innovation

- **What's in it for Partner?**

- Stable delivery from us;
- 24|7 technical support;
- Loyalty program for Trading houses;

- **What's in it for Partner professional customers?**

- Reliable
- Convenient
- Inexpensive

Points of differentiation compared with other market players?

- Stand-alone and Plug&Play system;
- Vandal proof solution;
- Functionality and inexpensive product;
- 3-on-1 models – (working well with magnet stripe, chip and wireless bank's cards);
- Reliable device in a wide temperature range;

Limitations

- Minimum shipment quantity for the amount from 2 400 Euro
- Production capacity is 200 units per quarter

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Presentation

Video

RUSSIAN EXPORT CENTER

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We help build video platforms to distribute and monetize video content

We provide the full range of services for online streaming, VOD and social media projects\ Our services cover the entire video workflow from capturing, encoding/transcoding, storage, editing, protecting (DRM), assets management, delivery and front-end apps for any platform.

LLC «INVENTOS»

Online video streaming for business and education. A Russian based IT company with 40+ employees focused on online video streaming and VOD products for TV, ISP, sports, education and smart city.

General and Financial Information

- Total Sales (RU & International): No information available

- Total Market share (Russia & Other Countries) : No information available
-
- Main relevant product groups within company Portfolio:
    - Streambuilder.pro — live video encoder with GPU and Intel Quick Sync/FEI/NVENC support, DRM and SSAI.
    - Webcaster.pro — live streaming and VOD platform for business, eduction and sports.
    - FlockPlay — hybrid P2P & CDN content delivery balancing.
    - Proxima.TV — OTT platform for ISP, hotels, on-board entertainment systems.
    - Services:
    - Turnkey solutions and integration services for custom video streaming platforms.
    - Online video technology audit and consulting services.
    - AI and CV stream analysis for smart city and other applications.

- Logo's of relevant brands:

- Currently present in: Europe, USA, Asia, Latin America, CIS

- Main buyers:
    - government agencies
    - media companies
    - broadcast operators
    - sports and cyber sports companies

- Certification: The Certified Widevine Implementation Partner of Google

Points of differentiation compared with other market players

- Very flexible, deliver solutions for almost any crazy idea with video
- Long time player. We strive while others come and go. Many lifetime long (20+ years) client relations.
- Innovations pioneer. We put a new thing together long before it becomes obvious for the industry.
- Always up for something new.

Key strengths / Innovation

What's in it for Partner?

- Easy money. Simply deliver great russian solutions to your market.
- Always there for you. 24/7 support, although sometimes just a great listener will do.
- Never enough. We always aim for better performance and the best soultions.

- **Innovations**
- AI powered CV projects for video streaming for smart city and traffic control

STC-INNOVATIONS

Speech Technology Center is a global developer of intelligent speech and face recognition technologies, and an expert in machine learning and artificial intelligence. One of the few companies in the world that creates and develops both biometric modalities: face and voice. Voice falsification detection and speech recognition solutions by Speech Technology Center hold leading positions in the world ratings of NIST, ASVspoof Challenge, VOiCES, CHiME Challenge.

General and Financial Information

- Total Sales (RU & International) 2 791 595 RUB, thousand
- Total Market share (Russia & Other Countries) Russia 90%, export 10%
- Main relevant product groups within company Portfolio:
  - Speech Analytics
  - Voice & facial biometrics
  - Chatbots

- Logo's of relevant brands:
- Currently present in: CIS, MENA, LatAm (70 countries around the world)

- E-commerce:
- Main buyers: BFSI, Government
- Cooperate with:
  - Russia: NAUMEN, CROC, CTI, Altuera, TSK
  - Export: company (country): GAP CORP (UAE), Mitrol (Argentina), Sanatel (Kazakhstan)
- Certification: FSTEC

Points of differentiation compared with other market players?

- Unified technological platform for different tasks: optimizing communication with customers (based on speech analytics), automation of communication (based on voice and text robots) and security (based on biometrics)
- Ready speech recognition models for various areas with the possibility of further training
- Reliable language-independent voice biometrics for small amounts of speech
- Ready scripts for voice and text bots for different spheres

Key strengths / Innovation

- **What's in it for Partner?**

- Both Private Label and White Label are possible (conditions discussed individually)
- Different licensing models (one-time-payment, transaction-based payments)
- Discount level depends on project size

- **What's in it for Partner professional customers?**

- A single solution for optimizing communications with customers and citizens (instead of several different integrated systems)
- Continuous technology improvement
- On-Premise and In-Cloud delivery
- Possible customization to meet individual requirements

Limitations

- No feasible limitations

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http://www.speechpro.com

Presentation

Catalog

RUSSIAN EXPORT CENTER

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POLYWALL

Polywall is a professional software platform that is designed to capture information from any source and visualize it on video walls and information displays. The software facilitates decision-making and management of information in command and control environments – NOCs, command and control rooms, situation centers, and operation centers.

General and Financial Information

- Total Sales (RU & International) - no information available
- Total product (Polywall) sales by market (Russia & Other Countries)
  - Russia - 10%
  - Other countries - 90 %

- Logos of relevant brands:

- Currently present in: Russia, Polywall is distributed through a well-developed partner network in other countries
- Main buyers: Audiovisual (AV) and IT systems integrators, commercial institutions, state institutions, medical institutions, banks, security systems, military security & surveillance
- Cooperate with:
  - Russia: Polymedia
  - Export: 100+ partners all over the globe

- Certification: Software products are included in the computer software registry of the Russian Federation

Points of differentiation compared with other market players?

- Flexible and cost-effective straightforward licensing scheme
- Unlimited number of video walls and operators
- Hardware-agnostic solution
- Easy installation and management
- Convenient system for organizing and managing sources
- Online learning system

Key strengths / Innovation

What's in it for Partner?

- Engineering support for projects
- Product trainings
- Free license for partner's showroom
- Trial license for all orders
- Flexible license scheme
- Support, upgrade, upscale

What's in it for Partner's professional customers?

- Designed for control and command environment
- Display information from any type of source. Easy source management
- Manage multiple video walls and displays
- Hardware-agnostic solution based on Windows OS
- Flexible licensing scheme
- Support, upgrade, upscale

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Presentation
Projects
Video   Brochure

RUSSIAN EXPORT CENTER

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GEOSCAN

Unmanned aerial systems for professionals

GEOSCAN GROUP

Geoscan is one of the leading unmanned aerial systems manufacturers and software developers in Russia. We possess extensive experience in foreign markets with 7 official dealerships across the globe and sizeable portfolio of large-scale survey missions not only for private contractors but for entire cities and regions.

General and Financial Information

- Total Sales (RU & International)   750 mln RUB / 10 mln USD per year
- Total Market share (Russia & Other Countries)   80% Russia / 20% other countries
- Main relevant product groups within company portfolio:
  - ✓ Unmanned aerial systems for professional
  - ✓ Software for data analysis
  - ✓ Drones for educational purposes
  - ✓ Drone light show
  - ✓ Services: UAV-based mapping and magnetic survey for urban development and land planning, construction works, mining, power line inspection, monitoring, etc.
- Logo's of relevant brands: GEOSCAN
- Currently present in: Kazakhstan, Taiwan, Belarus, Vietnam, Mexico, Croatia, India
- Main buyers: agriculture, construction, mining, energy companies, government agencies
- Company certificates: ISO 9001

Key strengths / Innovation

What's in it for Partner?

- ✓ Marketing support
- ✓ Personal manager
- ✓ Adjust and adapt to each partner's market needs
- ✓ High quality after-sales service
- ✓ Training in St. Petersburg or abroad

What's in it for Partner professional customers?

- ✓ Reliable equipment
- ✓ Reasonable price
- ✓ Technical support at every stage

Points of differentiation compared with other market players?

- ✓ Developer and producer of fixed wing and multirotor UAV
- ✓ Long-term stable product line
- ✓ Meets variety needs of consumers
- ✓ Own manufactory and commercial UAV operations department
- ✓ One-stop service from data acquisition to business analysis for the consumers
- ✓ Technical support

Limitations

- ✓ Support B2B/B2G sales
- ✓ Supplies according legal regulation in customer's country

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Video

RUSSIAN EXPORT CENTER

IT Solutions for
Business Process Management

RuDevices

The company's speciality is in creating solutions and smart devices for rapid image recognition in the video stream. It has been successfully optimizing business processes related to processing various types of citizens' documents for many years, using unique algorithms for processing streaming data, artificial intelligence technologies.

General and Financial Information

- Total Sales (RU & International) – 42 900 000,000 RUB.
- Total Market share (Russia & Other Countries) – 100% Russia

- Main relevant product groups within company Portfolio:
  - Hardware and software systems for rapid recognition of documents in the video stream

- Logo's of relevant brands:

- Currently present in: Sales on the territory of the Russian Federation

- Main buyers: Transport industry, banking sector, tourism and hotel business, migration service and state security agencies, insurance companies; companies, state and municipal structures that use the electronic queue system

- Cooperate with:
  - Russia: company (country) – JSC "RZD", VTB Bank (PJSC), GBU MFC of Moscow, FINAM Bank JSC

- Certification
  - All products are registered in the unified register of Russian programs for electronic computers and databases and have certificates of compliance.

Points of differentiation compared with other market players?

- Recognition of 20 types of the Russian Federation documents, more than 25 types of the former USSR documents and more than 200 world documents
  - Passport of citizen of the Russian Federation
  - Documents with MRZ
  - Personal insurance policy number/SNILS
  - Vehicle Registration Certificate
  - Driver license
  - Certificate of birth
  - Bank cards
- Recognizing of documents in real time without data transfer to the cloud or the server
- Recognition speed t 1-1.5 seconds
- No copies of personal data
- Ability to recognize documents based on photos and photocopies
- Connects to the computer's USB port, no additional drivers or SOFTWARE required
- Possible integration with the Physical Access Control System (PACS)

Key strengths / Innovation

- What's in it for Partner?

- Private Label and White Label: Ye
- Possibility of integration with the customer's Physical Access Control System (PACS)
- Ability to integrate the device into the operator's workspace
- Simple and easy to use
- Unique development in the research of new architectures of ultralight neural networks

Presentation

AGM-MS3 MOBILE LASER SCANNER
FOR PEDESTRIAN, MOBILE AND AIRBORNE APPLICATIONS, INCLUDING UAV
FLEXIBLE AND COST-EFFECTIVE SOLUTION

AGM-MS7 MOBILE LASER SCANNER
FOR MOBILE MAPPING
FLEXIBLE AND COST-EFFECTIVE SOLUTION

AGM-PS INERTIAL NAVIGATION SOLUTION
FOR PEDESTRIAN, MOBILE AND AIRBORNE APPLICATIONS
FLEXIBLE AND COST-EFFECTIVE SOLUTION

AGM SYSTEMS LLC

The company specializes in the development and integration of laser remote sensing tools for mobile and aviation applications. Russia's only manufacturer of certified mobile and aerial laser scanners. Member of Skolkovo.

General and Financial Information

Total Sales (RU & International)   100 000 000,00 Rub/ 1 500 000 $
Total Market share (Russia & Other Countries) 99% / 1%

Main relevant product groups within company Portfolio:
- ✓ Mobile laser scanning systems, models: AGM-MS7, AGM-MS5
- ✓ Aerial laser scanning systems for unmanned aerial vehicles, models: AGM-MS2, AGM-MS3
- ✓ Aerial laser scanning systems for manned aircraft, model: AGM-AS55
- ✓ Inertial navigation systems, models: AGM-PS, AGM-PS.M
- ✓ «AGM PanoScan» Software
- ✓ The software «Management system of roads DORGIS»

Logo's of relevant brands:

Currently present in: Kazakhstan

Cooperate with:
   Russia: Gazprom, Rosneft oil company
   Export: Velodyne Lidar, Inc. USA
Certification: All manufactured products are included in the Register of measuring instruments of the Russian Federation. Software products are included in the computer software registry.

Points of differentiation compared with other market players?

- ✓ Higher accuracy of the equipment produced. More precise Russian-made inertial navigation systems are being used, including proprietary designs.
- ✓ The laser scanning systems produced for UAVs are on average 20% lighter than their foreign counterparts.
- ✓ Produced by lidar systems are on average 30% cheaper than foreign analogues.
- ✓ The group of companies has a structure that operates in the market of remote sensing services and uses the produced equipment and software. The technologies are run-in before being put on the market on its own.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Lower prices
- ✓ Product with the best technical characteristics (accuracy, weight, ease of operation)
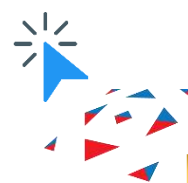- ✓ Innovative products

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Catalog

Video 1   Video 3

Video 2   Video 4

RUSSIAN EXPORT CENTER

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DAMASK

queue management system

Queue Management System

DAMASK LLC

Damask LLC is the largest manufacturer of a device-independent electronic queue system in Russia.

General and Financial Information

- Total Sales (RU & International)   108 092 000 rub.
- Total Market share (Russia & Other Countries)   99%/ 1%

- Main relevant product groups within company Portfolio:
  - Electronic queue system and a survey system

- Logo's of relevant brands:
- Currently present in: Kuwait, Belarus

- Main buyers: State and commercial organizations having offices (centers) of customer service (banks, clinics, post offices, tax, pension funds, social security, etc.), as well as retail stores.

- Cooperate with:
  - BANKS,
  - MEDICAL INSTITUTIONS
  - STATE INSTITUTIONS
  - COMMERCIAL INSTITUTIONS
- Certification:
- certificate of REC No. RE.18.000205 dated 12/21/2018
- certificate of state registration of a computer program No. 20133614844 (Damask queue management system - Zero Time Installation).
certificate of state registration of a computer program No. 20144618364 (queue management system DAMASK - government),
- certificate of state registration of a computer program No. 2015611518 (DAMASK queue management system - SaaS control module),
- certificate of state registration of the computer program No. 2015611519 (Queuing management system DAMASK - bank),
- certificate of state registration of a computer program No. 2017711750 (Damascus queue management system - MAIL),
- certificate of state registration of a computer program No. 2018615461 (Queuing management system DAMASK - module Interview system)

Points of differentiation compared with other market players?

- ✓ A completely Russian product with a lower price without currency risks compared to foreign counterparts.
- ✓ Functional compliance with the best products of the world leader, at a lower price.
- ✓ Unique digital technologies in the product, increasing the efficiency of its use
- ✓ Hardware independence.
- ✓ A wide selection of industry solutions (more than 11 solutions).
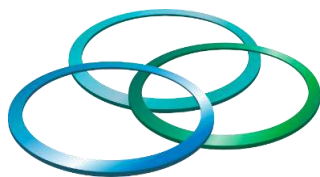
Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to earn on the cost of licenses, equipment at the expense of special prices.
- ✓ 2. Opportunity to earn on services for installation, maintenance and technical support of implemented systems
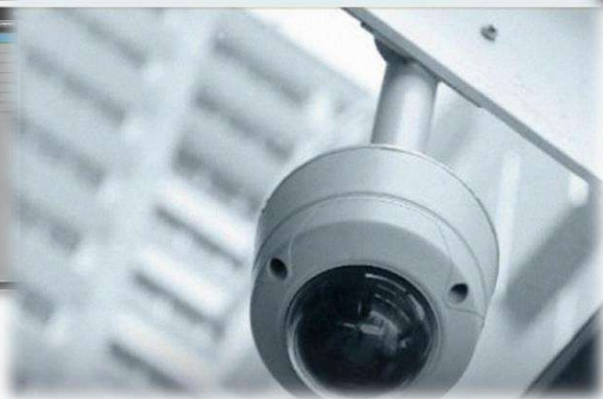
Innovations

- ✓ The QMS DAMASK is hardware independent complex, based on such perspective technologies as OLAP, SAAS, Zero Time Installation, which widely use Internet facilities (CPU-oriented architecture) and modern mobile technologies (mobile device as a system component).

Presentation

Catalog

CONSORTIUM INTEGRA-S

CONSORTIUM INTEGRA-S

Russian developer of software and hardware complexes and platform solutions for building intelligent integrated security systems, monitoring and object management.

General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia & Other Countries) 80/20

- Main relevant product groups within company Portfolio:
  - Integra-Planeta-4D Integration Platform,
  - Integra-Video Digital Video System,
  - Integra-SKD Monitoring and Control System,
  - Surveillance System,
  - Integra-Video-ZHD Recognition System for Train Cars, Cisterns and Containers

- Logo's relevant brands:

- Currently present in: Russia, Angola, UAE, Abkhazia

- Main buyers: Main Office of Penitentiary Service of the Russian Federation, Ministry of the Interior of the Russian Federation, Ministry of Defense of the Russian Federation, Ministry of Transport of the Russian Federation, Ministry of Emergency Management of the Russian Federation, Maritime Safety and Security Service, Objects of social infrastructure in the Republic of Abkhazia, Ministry of the Interior of the United Arab Emirates, Embassy of the Republic of Angola

- Certification: certificates to assess vulnerability, certificates of conformity.

Points of differentiation compared with other market players?

- A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions.
- The enterprise has successfully introduced and certified the Quality Management System (QMS) in accordance with GOST ISO 9001-2011.
- The QMS seeks to achieve high quality of all types of operation, and make sure all products of the company confirm to the customer's requirements.
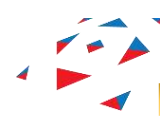
Key strengths / Innovation

What's in it for Partner?

- 1. More than 400 highly qualified employees
- 2. More than 20 years of experience and thousands of installations of different levels
- 3. All the necessary licenses and holds a number of key patents
- 4. A high level of products created by the company has been confirmed by many prizes of Russian and international exhibitions and top positions in international ratings.

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Presentation

RUSSIAN EXPORT CENTER

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«Kontinent-Tau»

Proposal for industrial plants digitalization

«KONTINENT-TAU» LLC

Full-cycle engineering company in the field of automation of production processes and monitoring of engineering systems of buildings and structures.

General and Financial Information

- Total Sales (RU & International): 53 306 890 rub.
- Total Market share (Russia & Other Countries): 99,8/0,2
- Main relevant product groups within company Portfolio: Electrical Products, Automatic Control Stations – TAU-R, hardware and software platforms – TAU-Monitoring, SCADA TAU-Vision, engineering services in the field of industrial enterprises digitalization.

- Logo's of relevant brands:

- Currently present in: Kazakhstan, Poland, Cyprus
- Main buyers: Industrial enterprises
- Certification: Certificate of conformity ТС № ТС RU-ИМ.43.В.01356

Points of differentiation compared with other market players?

- Custom-designed solutions.
- Intuitive clear HMI
- Involvement in the whole life cycle of production (design, construction, operation, disposal)

Key strengths / Innovation

What's in it for Partner?

- We have helped with high-technological equipment localization for CIS.
- Reliable and experienced subcontractor in process control and dispatching of production technological processes (for projects with foreign contractor or investor).

Innovations:

- Patents on an useful model №75482,86022, 91635,
- Software certificate ЭВМ №2019612614

Limitations

- Do not have overseas intellectual property protection
- Do not have abroad partners
- Not a lot of experience

LIRA LCC
LIRA LCC is certified google premier partners agency

General and Financial Information

- Total Sales (RU & International): 5M RUR (Russia) / 5M RUB (International)
- Main relevant product groups within company Portfolio:
    - PPC Services (Google Ads, Facebook Ads, Microsoft Ads, Linkedin Ads, Twitter Ads)
    - CRO Services

- Logo's of relevant brands: LIRA LCC

- Currently present in:
    - USA
    - United Kingdom
    - Cyprus
    - Czech Republic

- Main buyers: local companies, b2b companies, software/Saas companies

- Cooperate with:
    - KiwiTaxi (Cyprus),
    - GetTransfer (UK),
    - Finom (Italy)

Limitations

- ✓ Monthly Ad spend at least $5000

Points of differentiation compared with other market players?

- Premier Google Partner
- Over 10 years' experience
- Lots of successful ppc ad campaigns in different countries
- Participation in key field conferences and forums in Russia (SemConf, SPIK, RIF)
- Our employees teach at the Netologia online-university

Key strengths / Innovation

- **What's in it for Partner?**

- Access to private technologies and services
- Experience working with small- and medium-size companies in different spheres
- Expertise

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Presentation

www.lers.ru

LERS AMR

The first enterprise of the group had the symbolic name "laboratory of energy and resource saving". The name accurately reflects our goal - the development and deepening of the energy conservation process. Our main products at present are lers amr software, automated heat points, controllers and cellular modems.

General and Financial Information

- Total Market share (Russia & Other Countries): 80% (Russia) / 20% (Other Countries)
- Main relevant product groups within company Portfolio: LERS AMR Software, communication equipment LERS GSM
- Logo's of relevant brands: LERS AMR ЛЭРС УЧЁТ

- **Currently present in: Russia & The Republic of Kazakhstan**
- Main buyers: Energy companies, service organizations working with metering devices
- Cooperate with:
    - Russia: LERS-Service, LLC. Teplokom-Servis M, Karat-Service, LLC
    - Kazakhstan: Limited partnership responsibility of Almaty TBN Service

- Certification: The state register of measuring instruments OS.C.34.004.A 71878 under the number 73085-18; Patent for invention No. 2679965 "Automated information-measuring system".

Points of differentiation compared with other market players?

- 20 years of product development
- Support Over 400 metering devices from different manufacturers
- Simple licensing system
- Easy installation, many additional tools to work as part of the LERS AMR Software

Key strengths / Innovation

What's in it for Partner?
- Low price
- A large number of tools for work
- Constant update system, release of new versions

Private Label   Yes
Innovations Yes

Limitations

- User Licensing

ARM Presentation
GSM Presentation

White Soft

WHITE SOFT IS LEADING SOFTWARE DEVELOPMENT COMPANY OF THE FAR EAST OF THE RUSSIAN FEDERATION. WE DEVELOP SOFTWARE FOR BUSINESS, GOVERNMENT AND PEOPLE

General and Financial Information

- Total Sales (RU & International): 100 000 000 RUB / $1 300 000
- Total Market share (Russia & Other Countries)
    - ✓ 98% (Russia)
    - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
    - ✓ Golos - the high-tech product for monitoring the efficiency of the authorities;
    - ✓ Portal technology – services for the design and development of a single set of official portals and sites, integrated with information systems;
    - ✓ Mobile Apps – mobile solutions that are used daily by tens of thousands of people;
    - ✓ Medicine and education - system of electronic signing up in preschool institutions and medical institutions;
    - ✓ Electronic document management system - for government

- Logo's of relevant brands:
- **Currently present in Japan**
- Main buyers: the government
- Cooperate with: The government of the Khabarovsk Territory, the Administration of Primorye Territory, The Sakha (Yakutia) Republic, Sakhalinsk Territory, JSC "Far Eastern Energy Company, the Sojitz Corporation

Points of differentiation compared with other market players?

- ✓ Competence for the development and maintenance of software for the Japanese company Sojitz Corpora-tion and ACCRETECH (Tokyo Seimitsu Co. Ltd.).
- ✓ Adherence to intellectual property rights in cooperation with partners.
- ✓ The company has regulations to protect intellectual property within the company (the regulatory framework)

Key strengths / Innovation

What's in it for Partner?

- ✓ Strong financial basis.
- ✓ Technical knowledge and experience
- ✓ We are the best-known and successful company for software development in the Far East
- ✓ The company's solid reputation
- ✓ Guaranteed execution of projects on time and with the required quality.

What's in it for Partner professional customers?

- ✓ We have experience in effectively work at an international level
- ✓ The philosophy of smart city

Presentation

Catalog

.INOSTUDIO

We develop reliable and usefull software solutions for business

INOSTUDIO

Pro software, smart solutions.
We create useful and robust digital solutions for business

General and Financial Information

- Total Sales (RU & International)   75 000 000 RUB
- Total Market share (Russia & Other Countries) ~20% – Russian Federation, ~80% – other countries

- Main relevant product groups within company Portfolio:
    - ERP-systems
    - E-commerce systems.
    - Educational platforms.
    - Mobile applications development.
    - Web applications development.
    - Educational platforms.
    - Web and mobile application design.
    - DevOps and technical support.

- Logo's of relevant brands:

- Currently present in: USA, Australia

- E-commerce: www.upwork.com/ag/inostudio

- Main buyers: Small and Middle companies, startups
- Cooperate with:
    - Russia: Neofarm
    - Export: Microsoft, Virgin, Otsuka Pharmaceutical, Royal Canin, Efes, Abbvie.
- Certification: INOSTUDIO is an official Microsoft corporation partner since 2010. Our developers are certified specialists:
    - MCSD: Web Applications, MCPD: Web Developer 4,
    - Brainbench CSS3 Master, Zend Certified PHP Engineer.

.INOSTUDIO

Points of differentiation compared with other market players?
- ✓ Product training for customer employees.
- ✓ Own a large staff of developers.
- ✓ Dedicated team to the project.
- ✓ R&D for digital solutions.
- ✓ Startups expertise and mentoring.

Key strengths / Innovation

What's in it for Partner?

- ✓ Digital solutions from idea to working businesses.
- ✓ Digital transformation of client's business.
- ✓ Creation useful and robust web and mobile solutions.
- ✓ Ready to apply AR, AI, Blockchain and other new technologies to solve client's task.
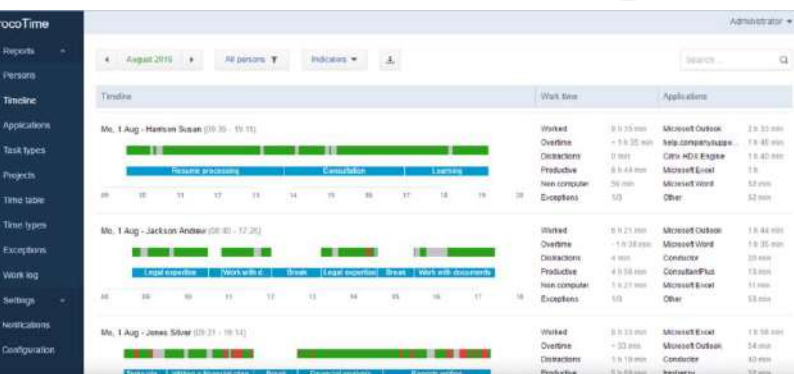- ✓ DevOps and technical support

Innovation

- ✓ Cloud and AR solutions

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Presentation
Catalog

RUSSIAN EXPORT CENTER

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Back to Main Categories

Improve efficiency of your employees with CrocoTime

Automatic monitoring of computer activity, meetings and phone calls tracking

CROCOTIME

INFOMAXIMUM LLC
Software vendor

General and Financial Information

- Total Sales (RU & International)   72 000 000 RUB
- Total Market share (Russia & Other Countries) 67 500 000/4 500 000

- Main relevant product groups within company Portfolio:
    - Automatic time tracking system Croco Time

- Logo's of relevant brands: **CROCOTIME**

- Currently present in: Commonwealth of Independent States – more than 3 years

- Main buyers: Legal person

- Cooperate with:
    - Russia: Modulbank, B2B Center, Alfa-bank, Rödl & Partner, Gazprom Lising
    - Export: Hellman, Cronta Construction

- Certification: Not required

Points of differentiation compared with other market players?

- ✓ Minimum resource requirements for the introduction and use of the system, an intuitive interface for the average user.
- ✓ Monitoring applications and sites, a flexible filtering system.
- ✓ Automatic detection of productive and unproductive programs and sites (predefined custom rules).
- ✓ Counting the time to complete tasks and projects, including in the context of the employees involved in the project, the applications and sites used.
- ✓ An accurate digital photograph of the working day of employees and divisions of the company, the ability to benchmark divisions and individual employees.
- ✓ Availability of a cloud service.
- ✓ Integration with active directory, business calendars, ip-telephony, skype, etc.

Key strengths / Innovation

What's in it for Partner?

- ✓ A balanced solution, low price
- ✓ Technical support
- ✓ Affiliate program

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Presentation

Catalog

INformacionnye I Upravlyayushchie Sistemy AO ("AO INIUS")

The company was established in 1998. Main types of activity - software development, industrial automation

General and Financial Information

- Total Sales (RU & International) 1 542 460 USD
- Total Market share (Russia & Other Countries)
    - Russia – 1 422 465 USD;
    - Belarus – 119 995 USD .

- Main relevant product groups within company Portfolio:
    - Training complexes (simulators) for hazardous industries of chemistry, petrochemicals, oil refining, etc.
    - Training complexes (simulators) for railway enterprises:
    - - for locomotive crews;
    - - for level crossing attendants
    - Automatic process control systems (APCS), including for hazardous production facilities

- Logo's of relevant brands:
- Currently present in: Kazakhstan, Belarus

- E-commerce: TEK-Torg JSC, Fabricant.ru
- Main buyers: engineering production company at chemical and petrochemical plants, oil refining facilities, etc. Railway company
- Cooperate with:
    - Microsoft, Siemens, Honeywell, Yokogawa

- Certification
    - Certificate of Quality management systems ISO 9001-2015
    - Certificate of Conformity of the Training Complex for level crossing attendants on the basis of software UTK
    - Certificate of conformity Training complexes for locomotive crews of the UTK-ZhD
    - Certificate of state registration of the computer program Universal simulator complex

Points of differentiation compared with other market players?

- ✓ Lower cost with similar or greater functionality
- ✓ INIUS has a lot of expertise in developing safety control stations and industrial control systems as well as training and simulation complexes for APCS personnel.
- ✓ The training complexes are created on the basis of UTC (universal training complex), a software developed by INIUS.
- ✓ INIUS designs and produces railway simulators for basic and advanced training of locomotive crews, level crossings attendants and other railway transport specialists.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes/No , conditions
- ✓
- ✓
- ✓ Lower cost in comparison with analogues.
- ✓ Flexible terms of delivery.

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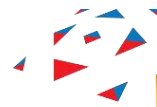
PROSOFT-SYSTEMS Ltd.

We have been providing products and solutions in the field of high-tech devices and automation systems for power energy, oil and gas, metallurgical industries since 1995

General and Financial Information

- Total Sales (RU & International): 2.9 billion RUB / 46.9 mln USD

- Total Market share (Russia & Other Countries)
- Russia – 95%, other countries – 5%
-
- Main relevant product groups within company Portfolio:
  - Industrial automation – PLC Regul
  - Substation automation – controllers ARIS series
  - Relay protection and automation – IED TPA-01
  - WAMS – PMU TPA-02

- Currently present in: Russia, Azerbaijan, Tajikistan, Kazakhstan, Belarus, Uzbekistan, Switzerland, Latvia, India

- Main buyers: Grid companies, Power transmission and distribution companies, Generating facilities, Oil and Gas companies

- Certification:
  - Company certificates: ISO 9001:2015, ISO 14001:2016,
  - Product certificates: CE, LVD, EMC, IEC 61850, EAC Certificates

- Cooperate with:
  - Russia: Mosenergo Fuel and energy company JSC, Hydroelektromotage JSC, Technopromexport PJSC, Rusatom Automated Control Systems JSC
  - Export: Rusatom Automated Control Systems JSC (Russia), Technopromexport PJSC (Russia), ABB (Switzetland), TBEA (China), Siemens (Germany), Alstom (Germany)

Points of differentiation compared with other market players?

- ✓ Integrated solutions
- ✓ Modular structure of devices
- ✓ The devices are ready to be integrated into existing or new system
- ✓ Own certified testing laboratory
- ✓ Own modern manufacturing facility – 20 000 sqm
- ✓ Wide range of performance characteristics – high climatic tolerance
- ✓

Key strengths / Innovation

What's in it for Partner?

- ✓ Working directly with manufacturer
- ✓ Possibility to customize the product to the needs of the customer
- ✓ Multifunction devices that can replace several devices in one which helps to save the budget and simplify the maintenance
- ✓ We guarantee transparency and traceability of order execution at every stage

Innovations

- ✓ Membership of workgroups and research committees of authoritative international organizations: CIGRE, OPC Foundation, EtherCAT
- ✓ Strong R&D base – state-of-art technologies and equipment.

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Presentation
Catalog

RUSSIAN EXPORT CENTER

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Matller

**AI for Business
based on computer vision**

MATLLER

Matller is an IT company that focuses on creation of complex software solutions and video analytics systems for different companies. We make industrial solutions based on artificial intelligence and neural networks.

General and Financial Information

- Total Sales: 7 mln RU/ 87 500 EURO (2019)

- Total Market share (Russia & Other Countries)

- 1% (Russia, 2019)

- Main relevant product groups within company Portfolio:
  - Morigan.Lean is a solution for employee productivity control and working time accounting
  - Morigan.Safe is a solution for ensuring employee safety at objects
  - Industries: Oil and gas industry and construction, Conveyor production, Retail

- Logo's of relevant brands:

Matller

- Currently present in: Kazakhstan, Ukraine

- Main buyers: industrial, construction, mining and food manufacturing companies
- Cooperate with: Cherkizovo Group, KazBurGaz, NIIK, TATNEFT, LUKOIL, ROSNEFT, Yaroslavskiy broiler

Points of differentiation compared with other market players?

- ✓ The accuracy of detection
- ✓ Own R&D department
- ✓ Qick payback period
- ✓ Solutions passed experemental-industrial trials successfully

Key strengths / Innovation

- ✓ **What's in it for Partner?**

- ✓ The company that specializes (strong) in data science, deep learning, full-stack development of software
- ✓ We have a skilled team
- ✓ We develops demanded product
- ✓ Our clients are major market players and we build strong and trust relationships with our customers
- ✓ We are going to open branch offices in other countries
- ✓ We are going to expand a product line
- ✓ Matller is open to dialogue about cooperation

Limitations

- ✓ We have only time limitation: at least three months
- ✓ to purchase hardware

Presentation

Catalog

Video

RUSSIAN EXPORT CENTER

INFOVIZION

Creating Business Intelligence solutions for various spheres of activity. Our goal is to create solutions in the field of business analysis that serve as real tools for improving business efficiency. It is important for us that EVERY project we carry out brings practical benefits.

General and Financial Information

- Total Sales - 30 million (RUB)
- Total Market share - Russia 90%
- The main product is the company's Situation Management Center which includes:
    - Analytical platform for internal and external company data
    - Mobile application for field staff management
    - CRM system for building internal communications and processes in the company
    - Workplace of the analyst — for diagnostics of business indents
    - Robotic services for the diagnosis and task management

- Logo's of relevant brands:

infoVizion
Helps Your Business Grow

- Currently present in Russia, Belarus, Kazakhstan, Kyrgyzstan and negotiate with clients from Georgia, Armenia, and Azerbaijan.
- Main buyers: Retail chains (Grossery, DIY, Droggery, etc.) Manufacturers.
- Cooperate with:
    - Russia: Retail: Monetka, Gallamart, Pokupochka, Yarche, UNICHEL, Vimos. Manufacturers: Bergauf;
    - Export: Narodniy (Kyrgyzstan) Domashniy (Belarus), Anvar (Kazakhstan)

Points of differentiation compared with other market players?

- Solving the problems of robotics based on an analytics system is a key difference that allows you to digitize and regulate the company's response to critical situations, to prevent losses.
- The result of more than 20,000 hours of the analytics platform development is available for diagnostics of business incidents immediately after the system is launched.

Key strengths / Innovation

- **What's in it for Partner?**
- Ability to be independent of developers and build a robotic business incident management system independently;
- Extensive implementation experience, the solution is successfully used in the largest regional networks in Russia
- Quick start of the project — 45 days;
- Development of a Business problem solution;
- Center for training users and analysts

- **What's in it for Partner professional customers?**

- Robotic analytical services
- Zero-coding tools
- Solution ecosystem:
    - Analyst's workplace
    - Mobile app (tasks, checklists)
    - Integration with CRM and TaskManager systems
- Creating a platform for creating a system-based, data-driven company.
- Accumulation of digital experience

Limitations

✓ No limitations

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Presentation

RUSSIAN EXPORT CENTER

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Cloud Computing Business Solutions

POWERING CLOUD STORAGE FOR THE NEXT BILLION PEOPLE

Pesonal cloud adoption on mobile is skyrocketing. Let us show you how Cloudike positions your mobile carrier or OEM to capitalize on this opportunity

SCROLL
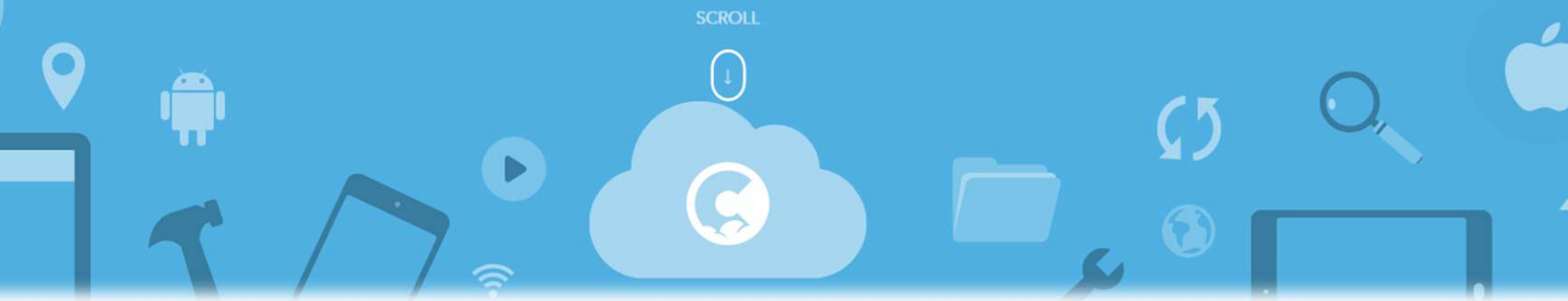
CLOUDIKE

Cloudike is a white-label personal cloud platform (like DropBox, Google Drive)
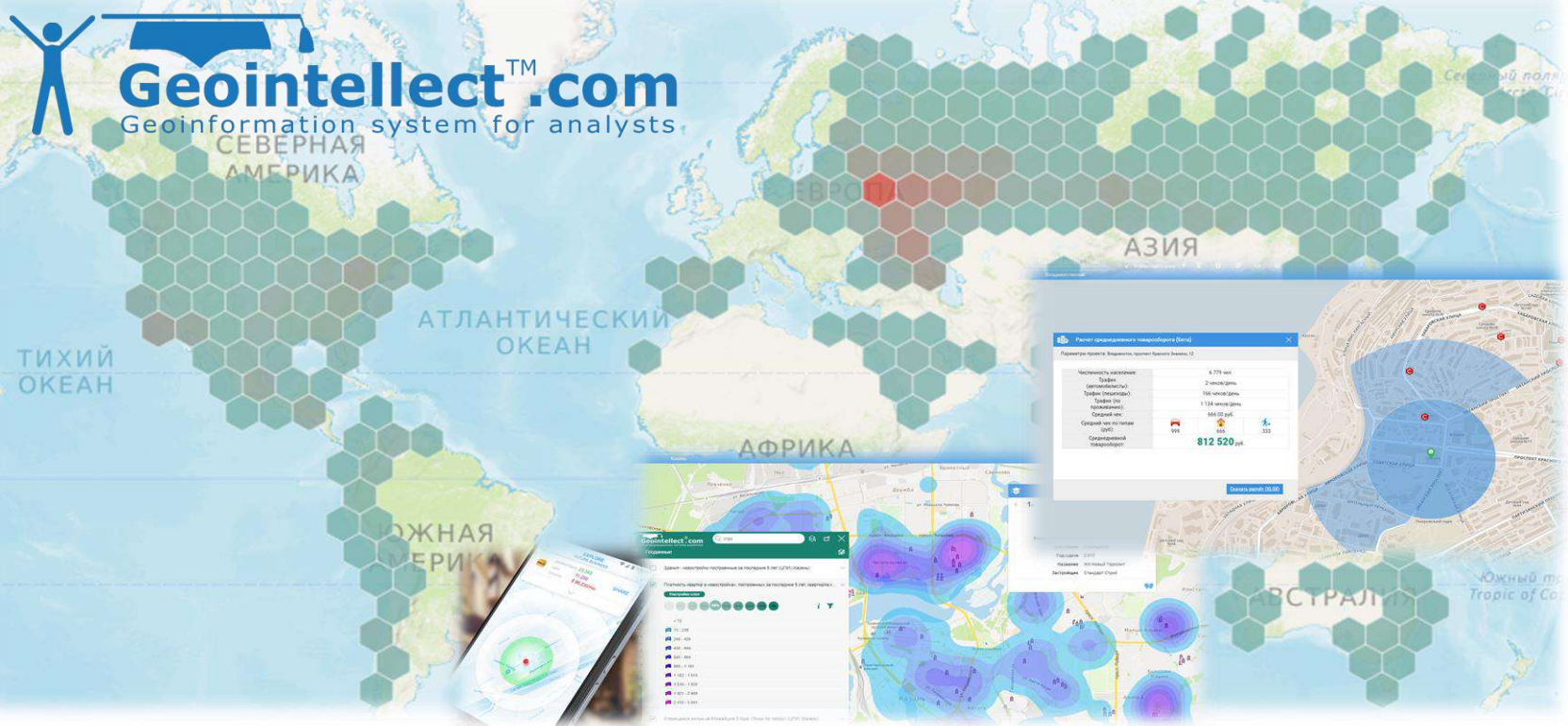
General and Financial Information

- Total Sales (RU & International) 20 RU/80 International
- Total Market share (Russia & Other Countries) 2M USD per year
-
- Main relevant product groups within company Portfolio:
    - Cloudike Personal
    -

- Logo's of relevant brands: https://cloudike.com/
- Currently present in: more than 10 international projects

- E-commerce: N\A
- Main buyers: Telcos, OEM manufacturers and other companies looking for VAS to increase ARPU
- Cooperate with:
    - Russia: Megafon, Beeline, Croc
    - Export: Vodafone (Turkey), Telkomsel (Indonesia)
- Certification: N\A

Points of differentiation compared with other market players?

- Flexible plans for end users
- Bundling with current plans
- Integration with customer auth and billing systems
- Integration with other services of customer (for example Self Service)

Key strengths / Innovation

- **What's in it for Partner?**

- ARPU increase
- White label
- Low time to market
-
- **What's in it for Partner professional customers?**

- Rapid sync algorithm

Presentation

GEOINTELLECT
LOCATION INTELLIGENCE PLATFORM (WEB AND MOBILE)

General and Financial Information

- Total Sales (RU & International) 387 000 EURO (2019)
- Total Market share (Russia & Other Countries):
  - ✓ 90% (Russia)
  - ✓ 10% (other countries)
- Main relevant product groups within company Portfolio:
  - ✓ Smart City
  - ✓ Big Data Analysis
  - ✓ E-Government
  - ✓ Cloud solutions
  - ✓ Healthcare
- Logo's of relevant brands: Geointellect
- Currently present in: Russia, Kazakhstan, Uzbekistan
- Main buyers: FMCG, DIY, HoReCa, Banks, Government
- Cooperate with:
  - ✓ Russia: Leroy Merlin, X5-Retail Group, VkusVill, Prisma, Dixy, Raiffaisenbank, UniCredit Bank, Metro Cash&Carry, Sberbank, Saint Petersburg Government,
  - ✓ Export: Walmart, Home Credit, Decathlon, KESKO, Adidas, World Class, Pizza Hut
- Certification: No. 2015614104 (state registration of the software), No. 53306 (trademark), No. 2016621346 (database)

Points of differentiation compared with other market players?

- ✓ Comparatively reasonable price for platform access and consulting projects
- ✓ User-friendly tools for BigData visualization
- ✓ Expertise in mobile data processing
- ✓ Developing instruments for economic performance estimation
- ✓ Expertise in machine learning
- ✓ 16 years of experience in different industries: Retail, HoReCa, SmartCity, Healthcare

Key strengths / Innovation

What's in it for Partner?

- ✓ Special prices for geoanalytical research and platform access
- ✓ Looking for franchisee to develop business in other countries with support
- ✓ Trustworthy brand in Russia

What's in it for Partner professional customers?

- ✓ Access to platform (web and mobile)
- ✓ Hub of geodata all in one place
- ✓ User-friendly tools for geoanalysis in different industries: Retail, HoReCa, SmartCity, Healthcare
- ✓ User-friendly tools for BigData visualization
- ✓ Sales Manager support

Limitations

- ✓ Duration of the project depends on which data do we or you have. For several data categories in some countries it can last from 1 day
- ✓ Data availability

appartments.online-visit.ru

RUSTELETECH

Our company is aimed at developing software and hardware systems for remote relations between the consumer of services and the consultant or property, whose services or real estate the consumer needs.

General and Financial Information

- The product is developed according to demand investment property sellers for Russian investors in Greece. More than a year has passed approbation on real apartments rented by tourists from all over the world.
- **Currently present in: Russia & CIS**
- Main buyers: private individuals, real estate sellers, large hotel complexes and rental aggregators.
- Cooperate with: apartment owners
- Now, we have concentrated on main area - rental housing services. Many property owners who want to rent it face several questions: control of arrival and departure times, identification, transfer of keys to tenants and payment acceptance, as well as control of apartment cleaning.

Points of differentiation compared with other market players?

Functionality:
- - Generation of a temporary password in accordance with the paid range of accommodation
- One-time passwords for realtors
- Permanent passwords for staff
- The ability to adjust the time of entry and exit (start and end of cleaning)
- The ability to communicate with residents without the publication of personal data and personal phones
- The ability to accept payments for accommodation in non-cash form.

Consumer benefit:

- Savings on meeting and key collection services for guests;
- Savings on the services of staff - cooperation with staff as with individuals;
- An additional advantage for guests is the possibility of arrival and departure 24 hours;
- Key Duplication Protection;
- Possibility of emergency blocking of apartments without arrival;
- Promotion of related services and consulting in chat-bot mode

Key strengths / Innovation

- We offer the property owner to purchase a specialized lock to open the doors to tenants according to the time for which they plan to rent the property, without direct communication with the owner, choosing the apartments of interest on our resource, paying for it, and receiving a password for access in exchange for paying the rent. The lock is controlled via the Internet by sending access codes corresponding to the period of the guest's stay or to the staff who came to clean the apartment via WiFi (Internet) to it.
- This lock has two control interfaces, it is a mobile one that can be installed on your phone or through your personal account on our portal.

Limitations

- To use the chat bot, you must install the telegram messenger

Presentation

RUSSIAN EXPORT CENTER

Back to Main Categories

SPIRIT DSP

SPIRIT DSP's innovative carrier-grade voice and video software platforms allow telcos, service providers, OEMs and software developers to deliver superior quality VVoIP services. 1 Billion people in over 100 countries use SPIRIT's software

General and Financial Information

Total Sales (RU & International) - N/A
Total Market share (Russia & Other Countries) – export is up to 50% of total sales

Main relevant product groups within company Portfolio:
- VideoMost Server - Enterprise video conferencing with mobile messaging and content sharing.
- Video Conferencing SDK - Complete set of media processing technologies, signaling / transport protocols and collaboration tools to enable mobile group video calls inside your app
- TeamSpirit.im - Complete set of source code, from UI to backend, that quickly enables rich, engaging messaging experiences in every mobile app and provides all standard features of popular messaging apps.

Logo's of relevant brands:

Currently present in: USA, Europe, Asia Pacific, Middle East, Africa

E-commerce: Amazon Marketplace (AWS)

Main buyers: SPIRIT DSP software is licensed to/powers popular products from global technology leaders including Apple, Adobe, ARM, AT&T, Avaya, Blizzard, BroadSoft, BT, China Mobile, Dialogic, Ericsson, HP, HTC, Huawei, Korea Telecom, Kyocera, LG U+, Mavenir, Mitel, Microsoft, NEC, Oracle, Polycom, Reliance, Samsung, Skype, Texas Instruments, Toshiba, Viber, ZTE, among more than 250 others.

Points of differentiation compared with other market players?

Enterprise-grade Software Video Conferencing Server
Enterprise license fee per video participant is a fraction of Zoom price
Cross-platform - join anywhere, from any device
Total interoperability
Flexible deployments
WebRTC and proprietary SVC engine

Key strengths / Innovation

What's in it for Partner?

25+ years on international IT market
White-label software licensing
Revenue-sharing for partners
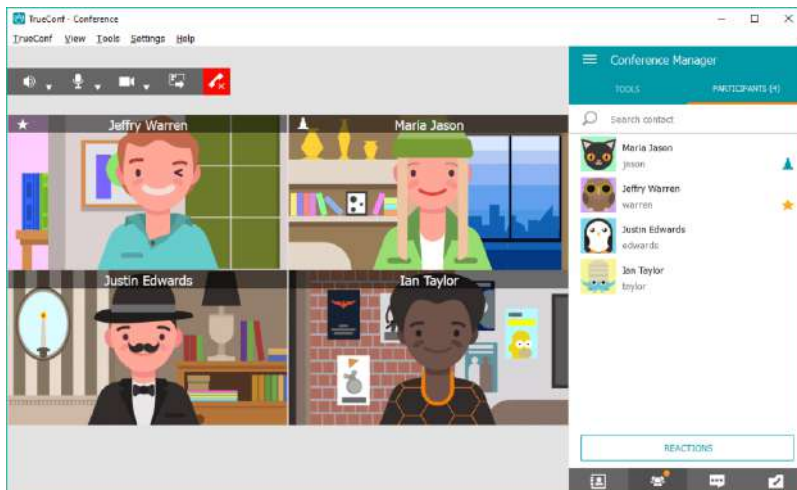
Presentation

Catalog

RUSSIAN EXPORT CENTER

TRUECONF, LLC

Founded in 2003, TrueConf is a leader in enterprise video conferencing and collaboration in Eastern Europe. We help businesses transform the way their companies work and bring their teams together to get more work done.

General and Financial Information

- Total Sales (RU & International): This information is not to be disclosed.
- Total Market share (Russia & Other Countries): 56% in Russia / 44% in other countries
- Main relevant product groups within company Portfolio:
  - Software licenses

- Logo's of relevant brands:
- Currently present in: 120+ countries.
- E-commerce: Our products are available on most e-commerce platforms (Google Play, App Store, Amazon, etc.)
- Main buyers: SMEs and government organizations with geographically distributed branches and strict security policies. TrueConf is chosen by companies that cannot or do not want to use cloud-based video conferencing services due to cloud vulnerabilities.
- Cooperate with:
  - Russia: Rostelecom, Softline, CROC, LANIT, etc.
  - Export: Logitech (Switzerland), NVIDIA (USA), Yamaha (Japan), Sennheiser (Germany), Intel (USA), Lenovo (China), etc.
- Certification HIPAA, PCI

Points of differentiation compared with other market players?

- Unique on-premises video conferencing infrastructure tailored and adapted to an organization's needs. TrueConf is capable of connecting rooms, desktops, mobiles and browsers in a secure collaboration environment.
- TrueConf does not require huge investments, special IT skills or integrator services to be deployed. Our video collaboration platform is easiest to set up and maintain on the market: the server deployment usually takes less than 15 minutes.
- Every TrueConf application is a collaboration and team messaging hub with built-in 4K video conferencing, presence, contacts, telephony, chats, advanced collaboration and meeting management tools.
- Meeting room control via smartphone
- TrueConf has a unique expertise not only in video conferencing software development, but also in the field of video conferencing hardware integration and in turnkey solutions for meeting rooms.

Key strengths / Innovation

- What's in it for Partner?

  - Software license reselling doesn't require transit of goods.
  - Partners can create their own meeting room kits based on TrueConf technology.
  - Partners can create their own white label solutions based on TrueConf technology.
  - We ensure constant lead flow in target regions.
  - TrueConf is a well-known brand that has received a lot of positive references in the partners' target areas, which boosts negotiation processes and deal closing.

- What's in it for Partner professional customers?

  - Hardware video encoding support.
  - SVC architecture significantly lowers infrastructure costs and requirements, which makes it easy to provide reliable telecommunications services for millions of end users.
  - Native interoperability with popular video conferencing endpoints and cloud video conferencing platforms.
  - 3D video conferencing for innovative telemedicine projects.
  - Real-time remote meeting management.
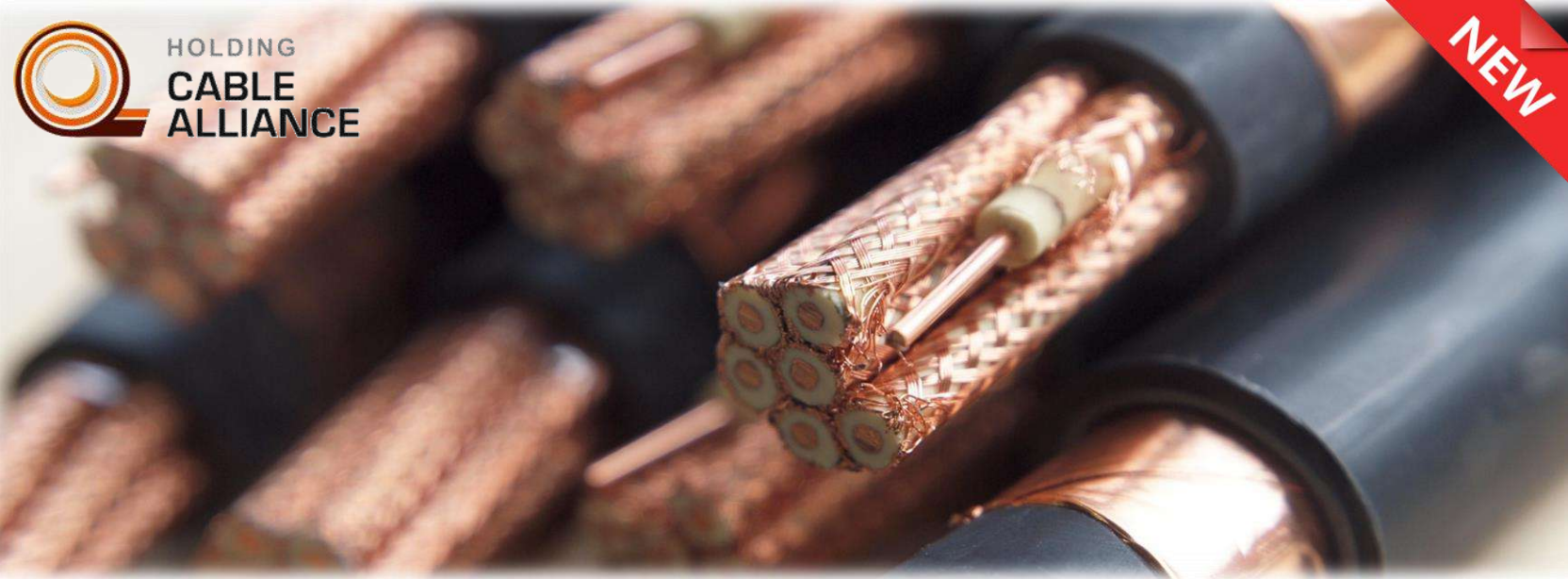
Limitations

N/A

Presentation
Catalog

Equipment and materials

CABLE ALLIANCE HOLDING, CORP.
PRODUCTION AND SUPPLY OF CABLE PRODUCTS

General and Financial Information

- Total Sales: 21,6 bln rubles

- Total Market share (Russia & Other Countries):
  96.5% - Russia/3.5% - Other countries

- Main relevant product groups within company Portfolio:
  - Power wires and cables;
  - Cables and wires for electric submersible pumps in oil industry;
  - Cables for metal mining industry;
  - Control cables;
  - Telecom cables and wires;
  - Ship and marine carrier cables;
  - Bare overhead wires;
  - Winding wires;
  - Cables for rolling stock.

- Logo's of relevant brands:

- Currently present in:
  Supplies to CIS Countries (Belarus, Kazakhstan, Azerbaijan) and to the rest of the world: Vietnam, Mongolia, Lithuania, Latvia, Kyrgyzstan, Estonia, Germany, Singapore, Italy and Hungary.

- Main buyers:
  EPC contractors for major investment projects, engineering factories, construction, mining, shipbuilding and energy companies, oil and gas entities, oilfield service companies and electric product distributors.
  Gazprom (Russia), Gazprom-Neft (Russia), NOVATEK (Russia), LUKOIL (Russia), Russian Railways (Russia), Rosatom (Russia), USC (Russia), SUEK (Russia), ALROSA (Russia), Vinacomin (Vietnam). LUKOIL (Uzbekistan), Spina Group (Italy), Mozyr oil refinery (Belarus).

- Certification:
  ISO 9001-2015, MC ISO 14001:2015, MC ISO 45001:2018, OHSAS 18001:2007.
  Energetic efforts are being taken to certify our products to comply with the requirements of international standards.

Limitations

Limitations under the requirements of the international legislation.

Key strengths / Innovation

What's in it for Partner?
- Full cycle of production.
- Competitive prices for products while maintaining high quality.
- Own testing base. Quality assurance.
- Convenient location for worldwide delivery.
- Wide production range.
- Development and manufacture of the customized products under the customers' requirements.

Innovations
New types of wires and cables are being continuously developed by the company to meet the needs of both Russian and foreign customers.
- Arctic cables, down to -60 °C;
- HV cables up to 110 kV;
- Fire resistant cables, operation in fire conditions for 240 min;
- Cables for SPP applications;
- LS/HF ship cables;
- Mining cables resistant to physical effects.

Points of differentiation compared with other market players?

- The market's widest range of wires and cables – over 170 000 wire and cable type sizes.
- Thanks to our in-house research facilities with pilot-plant production and test equipment we can further improve our existing constructions and search for new solutions for wire and cable production.
- CAH Corp. applies Quality Management System that was certified to meet GOST R ISO 9001–2015 (ISO 9001:2015)
- In-house customs declarants which makes it easy to work with the company.
- Competitive prices for high quality products.
- High-grade stock for wire and cable manufacture.
- In-house rubber compound production for wires and cables.

Presentation

Catalog

CABLE FACTORY "EXPERT-CABLE"
GROUP OF COMPANIES "EXPERT-ELEKTRIK"

Trading Company EXPERT-CABLE Limited Liability Company

OOO "Cable Factory "EXPERT-CABLE" is a modern production of a comprehensive range of the high quality cable products. It is located at the territory of the industrial park 'Orel' near the town Orel. Nowadays Cable Factory 'EXPERT-CABLE' is a young high-tech and multifunctional production company of the total cycle. Main areas of focus of our company are: - copper production, - metal-roll, - cabling and wiring products.

General and Financial Information

- Total Sales (RU & International) 2018: 3 575 million rubles, Export: 10,3 million
- Total Sales (RU & International) 2019: 3 325 million rubles, Export: 102,6 million
- Total Market share (Russia & Other Countries) - 5 807 million dollars
- Main relevant product groups within company Portfolio:
  - ✓ Cabling and wiring products

- Logo's of relevant brands:

  КАБЕЛЬНЫЙ ЗАВОД "ЭКСПЕРТ-КАБЕЛЬ" ГРУППА КОМПАНИЙ "ЭКСПЕРТ-ЭЛЕКТРИК"

- Currently present in: Countries of CIS (Kazakhstan, Uzbekistan, Kyrgyzstan, Armenia, Belarus, Ukraine)

- E-commerce: Alibaba.com
- Main buyers: The Ministry of Defence of the Russian Federation, sports facilities, oil and gas sector, heat-power engineering facilities, Ministry of Internal Affairs of the Russian Federation, Russian Railways, metropolitan railway, and healthcare centers
- Cooperate with:
  - ✓ Export: company (country) OOO"The World of Motors"(Belarus), TH"kazPromsnab-NS" (Kazakhstan), OOO"Waelcom" (Armenia)

## Points of differentiation compared with other market players?

OOO "Cable Factory "EXPERT-CABLE has its own production.
We produce cable up to 1000 mm2. Besides, there is a copper-smelting furnace.
Our company has 6 Sales Offices in Russia and dealers not only in Russia but also in the CIS. Also, the factory has 2 Warehouses. Our company has its own truck park.

Key strengths / Innovation

What's in it for Partner?

- ✓ Production of Small Enterprises
- ✓ Specified Lengths
- ✓ Delivery to the Consumer
- ✓ Highly Qualified Staff
- ✓ Flexible Business Terms and Conditions
- ✓ Continuous Quality Control
- ✓ The Price Conforms to the Quality
- ✓ Favorable System of Discounts
- ✓ Assistance in Choosing a Cable
- ✓ Mandatory Certification

Private Label - Cables and wires of Expert Class
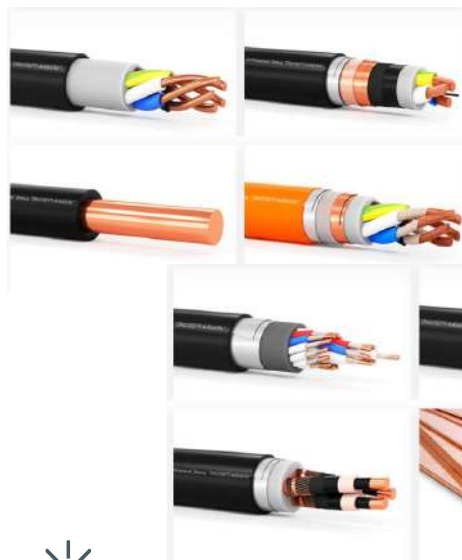
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web: www.expert-cable.com

Catalog

RUSSIAN EXPORT CENTER

GEOSCAN GROUP

Geoscan is one of the leading unmanned aerial systems manufacturers and software developers in Russia. We possess extensive experience in foreign markets with 7 official dealerships across the globe and sizeable portfolio of large-scale survey missions not only for private contractors but for entire cities and regions.

General and Financial Information

- Total Sales (RU & International)   750 mln RUB / 10 mln USD per year
- Total Market share (Russia & Other Countries)   80% Russia / 20% other countries
- Main relevant product groups within company portfolio:
  - ✓ Unmanned aerial systems for professional
  - ✓ Software for data analysis
  - ✓ Drones for educational purposes
  - ✓ Drone light show
  - ✓ Services: UAV-based mapping and magnetic survey for urban development and land planning, construction works, mining, power line inspection, monitoring, etc.

- Logo's of relevant brands: GEOSCAN

- Currently present in: Kazakhstan, Taiwan, Belarus, Vietnam, Mexico, Croatia, India
- Main buyers: agriculture, construction, mining, energy companies, government agencies
- Company certificates: ISO 9001

Key strengths / Innovation

What's in it for Partner?

- ✓ Marketing support
- ✓ Personal manager
- ✓ Adjust and adapt to each partner's market needs
- ✓ High quality after-sales service
- ✓ Training in St. Petersburg or abroad

What's in it for Partner professional customers?

- ✓ Reliable equipment
- ✓ Reasonable price
- ✓ Technical support at every stage

Points of differentiation compared with other market players?

- ✓ Developer and producer of fixed wing and multirotor UAV
- ✓ Long-term stable product line
- ✓ Meets variety needs of consumers
- ✓ Own manufactory and commercial UAV operations department
- ✓ One-stop service from data acquisition to business analysis for the consumers
- ✓ Technical support

Limitations

- ✓ Support B2B/B2G sales
- ✓ Supplies according legal regulation in customer's country

Video

RUSSIAN EXPORT CENTER

THE FUTURE IS MEASURABLE
INNOVATIVE DIGITAL
STRUCTURAL MONITORING

«SIREP-CT» Ltd

Developing, producing and introducing innovative composite materials from basalt plastic, that have not the similar in the Russian market.

General and Financial Information

- Total Sales (RU & International) 0 mln RU
- Total Market share (Russia & Other Countries): 0 % (Russia), 0 % (Other Countries)
- Main relevant product groups within company Portfolio:
  - Digital composite cable sensors for measuring stress-strain state, temperature and other state parameters of structures based on optical fiber

- Logo's of relevant brands: **SIREP**

- E-commerce: Unified Electronic Trading Platform (ETP_EETP), ETP_AVK, Sberbank - Automated Trading System (ETP_SBAST), Moscow Interbank Currency Exchange (ETP_MMVB), ETP_TEKTORG, Gazprombank Trading Platform (ETP_GPB), Russian Trading System (ETP_RTS)
- Main buyers: Accumulation companies, Construction companies, Thermal power plants and networks, Coal mining companies, Security systems

Points of differentiation compared with other market players?

- ✓ High reliability and safety of sensors from mechanical damage and environmental factors
- ✓ Weather resistant. Corrosion and chemical resistance. Resistance to aggressive environments
- ✓ Affordable price along with product quality in comparison with existing analogues
- ✓ Immunity to electromagnetic fields
- ✓ Extension of product life cycle due to sensor-composite rod carrier
- ✓ Simplified installation work for the installation of sensors (no need to connect sensors to each other)
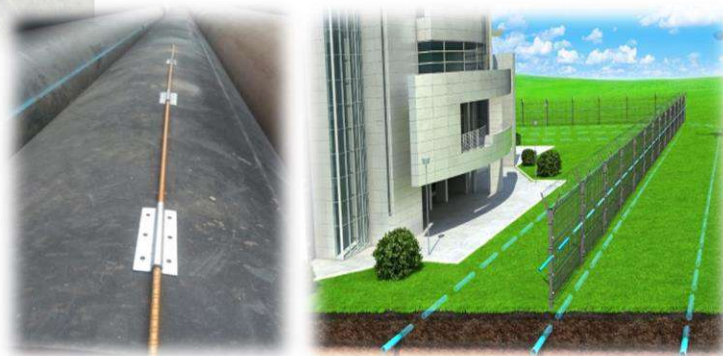
Key strengths / Innovation

What's in it for Partner?

- ✓ Innovative product from the manufacturer
- ✓ High readiness to start mass production
- ✓ Wide range of production facilities
- ✓ Production of a quality and safe product

What's in it for Partner Professional Customers?

- ✓ The company is responsible for the high level of quality and after-sales service
- ✓ Year-round marketing activities and marketing support
- ✓ Lack of distributors abroad

We help bring your camera to life

CONTACT US

RHONDA SOFTWARE

CAMERA DESIGN HOUSE
- do custom photo and video camera designs
- develop and sell digital camera modules

General and Financial Information

- Total Sales (RU & International) 3 000 000 USD annually
-
- Total Market share (Russia & Other Countries) 99.5%   is export to other countries

- Main relevant product groups within company Portfolio:
    - Digital photo and video cameras
    - Engineering services (Mechanical, Electronic, Software Engineering, Image Quality tuning)
    - Off-the-shelf camera modules

- Logo's of relevant brands:

    RHONDA

- Currently present in: USA, Canada, Japan, Taiwan, Israel, Germany, France, Norway

- Certification: CMM (Capability Maturity Model) Level 4

- Cooperate with:
- Silicon vendors: Ambarella, Sony, Cypress, Murata, Micron
- Optical vendors: Sunex, Sunny Optical,
- Distributor companies: Framos (Germany, Canada), Macnica (USA, Germany)

Points of differentiation compared with other market players?

- High video resolution (up to 4K@90)
- High image quality
- Low power consumption
- HW-accelerated Deep Learning Neural Network – based computer vision

Key strengths / Innovation

What's in it for Partner?

Innovation

- Partnership with key component vendors and factories in the imaging business
- Availability of off-the-shelf solutions for fast prototyping and to be used as a base platform for development
- Best development process practices including Requirements Management, Project Management etc.
- Experienced development team

Limitations

- Custom camera development from scratch 9-12 months
- Off-the-shelf camera production batch lead time 16 weeks

Presentation
Catalog

RUSSIAN EXPORT CENTER

Back to Main Categories

TAU Tracker

TAU TRACKER IS A RUSSIAN DEVELOPER OF A NEW GENERATION HUMAN-MACHINE INTERFACE

General and Financial Information

- Total Sales (RU & International): $40 000 (as of 2019)
- Total Market share (Russia & Other Countries)
  - 95% (Russia)
  - 5% (Other Countries)
- Main relevant product groups within company Portfolio:
  - TAU tracker is a device for motion capture and locating of objects for Virtual and Augmented reality applications, 3D-CAD and training apparatus. We use our own patented technology of magneto-inertial positioning.

- Logo's of relevant brands:

- **Currently present in Cyprus**
- Main buyers: 3D application developers
- Cooperate with: Great Gonzo Studio, Ulyanovsk Stata University, VR Concept, Webgears
- Certification: ЕАС ЕАЭС № RU Д-RU.НА71.В.00043/19 24.06.2019

Points of differentiation compared with other market players?

- Fine finger motility;
- No blind spots;
- The system does not require special lighting conditions;
- The system does not accumulate errors;
- Modular configuration of the sensor system;
- There are no specific PC requirements;
- Universal solution for all VR & AR devices, including mobile;
- Multiplayer;
- 5 hours of work without recharging;
- Embedding in objects

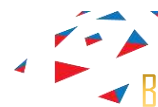## Key strengths / Innovation

- **What's in it for Partner?**

- A developing and promising brand
- Products are EAC compliant (Declaration EAEU)
- Patent for invention in Russia (№2626755) and PCT: "Device for determining the position of an object in space".
- PCT/RU2017/050052. National Phase of the patent in USA (United States Patent 10540021), Europe, China, Korea, Japan, Singapore
- Experienced engineers, R&D, sales and marketing specialists

- **What's in it for Partner professional customers?**

- The effect of more realistic and effective
-                   immersion into the virtual space

Limitations

- Lack of distributors in countries around the world except for Russia
- It is necessary to test for a Directive of the RED modules Wi-Fi, Bluetooth, transmitter 868 MHz.
- Japan PSE and Radio License.
- China has CCC certification.
- In some countries, you will need to confirm the safety of the lithium-ion battery

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AVRORA ROBOTICS

IS A RUSSIAN INNOVATIVE COMPANY PRODUCING ROBOTICS AND AUTONOMOUS VEHICLE CONTROL SYSTEMS.

General and Financial Information

- Total sales (RU & International) 32500000 RU/500 000 USD
- Total market share (Russia and other countries, %): Russia100%;
- Main relevant products groups within company portfolio
  - UNIOR – educational mobile platform for robotics studies (three generations);
  - IQ-BOAT – a pleasure boat of small water displacement able to move autonomously in ponds or swimming pools

- Logo of relevant brands:

AVRORA ROBOTICS

AVRORA

- Currently present in: Kazakhstan
- E-Commerce: Alibaba
- Main buyers: robotics schools, techno parks, hotels & restaurants with recreational facilities, entertainment parks
- Cooperate with: GAZ, KAMAZ, GLONASS, Baskin Robins
- Certification: ISO:22000

Points of differentiation compared with other market players

UNIOR:
- Both indoor and outdoor use;
- Option of adding custom equipment for testing your own software and hardware;
- A selection of languages for programming;
- Meeting the requirements of mobile robotics competitions.
- IQ-BOAT:
- A unique offer with no analogues in its class;
- The functional area in the middle of the boat can be used for barbecue, hookah, tea-making set or full kitchen

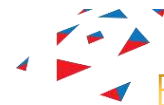## Key strengths / Innovations

What's in it for Partner
- High tech industry
- Option of exclusive distributors contract
- Study guide for UNIOR
- Unique offer for boats, no competition
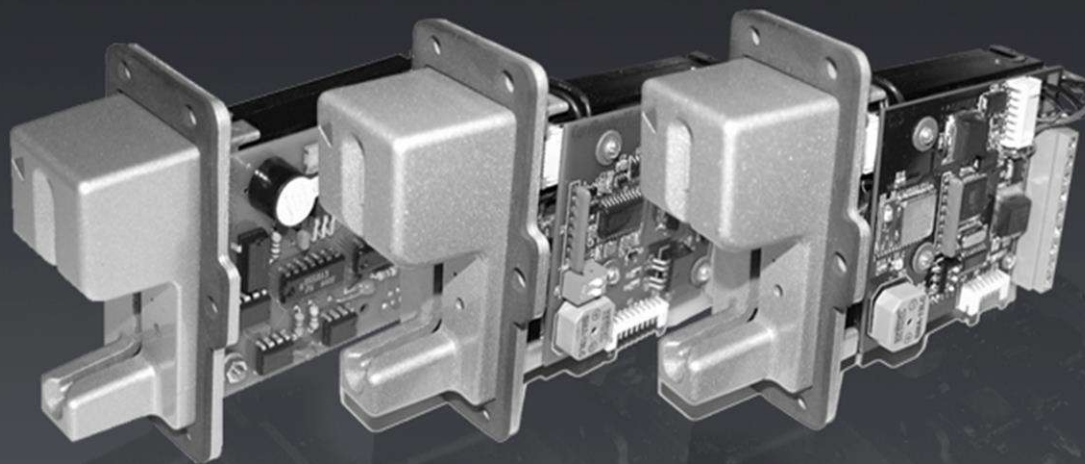- Option of branding for private labels

What's in it for End-User
- Option of buying UNIOR with a fully-equipped track
- Practice of programming in different languages
- Option of testing your own soft- and hardware UNIOR
- A turnkey project for IQ-BOAT includes a control center and control system with an electric drive and a docking module for charging, and as many boats as you like

Limitations
- Order lead time – 100 days

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web: https://avrora-robotics.com/ru/

Presentation
Catalogue
Video

Enigma®

PRIVRATNIK 01C, 02A, 03A

THE ALONE ACCESS CONTROL SYSTEM TO THE ATM LOBBY BY BANK'S CARD USING

ENIGMA

An our products are unique in their functionality and are an inexpensive solution for ensuring the security of ATMs and customers

General and Financial Information

- Total Sales (RU & International) - 1 mln RU/ 12 400 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
-    Russia – 85%, CIS – 10%, Europe – 5%
- Main relevant product groups within company Portfolio:
  - Privratnik-01C
  - Privratnik-02B
  - Privratnik-03A
- Logo's of relevant brands:
- Currently present in:
-    Russia, Europe
- E-commerce: Alibaba
- Main buyers: Banks, System integrators, Trading houses
- Cooperate with:
  - Russia: LUIS (Russia,Moscow), Rusichi (Russia,Irkutsk), Aksilium (Russia,Perm)
  - Export: Agencija Kamir (Bosnia&Herzegovina), Sectron(Serbia)
- Certification
-    EEU NRU Д-RU.MM06.B.01923;
-    FSC-RU00000 30787

Key strengths / Innovation

- **What's in it for Partner?**

- Stable delivery from us;
- 24|7 technical support;
- Loyalty program for Trading houses;

- **What's in it for Partner professional customers?**

- Reliable
- Convenient
- Inexpensive

Points of differentiation compared with other market players?

- Stand-alone and Plug&Play system;
- Vandal proof solution;
- Functionality and inexpensive product;
- 3-on-1 models – (working well with magnet stripe, chip and wireless bank's cards);
- Reliable device in a wide temperature range;

Limitations

- Minimum shipment quantity for the amount from 2 400 Euro
- Production capacity is 200 units per quarter

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Presentation

Video

RUSSIAN EXPORT CENTER

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VOLGA

TELECOMMUNICATION DWDM PLATFORM

For communications providers & data centers

T8 – HIGH SPEED OPTICAL COMMUNICATION

T8 - Russia manufacturer of wavelength-division multiplexing telecommunication equipment (DWDM). We develop and manufacture a line of DWDM equipment with channel speed up to 600 Gbit/s for telecom operators.

General and Financial Information

- Total Sales (RU & International) 1 BILLON RUB

- Total Market share (Russia & Other Countries)
- 10% DWDM market in Russia; 95% (Russia) & 5% (International).

- Main relevant product groups within company Portfolio:
    - "Volga" optic fiber platform for DCI & DATA CENTERS
    - "Volga" multiservice optic platform for operator communication
    - Equipment supporting speed from 155 Mbps up to 600 Gbps
    - Avalible FPG system for programming individual tasks
- Logo's of relevant brands:

- Currently present in: : Malaysia and Kazakhstan
- Main buyers: Communications providers, system integrators, state authorities, data processing centers
    - Russia: Rostelecom, Gazprom
    - Export: AVENCOM
- Certification: directive 2014/35/EU and 2014/30/EU,voluntary certification system "Made in Russia"

Points of differentiation compared with other market players?

- Cost effective DWDM equipment
- Low cost per 1 Mb/s
- High expertise in the development of optical communications
- Equipment is designed & manufactured in Russia
- Flexible approach to the customer
- Custom design equipment for optic fiber lines
- OEM equipment manufacturing partnership
- Own research optic laboratory

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: Yes
- Ready to export
- We are open to dialogue and discussion of cooperation paths
- fixing a region for a partner
- completion
- Equipment according to customer requirements
- Russia equipment: not China, EU or USA

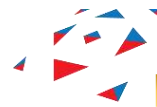### What's in it for Partner professional customers?

- As a small business in a narrow market niche, the company is responsible for the highest level of quality and after sales service.
- Year-round marketing activities and marketing support
- T8 offers integrated solutions for building DWDM systems on a turnkey basis: design, supply, installation and maintenance of the equipment.
- The qualification of the company specialists makes possible to implement projects of any complexity both for regional and backbone DWDM networks.
- The in-house design department calculates DWDM networks within a short period of time.

Presentation

RUSSIAN EXPORT CENTER

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LLC «TRACT-SOFT»

ТРАКТ
СОФТ

General and Financial Information

- Total Sales: 1.000.000 $
- Total Market share: 80/20 (Russia & Other Countries)

- Main relevant product groups within company Portfolio:
  - Digispot II: TV and radio broadcasting automation and media content management system;
  - Broadcast Audio Processor: dynamic processing of audio content of various types and genres using individual settings;
  - FM monitoring: analytical service for remote monitoring and evaluation of broadcasting quality on FM and VHF frequencies in various cities;
  - Smart Jingle Machine (SJM): application designed for instant broadcasting of various audio tracks (sound effects, cutaways, jingles, etc.) during live broadcasts;
  - DIGISPOT SYNAPSE: software for the first Russian Audio over IP digital communication system Synapse Intercom;
  - DIGISPOT SYNERGY: software for the digital broadcasting center Synergy Mini;
  - EBUMETER 2.0: software for measuring the level and volume of sound.

- Currently present in: Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Brazil, Cyprus, Estonia, Finland, Georgia, Germany, Kazakhstan, Kyrgyzstan, Latvia, Moldova, Poland, Spain, Tajikistan, Turkey, Thailand, Ukraine, Uzbekistan, USA.

- Cooperate with:
  - Russia: VGTRK, Russia Today, Channel One Russia, Europe Plus, Russian radio, Vesti FM, Kommersant, Business FM, Radio Mir, Komsomolskaya Pravda, Comedy Radio etc.
  - Export: NDR, Rock Antenne, Die Neue Welle, Radio Hamburg, Klassik Radio

Points of differentiation compared with other market players

- Creation of complex products for solving all tasks, from planning and preparation, to the processes of logging and archiving material after the broadcast.

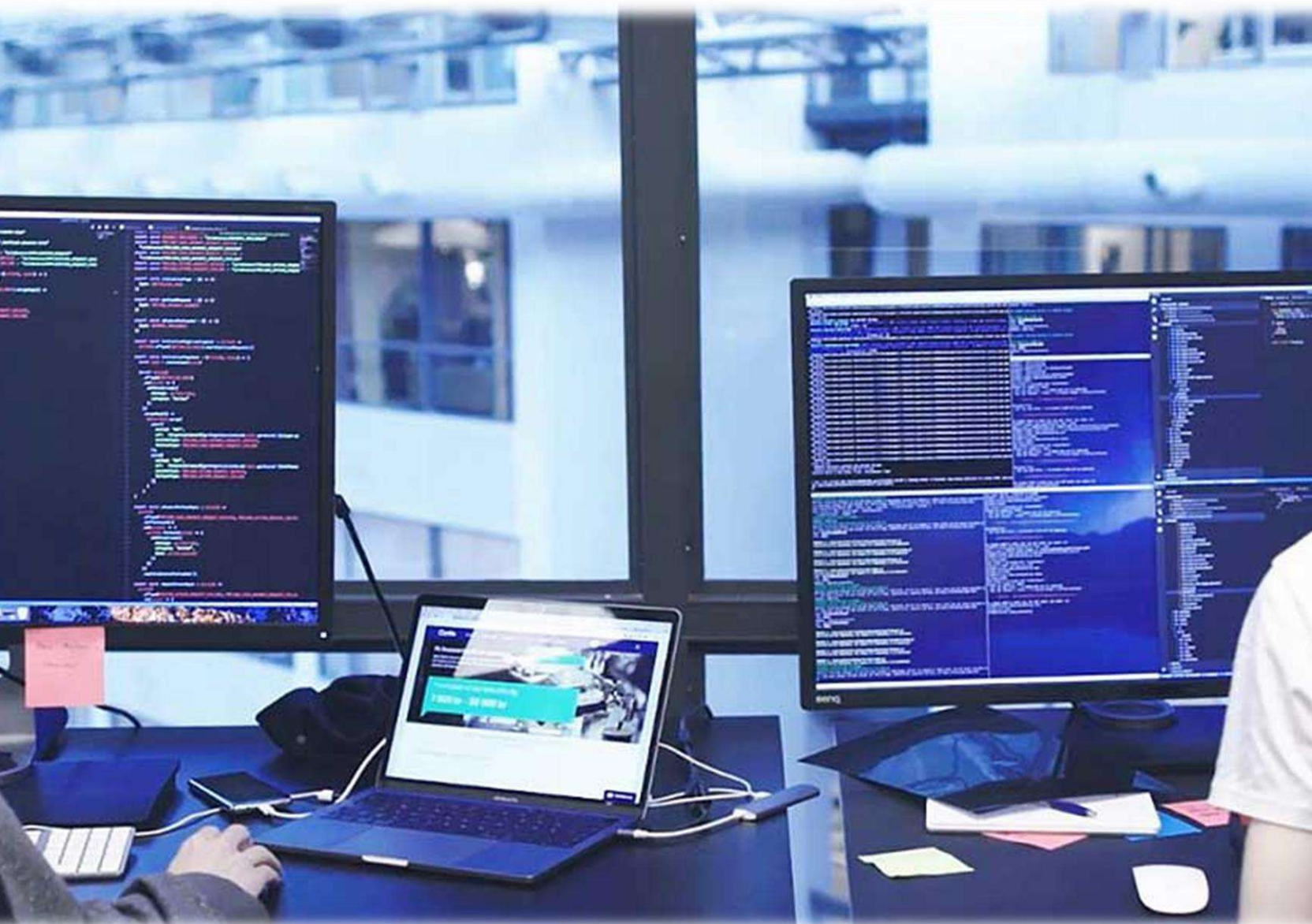## Key strengths / Innovation

- Optimal ratio of price and quality;
- Availability of production capacities in the field of integrated software and hardware solutions;
- Ability to organize all necessary installation supervision and commissioning/training/after-sales service;
- Readiness to adapt products and services to the needs of the customer;
- Ability to create new products based on customer requirements;
- Technical support in English, Russian and German.

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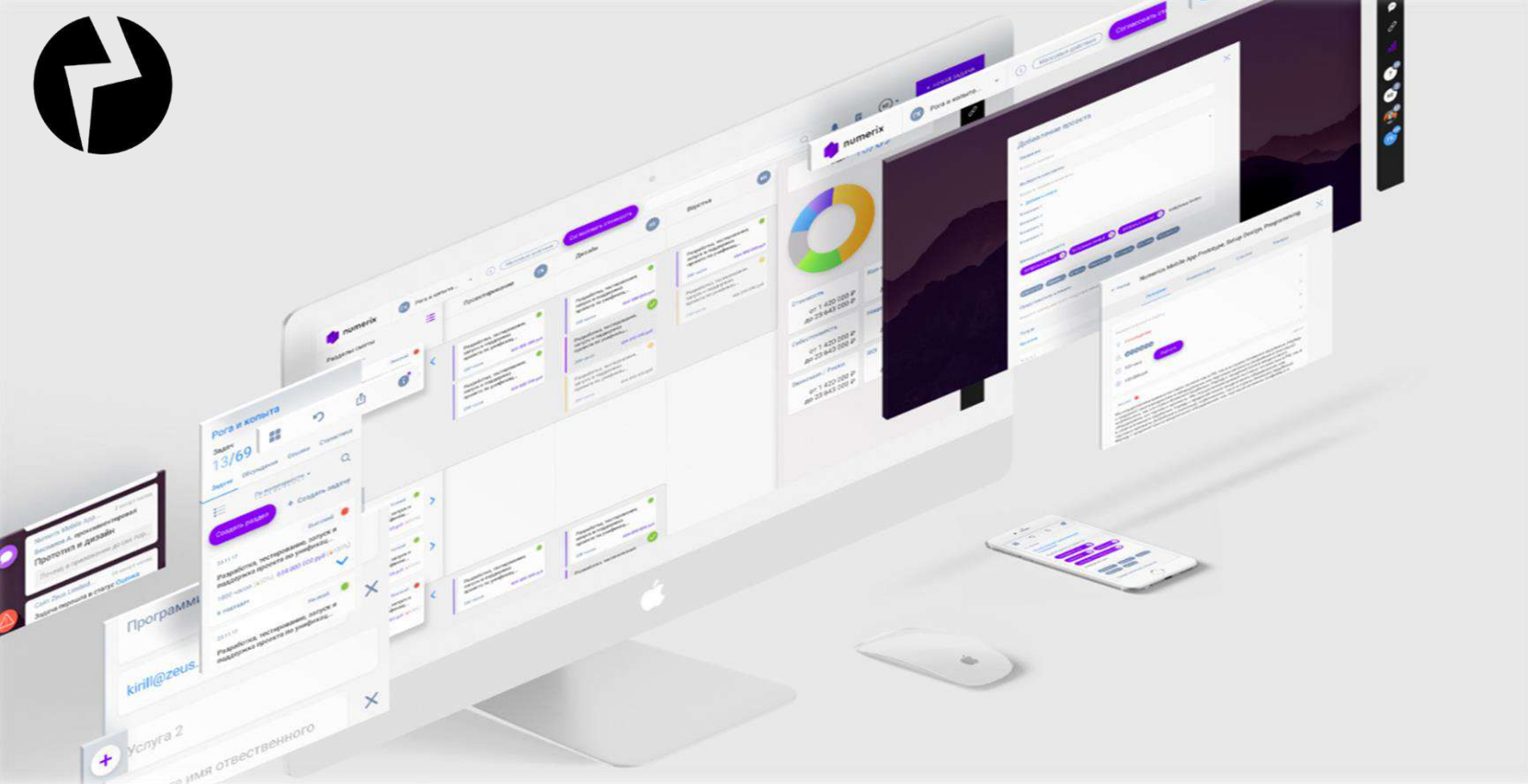
Website and software development

ZEUS DESIGN

Digital-agency. Making corporate identity and web development for b2b companies. Fixed-term and fixed-price contracts. Individual project design. English-speaking personal manager.

General and Financial Information

- Total Sales (RU & International)   3 billions of rubles
- Total Market share (Russia & Other Countries)   Russia 100%

- Main relevant product groups within company Portfolio:
  - Corporate identity
  - Web development

- Logo's of relevant brands:
- Currently present in:
  - Entering web development market in USA
  - Making English version of the site

- Main buyers: Small and medium-sized businesses
- Cooperate with:
  - Russia: VSB Group, Kupol, MFPRO

Points of differentiation compared with other market players?

- ✓ Fixed price
- ✓ High speed of launching
- ✓ Transparent process of creating
- ✓ Analitycs-based design
- ✓ Personal manager

Key strengths / Innovation

What's in it for Partner?

- ✓ Low cost of service
- ✓ High quality
- ✓ Personal manager

Innovations

- ✓ We use cloud platform for web development in order for it to be Monitored in real-time
- ✓ We can create websites with any design and animation.
- ✓ We spend much less time on typesetting and programming than is customary on the market.
- ✓ Manage and make changes yourself. On our sites, this is done quickly and conveniently.
- ✓ Our sites load quickly and adapt to all types of mobile devices.
- ✓ Unique calculators, integrations with payment services and other systems.

Presentation

Catalog

Video

RUSSIAN EXPORT CENTER

Back to Main Categories

Public Alerting System

We developed special software population emergency automated alerting system under order of MASKOM-instroy, LLC.

SEE PROJECT

Patient Account

Fixing a doctor's appointment, providing the patient with immediate access to their personal medical data, as well as obtaining the results of diagnostic tests performed.

SEE PROJECT

Vikisews

Web portal allowing to sell electronic patterns, as well as carry out training video courses. More than 40,000 users from all over the world already use this web portal.

SEE PROJECT

Distinguished Visitors' Book

Software "Distinguished Visitors' Book" was developed under order of the Tyumen Regional Scientific Library in order to improve the convenience of entering, storing and presenting reviews of special visitors of the organization.

SEE PROJECT

LLC "INFODEV"
Software and device development, technical support

General and Financial Information

- Total Sales (RU & International): 37 046 000 rubles.

- Total Market share (Russia & Other Countries): 95/5

- Main relevant product groups within company Portfolio:
  - Custom software development
  - Custom electronic device development

- Currently present in:
  - 2017-2020, NDAs were signed with potential customers from Canada and Japan. Negotiations are underway to conclude specific agreements.

- E-commerce
  - https://www.roseltorg.ru/
  - https://www.rts-tender.ru/
  - https://agregatoreat.ru/
  - https://www.fabrikant.ru/
  - https://www.sberbank-ast.ru/

- Cooperate with: Canada, Japan

Key strengths / Innovation

What's in it for Partner?

- High professionalism of Russian programmers
- Close time zone for customers from the Asia-Pacific region
- Competitive cost of services due to favorable conditions in the foreign exchange market.
- A wide range of competencies of specialists, allowing to solve complex problems.

- founded in 2014 by a group of specialists in the field of information technology.
- The main area of activity of the organization is the design and creation of integrated systems, software development.
- The specialists of our company have comprehensive knowledge in the field of IT (network, system administration, software development) and security systems (PACS, video surveillance, fire alarm).

- Monitoring and Control Unit (MCU) ID-01

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Presentation
Catalog

RUSSIAN EXPORT CENTER
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LIRA LCC
LIRA LCC is certified google premier partners agency

General and Financial Information

- Total Sales (RU & International): 5M RUR (Russia) / 5M RUB (International)
- Main relevant product groups within company Portfolio:
  - PPC Services (Google Ads, Facebook Ads, Microsoft Ads, Linkedin Ads, Twitter Ads)
  - CRO Services

- Logo's of relevant brands: LIRA LCC

- Currently present in:
  - USA
  - United Kingdom
  - Cyprus
  - Czech Republic

- Main buyers: local companies, b2b companies, software/Saas companies

- Cooperate with:
  - KiwiTaxi (Cyprus),
  - GetTransfer (UK),
  - Finom (Italy)

Limitations

- ✓ Monthly Ad spend at least $5000

Points of differentiation compared with other market players?

- Premier Google Partner
- Over 10 years' experience
- Lots of successful ppc ad campaigns in different countries
- Participation in key field conferences and forums in Russia (SemConf, SPIK, RIF)
- Our employees teach at the Netologia online-university

Key strengths / Innovation

- **What's in it for Partner?**

- Access to private technologies and services
- Experience working with small- and medium-size companies in different spheres
- Expertise

Presentation

ZPlatform

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

system **Z** NEW DIMENSION OF YOUR EFFICIENCY

SYSTEMZ LLC

SystemZ is a leading company in the development of high-tech custom and replicable software since 2001. SystemZ has extensive experience in projects using Opensource software, Microsoft SharePoint and Office 365 technologies. Since 2010, the company has been developing its own product line for business processes automation on various platforms.

General and Financial Information

- Total Sales (RU & International)   180 million rubles
- Total Market share (Russia & Other Countries) Russia – 90%, Other Countries – 10%
- Main relevant product groups within company Portfolio:
  - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
  - ZPlatform for SharePoint Online is a low-code platform for business process automation that significantly extends the functionality of SharePoint Online, which includes the following components: ZForms - form designer for SharePoint Online; ZFlow – graphic workflow designer ZChatBot – chat bot and employee's personal cabinet in Microsoft Teams
  - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
  - ZPlatform for SharePoint Server on-premise - low-code platform for business process automation that significantly extends the functionality of SharePoint Server, which includes the following components: DocTrix Platform - a set of components, including the organizational structure, form editor, output document generator, EDS and much more ;   ZFlow - graphic workflow designer
  - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
  - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system **Z** NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
- Using chat bots allows to organize the work of remote and mobile employees more efficiently, reducing the need for personal communications and calls to those responsible for different questions.
- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

White Soft

WHITE SOFT IS LEADING SOFTWARE DEVELOPMENT COMPANY OF THE FAR EAST OF THE RUSSIAN FEDERATION. WE DEVELOP SOFTWARE FOR BUSINESS, GOVERNMENT AND PEOPLE

General and Financial Information

- Total Sales (RU & International): 100 000 000 RUB / $1 300 000
- Total Market share (Russia & Other Countries)
  - ✓98% (Russia)
  - ✓2% (Other Countries)
- Main relevant product groups within company Portfolio:
  - ✓Golos - the high-tech product for monitoring the efficiency of the authorities;
  - ✓Portal technology – services for the design and development of a single set of official portals and sites, integrated with information systems;
  - ✓Mobile Apps – mobile solutions that are used daily by tens of thousands of people;
  - ✓Medicine and education - system of electronic signing up in preschool institutions and medical institutions;
  - ✓Electronic document management system - for government

- Logo's of relevant brands:
- **Currently present in Japan**
- Main buyers: the government
- Cooperate with: The government of the Khabarovsk Territory, the Administration of Primorye Territory, The Sakha (Yakutia) Republic, Sakhalinsk Territory, JSC "Far Eastern Energy Company, the Sojitz Corporation

Points of differentiation compared with other market players?

- ✓ Competence for the development and maintenance of software for the Japanese company Sojitz Corpora-tion and ACCRETECH (Tokyo Seimitsu Co. Ltd.).
- ✓ Adherence to intellectual property rights in cooperation with partners.
- ✓ The company has regulations to protect intellectual property within the company (the regulatory framework)

Key strengths / Innovation

What's in it for Partner?

- ✓ Strong financial basis.
- ✓ Technical knowledge and experience
- ✓ We are the best-known and successful company for software development in the Far East
- ✓ The company's solid reputation
- ✓ Guaranteed execution of projects on time and with the required quality.

What's in it for Partner professional customers?

- ✓ We have experience in effectively work at an international level
- ✓ The philosophy of smart city

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Presentation
Catalog

RUSSIAN EXPORT CENTER
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QA Studio

IT project total quality assurance: a family business online store
and mobile application
or AAA-games and large-scale B2B web-portals
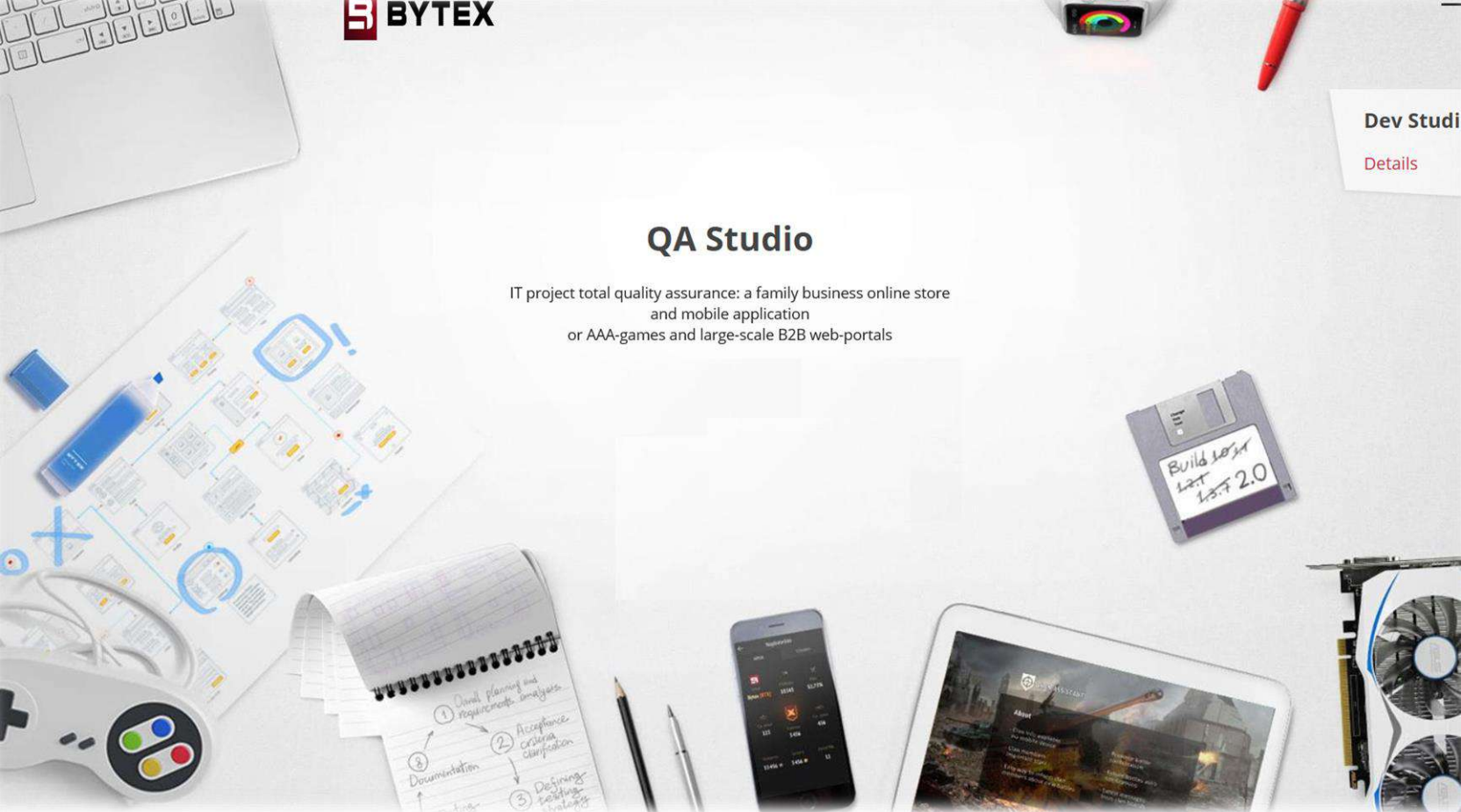
BYTEX LLC

BYTEX was founded in 2004. Since then we have developed games & and business software projects. Today BYTEX is a known expert in QA, development and IT-education.

General and Financial Information

- Total Sales (RU & International)   125,662 million Russian rubles
- Total Market share (Russia & Other Countries)   273000 Russian rubles (Russia)/ 125,389 million Russian rubles (worldwide)

- Main relevant product groups within company Portfolio:
  - Testing
  - Video games and software,
  - Video game & software quality assurance

- Logo's of relevant brands:
- Currently present in: Republic of Belarus, Netherlands, Cyprus, USA and others

- Main buyers: Game developers, Software developers

Points of differentiation compared with other market players?

- ✓ Game industry expertise
- ✓ Qualified staff
- ✓ Large-scale projects experience
- ✓ Unique equipment
- ✓ Know-hows

Key strengths / Innovation

What's in it for Partner?

- ✓ Reasonable pricing
- ✓ High quality service
- ✓ 16-year industry experience
- ✓ Over 250 QA experts
- ✓ Timings

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Presentation

Catalog

RUSSIAN
EXPORT CENTER

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Website design and graphics
WEB

Application Development
IOS & ANDROID

Keyword analysis
FOR SUCCESSFUL SEO

Frontend and backend

Search Engine Optimization
TOP FEATURE

Copywriting

Global payment gateway
PAYPAL & SKRILL

Web analytics
eCommerce

WebFashion
Web agency - Website development and production, Internet marketing

General and Financial Information

- Total Sales RUB 3.000.000

- Total Market share (Russia & Other Countries) :
- 100% Russia, 0% Other countries
- Main relevant product groups within company Portfolio:
  - Website development and production
  - Internet marketing (advertising)
  - Development of a system for quick launch of wholesale online trading platforms with exchange automation
- Potential buyer: Large companies engaged in wholesale sales.
- Logo's of relevant brands:

WebFashion

- Currently present in: Russia
- Main buyers: Large companies engaged in wholesale sales
- Cooperate with:

  - Certification: Not required

Points of differentiation compared with other market players?
- ✓ Lower cost.
- ✓ Fast operation speed due to already assembled software modules.
- ✓ Flexibility of the software product and the ability to adapt to the customer's complex technical requirements.
- ✓ Regular updates.

Key strengths / Innovation

What's in it for Partner?

- ✓ Favorable cost of the solution.
- ✓ The ability to start quickly.
- ✓ The opportunity to improve and develop a software product after launch.
- ✓ Prompt customer support.

Innovations

- ✓ In modern conditions, it will be vital for large wholesale companies as well as retail companies to transform sales tools and services into an online format. Our software products will help them do this in a short time.

MICHAEL KORS

MTS

SBERBANK

Yandex

Presentation

Catalog

I2O LLC
I2O llc is russian web and mobile application developer. We develop solutions and create information systems since 2008.

General and Financial Information

- Total Sales (RU & International): 44 737 627,31 RUR (Russia) / 600 446 RUB international (as of 2019)
- Main relevant product groups within company Portfolio: Comodr - digital support package for group communication moderation and management (presentation on the company's website https://i2O.biz/product/comodr)

- Logo's of relevant brands:

- **Currently present in: Russia**

- **Main buyers:** Large, medium and small businesses where meetings and / or project groups are an important part.

- Main buyers: no

- Certification: CE for some product lines

Points of differentiation compared with other market players?

- ✓ all analogs support communication based on structuring and visual representation of the subject content of communication, rather than the logical form of the device of the communicative situation-the dynamics and structure of communicative interactions — in real time, " here and now»;
- ✓ analogs do not provide automatic and automated detection in real time of roles and positions of participants, communication methods and techniques;
- ✓ there is a function of reflexive management and reflexive self-organization in communication; this function can be found in a number of analogues, but they do not belong to the field of communication organization or education for the purpose of improving communication skills.

What's in it for Partner?

- ✓ Implementation of the system in any negotiation space
- ✓ Secure storage of minutes of meetings held
- ✓ Tools for managing the group communication process
- ✓ Tools for making and fixing decisions

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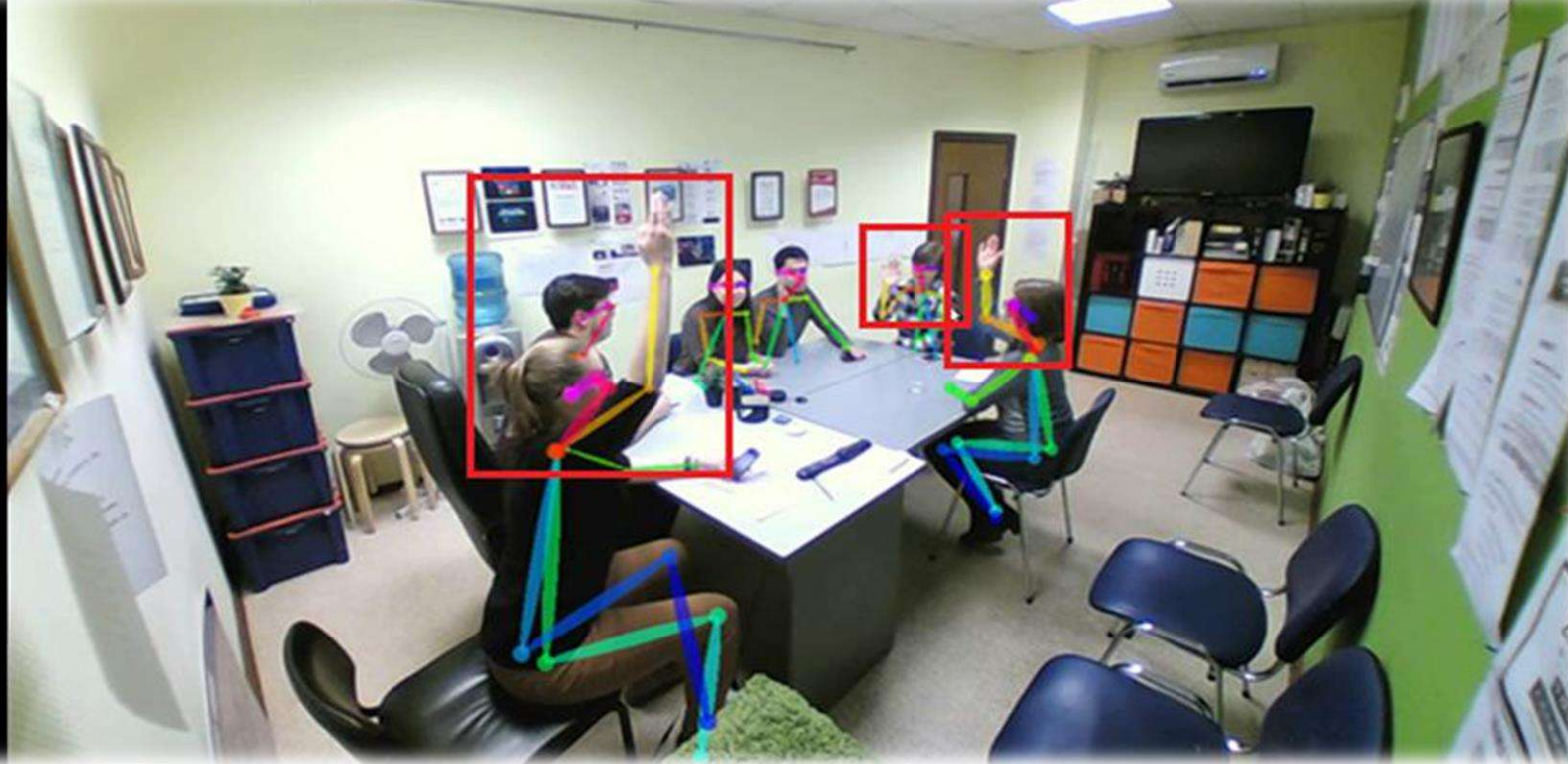web: https://i2O.biz/   https://drupaljedi.com/

Presentation
Catalog

RUSSIAN
EXPORT CENTER

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.INOSTUDIO

We develop reliable and usefull software solutions for business

INOSTUDIO

Pro software, smart solutions.
We create useful and robust digital solutions for business

General and Financial Information

- Total Sales (RU & International)   75 000 000 RUB
- Total Market share (Russia & Other Countries) ~20% – Russian Federation, ~80% – other countries

- Main relevant product groups within company Portfolio:
  - ERP-systems
  - E-commerce systems.
  - Educational platforms.
  - Mobile applications development.
  - Web applications development.
  - Educational platforms.
  - Web and mobile application design.
  - DevOps and technical support.

- Logo's of relevant brands:

  .INOSTUDIO

- Currently present in: USA, Australia

- E-commerce: www.upwork.com/ag/inostudio

- Main buyers: Small and Middle companies, startups
- Cooperate with:
  - Russia: Neofarm
  - Export: Microsoft, Virgin, Otsuka Pharmaceutical, Royal Canin, Efes, Abbvie.
- Certification: INOSTUDIO is an official Microsoft corporation partner since 2010. Our developers are certified specialists:
  - MCSD: Web Applications, MCPD: Web Developer 4,
  - Brainbench CSS3 Master, Zend Certified PHP Engineer.

Points of differentiation compared with other market players?

- ✓ Product training for customer employees.
- ✓ Own a large staff of developers.
- ✓ Dedicated team to the project.
- ✓ R&D for digital solutions.
- ✓ Startups expertise and mentoring.

Key strengths / Innovation

What's in it for Partner?

- ✓ Digital solutions from idea to working businesses.
- ✓ Digital transformation of client's business.
- ✓ Creation useful and robust web and mobile solutions.
- ✓ Ready to apply AR, AI, Blockchain and other new technologies to solve client's task.
- ✓ DevOps and technical support

Innovation

- ✓ Cloud and AR solutions

Presentation
Catalog

RUSSIAN
EXPORT CENTER

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We help build video platforms to distribute and monetize video content

We provide the full range of services for online streaming, VOD and social media projects\ Our services cover the entire video workflow from capturing, encoding/transcoding, storage, editing, protecting (DRM), assets management, delivery and front-end apps for any platform.

LLC «INVENTOS»

Online video streaming for business and education. A Russian based IT company with 40+ employees focused on online video streaming and VOD products for TV, ISP, sports, education and smart city.

General and Financial Information

- Total Sales (RU & International): No information available

- Total Market share (Russia & Other Countries) : No information available
-
- Main relevant product groups within company Portfolio:
    - Streambuilder.pro — live video encoder with GPU and Intel Quick Sync/FEI/NVENC support, DRM and SSAI.
    - Webcaster.pro — live streaming and VOD platform for business, eduction and sports.
    - FlockPlay — hybrid P2P & CDN content delivery balancing.
    - Proxima.TV — OTT platform for ISP, hotels, on-board entertainment systems.
    - Services:
    - Turnkey solutions and integration services for custom video streaming platforms.
    - Online video technology audit and consulting services.
    - AI and CV stream analysis for smart city and other applications.

- Logo's of relevant brands:

- Currently present in: Europe, USA, Asia, Latin America, CIS

- Main buyers:
    - government agencies
    - media companies
    - broadcast operators
    - sports and cyber sports companies

- Certification: The Certified Widevine Implementation Partner of Google

Points of differentiation compared with other market players

- Very flexible, deliver solutions for almost any crazy idea with video
- Long time player. We strive while others come and go. Many lifetime long (20+ years) client relations.
- Innovations pioneer. We put a new thing together long before it becomes obvious for the industry.
- Always up for something new.

Key strengths / Innovation

What's in it for Partner?

- Easy money. Simply deliver great russian solutions to your market.
- Always there for you. 24/7 support, although sometimes just a great listener will do.
- Never enough. We always aim for better performance and the best soultions.

- **Innovations**
- AI powered CV projects for video streaming for smart city and traffic control

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Presentation

RUSSIAN EXPORT CENTER
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Matller

AI for Business
based on computer vision

MATLLER

Matller is an IT company that focuses on creation of complex software solutions and video analytics systems for different companies. We make industrial solutions based on artificial intelligence and neural networks.

General and Financial Information

- Total Sales: 7 mln RU/ 87 500 EURO (2019)

- Total Market share (Russia & Other Countries)

- 1% (Russia, 2019)

- Main relevant product groups within company Portfolio:
  - Morigan.Lean is a solution for employee productivity control and working time accounting
  - Morigan.Safe is a solution for ensuring employee safety at objects
  - Industries: Oil and gas industry and construction, Conveyor production, Retail

- Logo's of relevant brands:

- Currently present in: Kazakhstan, Ukraine

- Main buyers: industrial, construction, mining and food manufacturing companies
- Cooperate with: Cherkizovo Group, KazBurGaz, NIIK, TATNEFT, LUKOIL, ROSNEFT, Yaroslavskiy broiler

Points of differentiation compared with other market players?

- ✓ The accuracy of detection
- ✓ Own R&D department
- ✓ Qick payback period
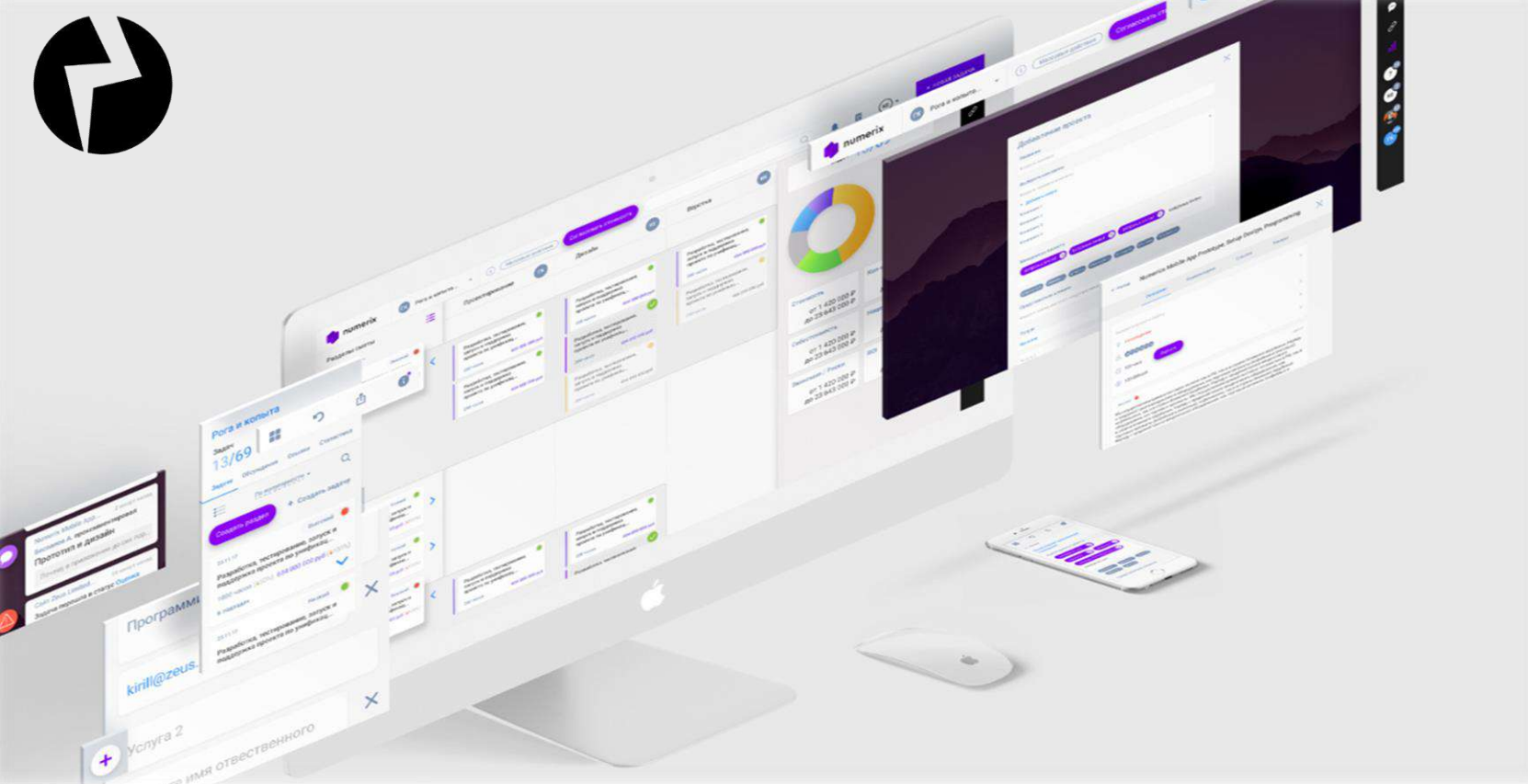- ✓ Solutions passed experemental-industrial trials successfully

Key strengths / Innovation

✓ **What's in it for Partner?**

✓ The company that specializes (strong) in data science, deep learning, full-stack development of software
✓ We have a skilled team
✓ We develops demanded product
✓ Our clients are major market players and we build strong and trust relationships with our customers
✓ We are going to open branch offices in other countries
✓ We are going to expand a product line
✓ Matller is open to dialogue about cooperation

Limitations

✓ We have only time limitation: at least three months
✓ to purchase hardware

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Presentation

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Video

RUSSIAN EXPORT CENTER

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ZEUS DESIGN

Digital-agency. Making corporate identity and web development for b2b companies. Fixed-term and fixed-price contracts. Individual project design. English-speaking personal manager.

General and Financial Information

- Total Sales (RU & International)   3 billions of rubles
- Total Market share (Russia & Other Countries)   Russia 100%

- Main relevant product groups within company Portfolio:
  - Corporate identity
  - Web development

- Logo's of relevant brands:
- Currently present in:
  - Entering web development market in USA
  - Making English version of the site

- Main buyers: Small and medium-sized businesses
- Cooperate with:
  - Russia: VSB Group, Kupol, MFPRO

Points of differentiation compared with other market players?

- ✓ Fixed price
- ✓ High speed of launching
- ✓ Transparent process of creating
- ✓ Analitycs-based design
- ✓ Personal manager

Key strengths / Innovation

What's in it for Partner?

- ✓ Low cost of service
- ✓ High quality
- ✓ Personal manager

Innovations

- ✓ We use cloud platform for web development in order for it to be Monitored in real-time
- ✓ We can create websites with any design and animation.
- ✓ We spend much less time on typesetting and programming than is customary on the market.
- ✓ Manage and make changes yourself. On our sites, this is done quickly and conveniently.
- ✓ Our sites load quickly and adapt to all types of mobile devices.
- ✓ Unique calculators, integrations with payment services and other systems.

Presentation

Catalog

Video

RUSSIAN EXPORT CENTER

ITSumma Ltd

Provides high-technology services since 2008 from the offices in Irkutsk, Moscow, and St. Petersburg. We build high performance systems, improve stability of existing systems, monitor and improve observability, and ensure 24/7 support and coverage. We also specialize in building on-premise hybrid cloud solutions for customers who may need it.

General and Financial Information

- Total Sales (RU & International): 128 rub. mln. (1,7 $ mln).

- Total Market share (Russia & Other Countries):
  - Russian Federation ≈ 15% e-commerce market.
  - Other countries — not yet so big to be correctly calculated.

- Main relevant product groups within company Portfolio:
  - 24\7 technical support & system administration,
  - Monitoring System Audit,
  - Infrastructure audit,
  - Kubernetes Implementation,
  - Performance Testing,
  - DevOps Professional Services.

- Currently presents in: Austria, Australia, USA, Spain, Italy, Israel, Switzerland, Kazakhstan.

- Main buyers: in Russia — S7 Airlines, Utair, Ural Airlines, M.Video-Eldorado, TASS, The Bell,

- Certification:
  - Google Professional cloud architect (3),
  - Certified Kubernetes administrator (1).

Key strengths / Innovation

- Innovations
- **DevOpsProdigy KubeGraf** — a Grafana plugin that allows you to monitor K8s.

- **DevOpsProdigy Isolate** — Secure server access that is the foundation of the reliability of your entire system.

Points of differentiation compared with other market players?

- 12 years of experience in different directions like technical support (10 000+ client servers for the present moment), building infrastructure (based on AI, ML, IoT, Data Lake platforms) and infrastructure audit.

- Service Level Agreement (SLA) negotiation, response time within 5 minutes.

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Presentation

RUSSIAN EXPORT CENTER

ZPlatform

low-code platform for automating business processes, significantly expanding the functionality of Office 365 and SharePoint on-premise

system Z NEW DIMENSION OF YOUR EFFICIENCY

SYSTEMZ LLC

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    - ZPlatform on OpenSource: low-code BPM & ECM platform for application development, business process automation and building a unified communications environment for user interaction, built on a microservice architecture based on open source software. This version of the platform is deployed both locally in the Customer's infrastructure and in the cloud, provided as a service.
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    - ZChatBot - a chat bot and employees personal office in Skype, Telegram and Microsoft Teams, integrated with the corporate knowledge base for consulting employees on various corporate issues.
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    - Quote Master - application for quoting messages in Microsoft Teams chats and channels
- Logo's of relevant brands:
- Currently present in: SystemZ operates throughout Russia, as well as in the CIS countries, Europe and the Middle East.
- E-commerce: https://appsource.microsoft.com/
- Main buyers: Among our clients are middle and large companies from 300 people from different sectors: finance and insurance, manufacturing, logistics, construction, medicine and pharmaceuticals, oil and gas industry, education, retail, IT, telecommunications.
- Cooperate with:
    - We are a certified Microsoft Gold Partner and a multiple winner of Microsoft Partner Awards in Russia in various categories, as well as a certified Nintex partner. In addition, we have partnership with large IT companies: SoftwareOne (Comparex), Softline, MONT, Konika Minolta

system Z NEW DIMENSION OF YOUR EFFICIENCY

Points of differentiation compared with other market players?

- Supports multiple platforms and ability to meet regulatory requirements for local, cloud or hybrid deployments
- Vendor-independent: ability to extend system functionality by partners or customers themself
- A more holistic ecosystem of solutions from business process configuring to chat bots. There are competitors who deal with individual components, but not with the business process automation platform as a whole.
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- Lower solution cost
- Presence of industrial solutions, instead of just designers that allows to reduce considerably terms of implementation of solutions for end users.
- Readiness to present a full cycle of the clients' issues solving on a turn-key basis

Key strengths / Innovation

- **What's in it for Partner?**
- Extending the range of offers for customers with various sizes and possible system loads
- Ability to significantly reduce the cost of solutions for end customers
- Ability to reduce the cycle of project execution, using platforms
- Opportunity to earn partner's interest on the cost of subscription or licenses
- Lower requirements for staff who will configure and implement platform-based solutions. Reduced payroll and simplified search for new employees
- Low entry threshold to use platforms

Limitations

- Only English localizations currently

Presentation

RUSSIAN EXPORT CENTER

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WEB	IOS & ANDROID	FOR SUCCESSFUL SEO	☆☆☆☆☆
Website design and graphics	**Application Development**	**Keyword analysis**	**Frontend and backend**

TOP FEATURE		PAYPAL & SKRILL	eCommerce
Search Engine Optimization	**Copywriting**	**Global payment gateway**	**Web analytics**

WebFashion
Web agency - Website development and production, Internet marketing

General and Financial Information

- Total Sales RUB 3.000.000

- Total Market share (Russia & Other Countries) :
- 100% Russia, 0% Other countries
- Main relevant product groups within company Portfolio:
  - Website development and production
  - Internet marketing (advertising)
  - Development of a system for quick launch of wholesale online trading platforms with exchange automation
- Potential buyer: Large companies engaged in wholesale sales.
- Logo's of relevant brands:

  WebFashion

- Currently present in: Russia
- Main buyers: Large companies engaged in wholesale sales
- Cooperate with:

  - Certification: Not required

Points of differentiation compared with other market players?

- ✓ Lower cost.
- ✓ Fast operation speed due to already assembled software modules.
- ✓ Flexibility of the software product and the ability to adapt to the customer's complex technical requirements.
- ✓ Regular updates.

Key strengths / Innovation

What's in it for Partner?

- ✓ Favorable cost of the solution.
- ✓ The ability to start quickly.
- ✓ The opportunity to improve and develop a software product after launch.
- ✓ Prompt customer support.

Innovations

- ✓ In modern conditions, it will be vital for large wholesale companies as well as retail companies to transform sales tools and services into an online format. Our software products will help them do this in a short time.

MICHAEL KORS

MTS

SBERBANK

Yandex

Presentation
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DISTILLERY IS A
FULL-SERVICE SOFTWARE
DESIGN AND DEVELOPMENT COMPANY

We've been featured by Apple, built mobile apps with millions of downloads, and have taken startups to large successful exits.

DISTILLERY
Full-service software design and development company

General and Financial Information

- Total Sales (RU & International)
- Market share: 5% Russia, 95% other countries

- Main relevant product groups within company Portfolio:
  - ✓ Fintech: U-nest, Security Beneift, Tala
  - ✓ Lifestyle: Fitdog, RedBull, MedX, Illumimapi, OltaTravel

- Logo's of relevant brands: TALA U-Nest Security Benefit TO AND THROUGH RETIREMENT IllumiMapi Red Bull® Olta TRAVEL Russian Hospitality Insider

- Currently present in: US, Mexico, Russia, LATAM

- Main buyers: Fintech, Healthcare, Media and Entertainment

- Certification: Google cloud certified partner, PubNub development partner, Microsoft Gold Partner

Points of differentiation compared with other market players?

- ✓ We use tailored agile methodology allowing us to developer faster with more quality
- ✓ Experienced in web, mobile and software development
- ✓ We work with startups and enterprises
- ✓ Extensive experience in the development, design and support of the business.

Key strengths / Innovation

What's in it for Partner?
- ✓ On the market since 2008
- ✓ Work in 6 countries
- ✓ 200+ employees including: Project management office, ux/ui design, development
- ✓ Over 300 clients

Innovations
- ✓ Machine learning
- ✓ Big data
- ✓ Product Engineering Methodology

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Improve efficiency of your employees with CrocoTime

Automatic monitoring of computer activity, meetings and phone calls tracking

CROCOTIME

INFOMAXIMUM LLC
Software vendor

General and Financial Information

- Total Sales (RU & International)   72 000 000 RUB
- Total Market share (Russia & Other Countries) 67 500 000/4 500 000

- Main relevant product groups within company Portfolio:
  - Automatic time tracking system Croco Time

- Logo's of relevant brands: CROCOTIME

- Currently present in: Commonwealth of Independent States – more than 3 years

- Main buyers: Legal person

- Cooperate with:
  - Russia: Modulbank, B2B Center, Alfa-bank, Rödl & Partner, Gazprom Lising
  - Export: Hellman, Cronta Construction

- Certification: Not required

Points of differentiation compared with other market players?

- ✓ Minimum resource requirements for the introduction and use of the system, an intuitive interface for the average user.
- ✓ Monitoring applications and sites, a flexible filtering system.
- ✓ Automatic detection of productive and unproductive programs and sites (predefined custom rules).
- ✓ Counting the time to complete tasks and projects, including in the context of the employees involved in the project, the applications and sites used.
- ✓ An accurate digital photograph of the working day of employees and divisions of the company, the ability to benchmark divisions and individual employees.
- ✓ Availability of a cloud service.
- ✓ Integration with active directory, business calendars, ip-telephony, skype, etc.

Key strengths / Innovation

What's in it for Partner?

- ✓ A balanced solution, low price
- ✓ Technical support
- ✓ Affiliate program

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ETESIAN

Distributor of Liberica JDK licences and support, powered by BellSoft – top 5 OpenJDK contributor

General and Financial Information

- New market, start from January 2019
- Total Market share Russia & Other Countries)
-
- Main relevant product from ETESIAN distribution Portfolio:
  - Liberica JDK
  - Liberica Runtime Container

- Logo's of relevant brands:
- Currently present in: the Netherlands,
- Korea, Sweden, Germany, England.

- Main buyers: Independent Software Vendors, Telecom operators, Banks, Traders.
- Cooperate with BELLSOFT

Points of differentiation compared with other market players?

- Supported architectures landscape – x86, ARM, Power PC, SPARC
- Lightweight Docker with Alpine Linux and Liberica JDK on board (together less then 100Mb)

Key strengths / Innovation

- **What's in it for Partner?**

- Special conditions for registered deal
- Partners volume discount program
- OEM program available
- Competitive price

- **What's in it for Partner professional customers?**

- **Java SE standard compliance**: Each binary is verified by Technology Compatibility Kit which guarantees 100% compatibility with Java SE specification.
- **Run everywhere:** Supporting multiple architectures makes Liberica JDK a universal runtime for edge and cloud use
- **One runtime - many platforms:** Modern and legacy systems support is optimal for heterogeneous environments
- **Top-5 OpenJDK contributor:** BellSoft is among Top-5 most active upstream contributors. No vendor lock guaranteed
- **Cost saving**
- **Security updates in time**

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GETMOBIT

LLC GETMOBIT

Development, production and promotion of genuine hardware and software for complex workspaces automation and secure access to enterprise services.

General and Financial Information

- Total Market share (Russia & Other Countries)
    - Russia – 99%
    - Other – 1%
- Main relevant product groups within company Portfolio:
    - Software for complex remote and office smart workspace automation and management
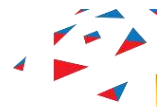   - Hybrid doc-station GM-Box for unified access to enterprise IT infrastructure and UC

- Logo's of relevant brands:
GETMOBIT
- Currently present in:
    - UAE, KSA
    - Russia & CIS
- Main buyers:
    - Enterprise and government sector
- Largest customers:
    - Russia: Rostelecom, Russian Helycopters, Federal Treasury
- Certification:
    - ISO 9001:2015
    - TRTS, CE

Points of differentiation compared with other market players?

- GETMOBIT solution is compatible with major VDI & UC vendors
- Agile & flexible approach – not an "either-or"
- Genuine unified platform designed to build trusted remote and office smart workspaces
- GETMOBIT holds patents for corresponding technologies

Key strengths / Innovation

- **What's in it for Partner?**

- No direct competitors or similar solutions
- Exclusive agreement as an option
- White label as an option
- Custom features development
- Service and guaruantee according to SLA

- **What's in it for Partner professional customers?**

- Smart workspace concept
- On premise and cloud solutions integration
- Impersonal and feature rich smart worspaces
- Fits for both remote workers and office
- Unique solution to enable secure operations with single device in two air-gapped networks.

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ENERGY STORAGE SYSTEMS

INDUSTRIAL AUTOMATION
REMOTE MONITORING AND CONTROL

V2V & V2X INFRASTRUCTURE
GPS/GLONASS/Wi-Fi/UMTS MODULES

HOME AUTOMATION. SMART HOME and
SMART CITY

CLOUD SERVICES FOR IoT, IIoT

ENGINEERING SOLUTIONS FOR CUSTOMERS

KS2 ENGINEERING LLC

System design, electronics and software development. Solutions in automation, remote access and monitoring, smart home and smart city systems.

General and Financial Information

- Total Sales: 60 million RUB/ 870 000 USD for 2019
- Distribution of sales volumes : Russia - 50%, Canada - 40%, USA - 10%
- The company's main product groups:
    - Integrated energy systems, intelligent energy storage and distribution systems based on LFP
    - Automation, remote monitoring and control systems for industrial, transport and retail sectors
    - Consumer electronics, including automotive
    - High-sensitivity special purpose sensors
    - Monitoring systems for moving objects, diagnostic equipment

- Logo's of relevant brands:

- Currently presented in:
- amazon.com, ozon.ru, ebay.com, costco.ca, market.yandex.ru, industrystock.com, ks2corp.com, ks2prop.ru

- Main customers: retail, transport companies, smart home and smart city systems, banks and developers, integrators in transport, healthcare and industry

- Cooperative experience with major market players :
- Russia: VTB, BrightBox, CityBike, Compo NPO, Physiotechnika
- World: Roadtrek (Canada), Excalibur (Canada), Microart (Canada), SVD (USA), Kitchenmate (Canada), Smartricity (Canada)

Points of differentiation within our markets?

- Extensive expertise in LFP battery chemistry
- Ultra low power consumption products, environmental friendliness
- High accuracy control and measuring equipment
- Extensive experience in creating ultra-compact devices
- Simple installation and configuration of devices for the end user

Key strengths / Innovation

- **Key strengths**
- Skolkovo Foundation membership status
- Experienced development team
- Manufacturing under Private Label and White Label (conditions are discussed individually)
- Experience in developing and organizing production and sales in the North American market
- KS2 research base
- Wide network of IT and innovation partners
- Ability to adapt products and refine them to meet customer needs

- **Innovation**
- Unique IP and custom algorithms, private collection of libraries for main microcontrollers
- The efficiency of KS2 accumulators on the charge-discharge cycle of 95%
- Industrial design of complex enclosure elements

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ICL Services

ICL Services has been operating in the international market since 2006. Today, ICL Services work successfully with more than 80 customers from 30 countries, providing IT services 24/7 in Russian, English, French, and German.

General and Financial Information

- Total Sales (RU & International) 3, 34 billion rubles.
- Total Market share (Russia & Other Countries):
    - Russia: ~ 1.14 billion rubles.
    - World: ~ 2.2 billion rubles.
- Main relevant product groups within company Portfolio:
    - Digital Service Desk
    - Field support in Russia and CIS
    - Support, transformation, and integration of IT infrastructure and systems
    - Digital solutions
    - Development, implementation, and support of applications
    - IT and business consulting
    - Information Security

- Logo's of relevant brands:
- Currently present in: Germany, United Kingdom, Belgium, Netherlands, France, Ireland, Finland, Denmark, Sweden, Switzerland, Portugal, Poland, Singapore, Australia, USA, Philippines

- E-commerce: Sberbank – AST, Roseltorg, RTS-tender, ETP TEK-Torg, National Electronic Site, Order of the Russian Federation, RAD, NEP Fabricant, B2B, OTC, Moscow procurement portal, Online contract.

- Main buyers: Retail, manufacturing, pharmacy, construction, banks.
- Cooperate with:
    - Russia: company (country): Softline
    - Export: company (country): Fujitsu, Squalio, Exceeders, Proservia, Insight, Invero
    - Foreign Customers: under NDA
- Certification
    - ISO 27001
    - ISO 9001-2015
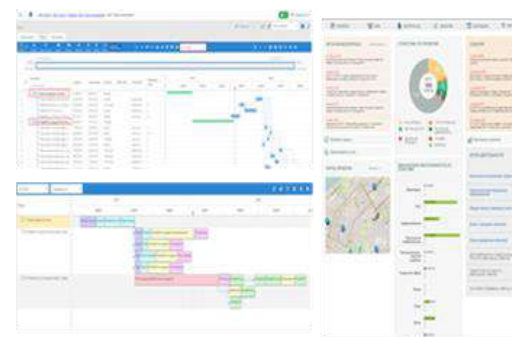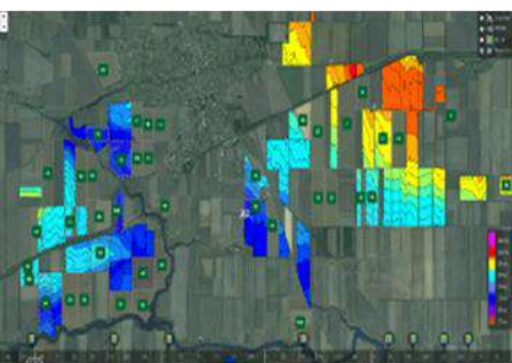   - ISO 20000
    - ISO 14001

Key strengths / Innovation

- **What's in it for Partner?**

- Extensive experience working with foreign customers through partners
- European location - office in Serbia (Belgrade)
- Wide service coverage for time zones through a distributed network of offices (from GMT + 2 to GMT + 10), support 24\7
- Lower cost of resources than European suppliers
- Proven process approach

- **What's in it for Partner professional customers?**

- AR/VR
- AI
- IoT
- Machine Learning

Points of differentiation compared with other market players?

- The process approach
- Many years of international experience
- Lower prices due to the regional location of specialists
- Complexity of services (from audit to implementation and support)
- Service flexibility

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KNOWLEDGE GENESIS
Group of companies

The group of companies develops intelligent software systems of a new generation based on knowledge bases and multi-agent technologies for solving complex tasks of automation of enterprise resource management processes in real time. The created systems help to increase the efficiency of enterprises, improve the quality of services for customers, reduce the cost of work and reduce risks.

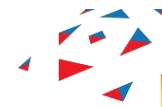### General and Financial Information

- Total Sales 70,832,000 rubles for 2019
- Russia-98%, European Countries-2%

- Main relevant product groups within company Portfolio:
    - Multi-agent project management system Smart Projects;
    - Multi-agent production management system Smart Factory;
    - Multi-agent system for management of commercial logistics Smart Logistics;
    - Multi-agent service team management system Smart Services;
    - Russian Railways multi-agent train schedule management system Smart Railways;
    - Multi-agent management system for agricultural enterprises Smart Farming.

- Currently present in: Russia, Development of smart Services intelligent mobile team management system for Oulu, Finland.

- Main buyers: Medium and large enterprises that want to increase the efficiency of resource management by 15-40%.

- Cooperate with:
    - Russia: PJSC "RSC "Energia", JSC "Russian Railways", JSC "NPK "Irkut" JSC "Kuznetsov", It is the agricultural, TK "Lorrie"; TC "Monopoly". TK "Trasko" LTD, "Coca Cola HBC Eurasia»
    - Export: Multi-Agent Technology Oy (Finland)

Points of differentiation compared with other market players?

- Use of artificial intelligence, namely multi-agent systems and knowledge bases to solve real-time resource planning and optimization problems;
- Increasing efficiency, flexibility and efficiency in decision - making on enterprise resource management, reducing complexity and labor intensity in management, depending on the human factor;
- The cost is lower than that of foreign analogues.

Key strengths / Innovation

- **What's in it for Partner?**
- A new class of innovations and systems that are just entering the market;
- The ability not only to sell ready-made systems, but also to develop custom solutions to any problem of resource management for any client.

- **What's in it for Partner professional customers?**
- Development of intelligent enterprise resource management systems based on artificial intelligence, including multi-agent technologies and knowledge bases for creating digital duplicates business's.

Presentation
Video

INFOVIZION

Creating Business Intelligence solutions for various spheres of activity. Our goal is to create solutions in the field of business analysis that serve as real tools for improving business efficiency. It is important for us that EVERY project we carry out brings practical benefits.

General and Financial Information

- Total Sales - 30 million (RUB)
- Total Market share - Russia 90%
- The main product is the company's Situation Management Center which includes:
  - Analytical platform for internal and external company data
  - Mobile application for field staff management
  - CRM system for building internal communications and processes in the company
  - Workplace of the analyst — for diagnostics of business indents
  - Robotic services for the diagnosis and task management

- Logo's of relevant brands:

infoVizion
Helps Your Business Grow

- Currently present in Russia, Belarus, Kazakhstan, Kyrgyzstan and negotiate with clients from Georgia, Armenia, and Azerbaijan.
- Main buyers: Retail chains (Grossery, DIY, Droggery, etc.) Manufacturers.
- Cooperate with:
  - Russia: Retail: Monetka, Gallamart, Pokupochka, Yarche, UNICHEL, Vimos. Manufacturers: Bergauf;
  - Export: Narodniy (Kyrgyzstan) Domashniy (Belarus), Anvar (Kazakhstan)

Points of differentiation compared with other market players?

- Solving the problems of robotics based on an analytics system is a key difference that allows you to digitize and regulate the company's response to critical situations, to prevent losses.
- The result of more than 20,000 hours of the analytics platform development is available for diagnostics of business incidents immediately after the system is launched.

Key strengths / Innovation

- **What's in it for Partner?**
- Ability to be independent of developers and build a robotic business incident management system independently;
- Extensive implementation experience, the solution is successfully used in the largest regional networks in Russia
- Quick start of the project — 45 days;
- Development of a Business problem solution;
- Center for training users and analysts

- **What's in it for Partner professional customers?**

- Robotic analytical services
- Zero-coding tools
- Solution ecosystem:
  - Analyst's workplace
  - Mobile app (tasks, checklists)
  - Integration with CRM and TaskManager systems
- Creating a platform for creating a system-based, data-driven company.
- Accumulation of digital experience

Limitations

- ✓ No limitations

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