

## Estonian-Croatian Virtual Business Forum and Matchmaking, 18.05.2021

### ESTONIAN COMPANIES:

#### **Bercman Technologies AS**

**Contact:** Hans Leis, Sales Director, [hans.leis@bercman.com](mailto:hans.leis@bercman.com)

**Webpage:** [www.bercman.com](http://www.bercman.com)

**Description:**

Bercman Technologies is a global company designing, developing and manufacturing innovative Smart City products to save lives, eliminate all traffic-related fatalities and accelerate the process towards self-driving vehicles.

The Smart Pedestrian Crosswalk (SPC) monitors the situation on traffic lanes and sidewalks and offers several safety and notification functions. The main task of the SPC is to improve the awareness of road users located nearby and to notify road users of the probable traffic hazards – thus increasing situational awareness (SA) around crosswalk for all parties. The SPC increases SA with LED lights on a pole, an audio signal for the pedestrians, and constantly backlit crosswalk signs.

Look for more: <https://its-estonia.com/en/2020/11/05/the-smart-pedestrian-crosswalk/>

**Meeting requests:** TBC

#### **GoSwift**

**Contact:** Madis Sassiad, Board Member, [madis.sassiad@goswift.eu](mailto:madis.sassiad@goswift.eu)

**Webpage:** [www.goswift.eu](http://www.goswift.eu)

**Description:**

GoSwift creates innovative traffic management solutions based on web and mobile platforms. The company has facilitated the schedule of arrivals and access of vehicles at border crossing points, terminals and production sites since 2011. GoSwift is a strong advocate of Smart Traffic for the Smart City, based on the better use of existing infrastructure and at a fraction of the cost.

The GoSwift products are organising schedules, operating access control at gates and managing with parking and ticketing issues.

GoSwift is providing Just-In-Time Access to Transport Gateways.

Look for more: <https://its-estonia.com/en/2020/11/23/border-queue-management-service/>  
<https://its-estonia.com/en/2020/04/29/vehicle-arrival-scheduling-system/>

**Meeting requests:** Ministry of Interior, Ministry of the Sea, Transport and Infrastructure, Ministry of Finance, Customs Administration

## CybExer Technologies OÜ

**Contact:** Lauri Almann, Member of the Executive Board, [lauri.almann@cybexer.com](mailto:lauri.almann@cybexer.com)

**Webpage:** <https://cybexer.com/>

**Description:**

CybExer Technologies is a NATO-awarded Estonian cybersecurity company. We have wide-ranging experience in providing and maintaining highly sophisticated IT platforms with a special focus on cyber ranges and other capability development solutions. Our platforms are the key to our successful delivery of a plethora of cybersecurity trainings and exercises aimed at ordinary users, technical responders and the very top of strategic leadership.

Look for more: [www.cybexer.com](http://www.cybexer.com)

**Meeting requests:** Government, defense forces and critical infrastructure entities

## Turnit OÜ

**Contact:** Andres Osula, CEO, [Andres.Osula@turnit.com](mailto:Andres.Osula@turnit.com)

**Webpage:** [www.turnit.com](http://www.turnit.com)

**Description:**

Turnit Ride is a cloud-based reservation and ticketing management system that enables passenger transport operators to drive and steer their sales using any of their chosen sales strategies. Fusing sales, inventory management, and operations into one centralized ecosystem brings clarity and streamlines business processes. The system is being developed in close co-operation with top-tier operators and industry evangelists and is constantly evolving for the benefit of all clients.

Turnit Ride uses the latest software technology principles, resulting in highly scalable and modular architecture. Our micro-services based booking engine and caching technology sustains high loads of booking requests during peak sales campaigns or traffic disruptions. Modular architecture also means faster deployment of new functionalities without compromising quality and business performance.

Look for more: <https://turnit.com/product/bus-rail-reservation-system/>

**Meeting requests:** Croatian Railways

## Levercode

**Contact:** Riho Kruuv, Head of Strategic Relations, [riho.kruuv@levercode.com](mailto:riho.kruuv@levercode.com)

**Webpage:** [www.levercode.com](http://www.levercode.com)

**Description:**

Levercode's primary focus is on designing and modelling of reliable, sustainable, and low risk data governance systems.

We help Governments and companies to execute Digital Transformation by:

- Providing digital identification and signing
- Designing proof based and reliable data governance systems that operate at low risk
- Enabling interoperability between IT systems and registries
- Turning trust-based solutions into proof-based platform by implementing Proof Technologies incl. Blockchain or other DLTs
- Securing the compliance of data systems with the surrounding regulatory environment (eg. GDPR, AML)
- Assessing the attack surface of the current IT system and infrastructure

Look for more: [www.levercode.com](http://www.levercode.com)

**Meeting requests:** Persons responsible for implementing Digital Transformation and e-Government in the Croatia. 1-2 technology companies that could be local partners in carrying out joint projects for the government, defense forces and critical infrastructure entities

### **Cognuse Inc.**

**Contact:** Andres Mellik, CEO, [andres.mellik@cognuse.com](mailto:andres.mellik@cognuse.com)

**Webpage:**

**Description:**

Cognuse offers software solutions for critical disease management and rehabilitation. Our solutions are targeted for the clinical staff, educators and patients. Core values reinforcing our innovative products include integrity, demonstration of constant care, and productivity. We strive to design highly integrative digital tools to help guide clients through the recovery process from start to finish.

Look for more: <http://cognuse.com/>

**Meeting requests:**

1. Medical Device providers - to provide CoNurse as a companion app for providing the instructions for setting up and using the medical devices correctly. Service provider - e.g. Emergency medicine/ambulance service - provide CoNurse as a companion app for tracking procedures and providing instructions.
2. Universities/Nursing schools - provide CoNurse as a learning platform and distance learning tool for nursing departments at universities.
3. Provide SpeakTX as a work tool for future SLT-s, special educators and teachers.
4. Clinical partners - We are currently looking for clinical partners for piloting, implementation.

5. Distribution channels - We are also looking to reach partnership agreements with distribution channels such as EHR vendors of which we already have established relationships with Philips.

## Antegenes OÜ

**Contact:** Mihkel Ristimäe, Head of sales, [Mihkel.ristimae@antegenes.com](mailto:Mihkel.ristimae@antegenes.com)

**Webpage:** [www.antegenes.com](http://www.antegenes.com)

**Description:**

Antegenes is biotechnology and healthcare company developing and implementing innovative clinical grade genetic tests (polygenic risk score / PRS) for personalized prevention of cancer and other major complex diseases.

Look for more: <https://antegenes.com/products/>

**Meeting requests:** B2B distributors. We're looking for a distributor who knows healthcare market and has previous experience in IVD market. Also hospital groups and establishments who do cancer screening.

## Dermtest

**Contact:** Priit Kruus, CEO, [priit@dermtest.com](mailto:priit@dermtest.com)

**Webpage:** [www.dermtest.com/en](http://www.dermtest.com/en)

**Description:**

Dermtest is a digital toolbox for skin and wound care. A complete medical photo management solution enabling services from early skin cancer detection, skin care telehealth support to high level wound care treatment.

Look for more: <https://digiexpo.e-estonia.com/Solutions/dermtest-medical-photo-management/>; <https://digiexpo.e-estonia.com/Solutions/dermtest-telehealth-support/>

**Meeting requests:**

1. Digital health authorities, hospitals, care providers, distributors.