

Information and Telecommunications Technology

Industry in LATVIA

Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia



Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Rīga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (2008):	2.3 million
Area:	64 559 km ²
Language:	Latvian (official), Russian, English and German are also widely spoken
Currency:	1 'Lats' (LVL) = 100 'santims'
Exchange rate:	1 LVL = 1.42 EUR (fixed rate as of January 1, 2005) 1 LVL = 1.98 USD (average in 2009)
GDP growth (2008):	-4.6%
GDP in current prices (2008):	EUR 23.157 billion
GDP per capita (2008):	EUR 10 219
Accumulated FDI (2008):	EUR 8.126 billion
Accumulated FDI per capita (2008):	EUR 3 594

Source: Central Statistical Bureau of Latvia, Bank of Latvia



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Recently, more and more frequently we hear that the world is changing. Admittedly, today change is an important word that describes the processes actually taking place. Humanity feels more than ever the need to participate in the innovation process, to be creative and originate novel ideas.

The information and communication technologies sector is a new and rapidly growing sector in Latvia, as in the whole world. As Latvian entrepreneurs seek out challenges in the context of the new information and communication technologies, we cannot miss this opportunity and stay on the sideline at a time when the digital communications environment is rapidly emerging and evolving. We need to appreciate our role and foster our reputation through digital tools.

Innovation in the information and communications technology sector is important to our national economy; it is full of changes, challenges and successful results. Innovations from the ICT sector have contributed to changes and developments in other sectors and boosted the growth of the role of globalization in the world.

However, the importance of public awareness and knowledge of the latest and most effective ICT solutions is important for other sectors. They need knowledge of how to develop their business opportunities through new products and solutions. It is therefore important for the ICT industry to be active in promoting the role of an information society.

The catalogue compiles information on the sector, educational institutions, associations and societies that are important to industry players, endowed with various powers and talents and ready to become your trustworthy partners.

A handwritten signature in black ink, appearing to read 'A. Ozols'.

Andris Ozols
Director

Investment and Development Agency of Latvia

Overview of the Information and Telecommunications Technology Industry in Latvia

Information and Communication Technologies (ICT) are critical to improve the competitiveness of Latvian industries and to meet the demands of its society and economy.

ICTs have a catalytic impact in three key areas:

- productivity and innovation, by facilitating creativity and management;
- modernization of public services, such as health, education and transportation;
- advances in science and technology, by supporting cooperation and access to information.

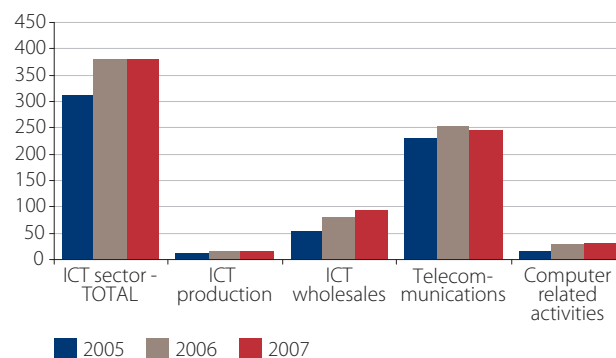
Information and Communication Technologies are significant to creating jobs and improving the quality of life. Although the ICT sector is itself worth 6% of the GDP of Latvia, their importance goes well beyond that - ICTs are also vital to:

- meeting the globalization challenge by boosting innovation, creativity and competitiveness throughout the economy;
- delivering cutting-edge science in all scientific and technological areas;
- making the public sector more efficient, and modernizing sectors ranging from education to energy;
- tackling social challenges, improving the quality of life and meeting the challenge of an ageing society.

The IT sector is forecasted to decline by 2.2% in 2009, mainly due to a significant decrease in IT hardware sales (-6.6%). Software and IT services sales are forecasted to decline only slightly by 0.3%. Overall, the IT market is about to increase by 0.6% in 2010. The IT sector will suffer less than the overall economy due to its potential of increasing efficiency.

By the end of 2007, there were more than 3100 companies active in the ICT sector. Out of these, only 126 were producing ICT equipment, 350 were operating in the telecommunications industry, while more than 1450 companies specialized in ICT services and 1200 in ICT equipment sales. The number of employees in the ICT sector in 2007 was ~25 000. Growth in ICT sector turnover since 2003 has been approximately 19% each year.

Enterprise Profit Before Taxes (M EUR)



Source: Central Statistical Bureau of Latvia

TOP 5 IT WHOLESALERS IN LATVIA

Company	Change, %	Employees
JSC ELKO grupa	4.44	193
GNT Latvia Ltd	-25.32	101
Acme Plus Ltd	-5.01	54
TD Baltic Ltd	-43.30	22
SIS Biznesa centrs Ltd	-35.83	9

2008 was more challenging for Latvian IT wholesalers than 2007. If in 2007 all the market leaders could report a growth in turnover, then in 2008, four of five leading companies showed a turnover reduction. In 2008 there was an increase in the sales percentage of IT infrastructure products, which reduced overall maintenance and administration costs - servers, networking products, data storage devices.

TOP 5 IT DEVELOPERS

Company	Change, %
Lattetelem Technology Ltd	-9.15
JSC Exigen Services Latvia	6.8
TietoEnator Ltd	46.76
DPA Ltd	-2.88
TietoEnator Alise Ltd	17.03

2008 has been relatively successful for developers and, compared with other industries and businesses, more successful economically. Only two of the top five companies experienced a decrease in turnover.

WHY INVEST IN LATVIA?

1. Cultural and work ethic similarities to the rest of Europe and the CIS;
2. Good price/quality value;
3. Geographic location – advantageous for number clients and larger pool of resources;
4. Full compatibility of legal regulations between Baltic and other EU countries;
5. Well-developed business infrastructure;
6. Competitive operating and living costs;
7. Business friendly tax policies (Corporate income tax 15%);
8. Excellent education and good language skills (English + German + Russian);
9. Highly qualified IT specialists with international experience (IT project management, certified testing professionals, system analysts, software developers and other competencies);
10. Ideal conditions to outsource IT Services.

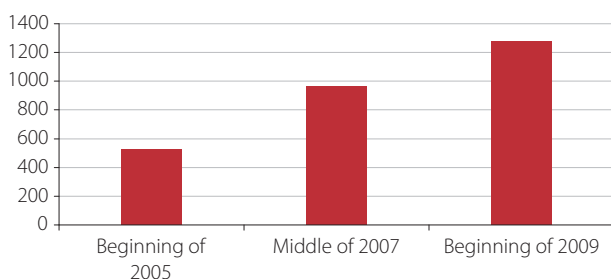
Latvian ICT companies offer various solutions for industries such as telecommunications, health and social care, state administration and defence, and transportation and logistics services. Many public services are adapted for E-government use; language solutions such as localization, online dictionaries, digital content etc.

FINANCIAL SOLUTIONS

One of the core competencies is software development for the finance and insurance industry, including business, financial and accounting analysis and solutions, business intelligence for financing, custom development and integration, core banking and electronic banking, billing, ERP and insurance management systems. The effectiveness of the products developed is demonstrated by customer willingness to use internet banking and the electronic services provided by banks.

Internet banking was one of the most widely used e-commerce applications in 2002; it accounted for between 5% and 10% of the total volume of retail banking transactions in Europe (39 million online banking customers). Most commercial banks in Latvia achieve excellent results in this area, as on average 90% of transactions are completed electronically. 97% of Swedbank and Trasta Komercbanka transactions are e-transactions.

Internet Bank Users*, thousands



* according to the research approximately 1/3 of internet bank users use more than one internet bank.

Source: Research about Internet Banks of Latvia, www.lia.lv

SOFTWARE KNOWLEDGE

The broad spectrum of competencies varies from MySQL, PHP, Java, Visual Studio, Oracle, J2EE experts, to people trained for work with particular customers' IT solutions, to Cobol and assembler extensions for C++.

OUTSOURCING OF BUSINESS PROCESSES

Business process support functions are a relatively new but rapidly growing niche industry. These services are facilitated by the advantages of a high level of education, good foreign language knowledge, relatively low wage costs and easy access to various professionals.

Among the advantages are good Russian language skills, giving regional service providers a wider reach.

In most cases, these business process providers are subsidiaries of a larger structure, and often they provide services to all affiliates:

- Siemens call centre;
- Tele2 Billing – provides IT & Billing services for most Tele2 affiliates;
- Transcom Worldwide Latvia – inbound, outbound and back office services. Main customers: Tele2, VIASAT etc.;
- Accenture - SAP- consulting activities;
- Tieto Enator – ICT management;
- IASO Latvia – serves IASO Backup Technology clients in Central Europe;
- Lattelecom BPO – subsidiary of Lattelecom, focusing on BPO services. The biggest player, provides various additional services, around 700 people are employed by Lattelecom BPO.

EXPORTED GOODS AND SERVICES

Most IT companies in the rating focus on the Baltic market. Latvia exports around 34% outside the Baltic States, strongly influenced by Exigen Services and TietoEnator whose exports account for 48% and 40% of total sales respectively. Larger companies earn more abroad mostly owing to their subsidiaries established in foreign markets.

AREAS FOR A GROWTH

eCommerce and eBusiness are not yet particularly developed in Latvia. Only 9% of Latvian enterprises use analytical CRM to analyse client information for marketing purposes.

According to European Union research, ICT industry players have an opportunity to participate in new growing market niches such as:

- Digital library, Content, E-Learning;
- Environment, energy and transport;
- Healthcare;
- ICT for an ageing society;
- ICT for sustainable development;
- Social networks.

EDUCATION

Quality University IT Curriculum:

- Internationally recognized IT studies at Riga Technical University, the University of Latvia, and the Institute of Transport & Communications;
- Participation of IT companies in curriculum quality assurance;
- Acquisition of practical IT skills in Latvian software houses;
- Targeted support from local firms (research prizes, scholarships, donations etc.).

University level ICT professional education in 2008:

- 2008 ICT students enrolled;
- 1104 graduated with a diploma, 20% with higher degrees.

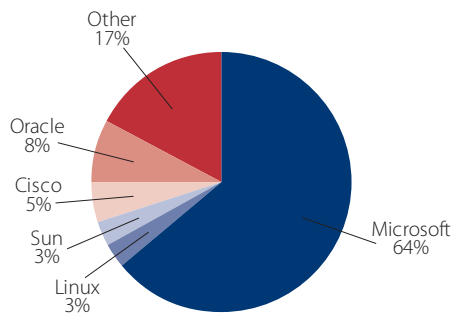
2009 has seen an increased interest in studying ICT specialities, with the largest enrolment of students in recent years.

LIFELONG LEARNING

Supported by the Ministry of Economics and EC structural funds program for the retraining of employees, professional skills were provided for 70 ICT companies and 1438 participants in 2008. 134 courses with 670 participants are being conducted in 2009.

Baltijas Datoru akadēmija (BDA) is a leading continuous learning and ICT producers' certification and testing centre in Latvia. To date 1700 tests have been administered.

Certification Tests, 2008



Source: BDA testing centre

TELECOMMUNICATIONS SECTOR

MARKET SITUATION

2008 saw an upward trend in the total market volume of electronic communications services, but in 2008 there was also a growth slowdown, registering an increase of only 2.3%, as compared to 2007.

Competition in the Latvian mobile and broadband markets remained strong and consumer prices continued to decrease during 2008, in particular in the mobile sector. Inflation continued to decrease in the electronic communications sector. Therefore, average European electronic communications services to consumers in 2008 were improved over the previous year.

The total turnover for the Latvian telecommunications sector was about EUR 730 million as at 31st December, 2007:

- Revenue from fixed line markets was EUR 132 million,
- Revenue from mobile markets was EUR 296 million.

The total value of tangible investments in telecommunications networks stood at EUR 120 million:

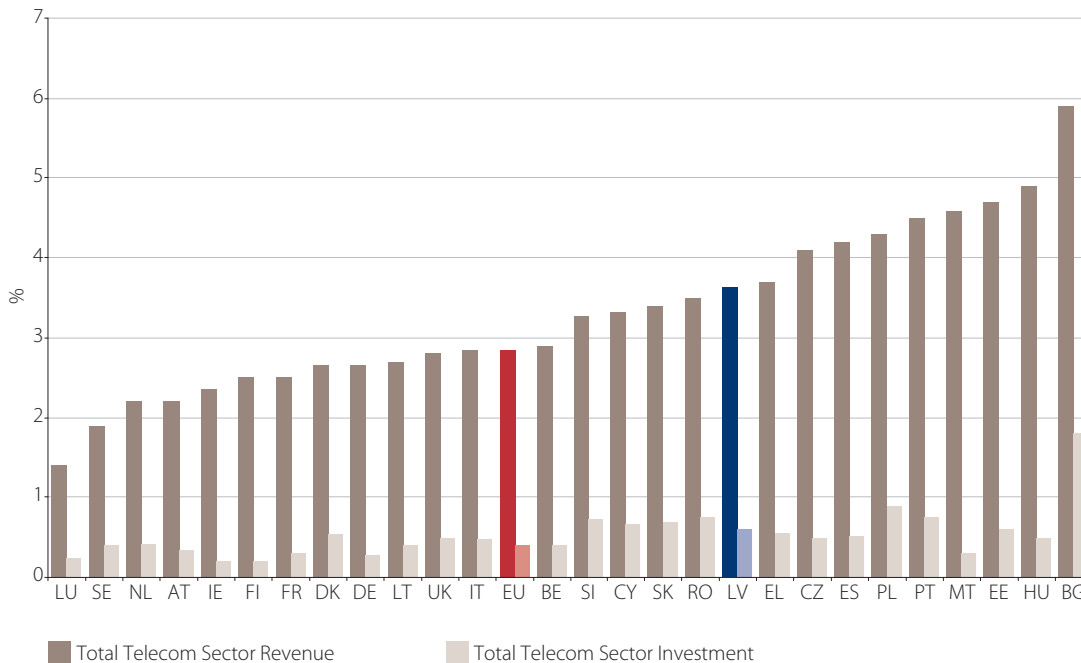
- Fixed line operators invested EUR 47 million,
- Mobile operators invested EUR 70 million,
- Alternative operators invested EUR 3 million.

Total telecoms industry revenue in 2008 (EUR 746 million) shows that investment has paid off and, despite the economic downturn, the industry is still showing revenue growth.

On a Europe-wide level Latvia is in the TOP10 by investment and revenue in the telecommunications industry.

Telecom Revenue and Investment over GDP, 2007

EU Telecom Revenue Average: 2.90% GDP



Source: 14th report, Information Society, EU

MOBILE TELECOMMUNICATIONS

Today 3 GSM/UMTS (LMT, TELE2 and BITE LATVIA) and one CDMA (TELEKOM BALTIIJA) mobile operators, with their own infrastructure, and a few mobile virtual network operators operating in the GSM mobile operator BITE LATVIA network, are active in the market.

The mobile market remains the most dynamic part of the electronic communications sector, due to increasing call volumes and the take-off of mobile broadband.

EU average mobile telephony penetration has reached 119%, in Latvia the figure has already reached 109%.

Judging by EU data not expected continued rapid mobile penetration as before, given the continued rise in the cost of living. Consumers are watching their costs and doing without additional SIM cards.

The volume of ported numbers in Latvian mobile phone networks increased significantly in 2008. This is explained by the possibility to port numbers of pre-paid services in mobile phone networks from February 1, 2008. Over the course of 2008, number transfers involving changing electronic communications companies took place in 99 386 cases. Of these, 82% were in the mobile telephone networks.

In the future mobile operators will be more focused on customer retention, and not so much on new customer attraction.

FIXED TELECOMMUNICATIONS

Total subscriber lines have not changed significantly in recent years and are only slightly increased, reaching approximately 718 thousand lines. Approximately 87% of the market belongs to the historically dominant operator Lattelecom.

Latvia still has relatively high interconnection tariffs of EUR 1.14 Euro-Cents (0.008 LVL), compared to the EU average of 0.86 Euro-Cents. The Public Utilities Regulation Commission has made a decision to reduce interconnection tariffs from April 2010.

It is anticipated that in future the fixed line sector of the market will continue to slowly decline, becoming a component of the total telecommunications package.

BROADBAND/INTERNET ACCESS

During 2008, there was an increase in the number of companies providing Internet access services. As a result, the market share of the incumbent market participant Lattelecom decreased. The decrease was due to the entry of mobile operators into Internet access service markets, for example, by offering specially adapted end-user equipment. Also, alternative technologies to xDSL strengthened their position in the market.

The presence of regular and frequent internet users in Latvia is comparable to that for the EU as a whole. Utilisation of internet services is also generally good. Rates of participation for the more popular activities such as sending emails and looking up information about goods and services are similar to the EU average and for a number of other services rates of usage are higher. The availability of online public services is very low, both for citizens and for enterprises. Consequently, the use of eGovernment also lies far below the European average.

Broadband Internet development will play a significant role in future economic growth. The Internet environment will determine the future development of telecommunications services, increase the range of TV services, voice and video calls, etc.

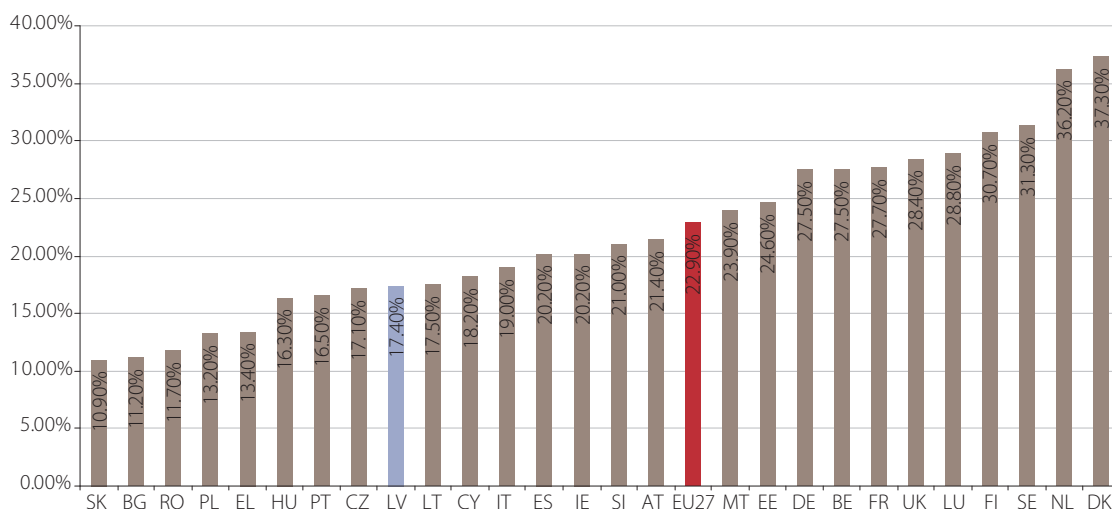
January 2009 broadband penetration in Latvia reached 17.4%, compared with 15% in January 2008. January 2009 broadband penetration in the EU averaged 22.9%.

Based on data from the Public Utilities Regulation Commission, technologies used for Internet access at the end of 2008 were the following:

- Mobile access – 37%;
- Ethernet – 23%;
- xDSL – 29%;
- Fixed wireless access – 3%;
- Cable modem – 6%;
- Other - 2%.

Total DSL coverage in Latvia grew further to reach 88% of the population, exceeding the EU average. However, broadband coverage in rural areas remains an issue and broadband penetration is still lower than average, as is the connectivity of households.

EU Broadband Penetration Rate - BB Lines per 100 Population, January 2009



Source: 14th report, Information Society, EU

Information sources used for this description:

- European Commission, Information society, Annual reports – 14th report, http://ec.europa.eu/index_en.htm;
- Latvian Internet Association (LIA), Research about Internet Banks of Latvia, www.lia.lv;
- The Telecommunications Association of Latvia, presentation of Peteris Smidre;
- Public Utilities Commission, www.sprk.gov.lv;
- Latvian IT cluster, presentation of chairman Janis Bergs;
- The Latvian Information and Communications Technology Association, presentation of Imants Freibergs;
- Dienas Bizness Publication TOP 500, November 2009.

ICT Companies

Areas of Activities

No	Company	Consulting/Project management services	Data storage/Hosting/Workstation management	Distributor/reseller	Education/training	Entertainment/games/mobile content providers	Hardware (office machinery, parts, computer peripheral equipment)	Infrastructure	Manufacturing of computer, electronic and optical equipment	Manufacturing of telecommunication equipment	Network (engineering, internet, wireless)	Outsourcing (BPO)	Repair services (computers, office machinery, other equipment)	Research	Software programming	Telecommunication services	IT auditing, security	Data Centre services, auditing and development	WEB development, advertising, marketing	Interfaces	Translation, localisation and DTP services	Audiovisual equipment integration	
1	AA PROJEKTS																						
2	AMBICODE																						
3	BALTIJAS DATORU AKADEMIJA																						
4	BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS																						
5	BIROTEH																						
6	BUSINESS INSTRUMENTS																						
7	CHECK-IT																						
8	CITYCREDIT																						
9	CLUSTERPOINT																						
10	CUBE-MEDIA																						
11	DATAKOM																						
12	DATORIKAS INSTITŪTS DIVI																						
13	DATORZINĪBU CENTRS																						
14	DIGITĀLĀS EKONOMIKAS ATTĪSTĪBAS CENTRS																						
15	DPA																						
16	ELVA BALTIC																						
17	ERICSSON LATVIA																						
18	EUROPROJECTS																						
19	EUROSCREEN																						
20	EXIGEN SERVICES LATVIA																						
21	FMS GROUP																						
22	IBM LATVIJA																						
23	IDYNAMIC																						
24	INFOSERV-RĪGA																						
25	ISOFT SOLUTIONS																						
26	IT HOUSE																						
27	ITELLA INFORMATION																						
28	ITFARM BACKOFFICE																						
29	KOMERCCENTRS DATI GRUPA																						

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30	LATINSOFT																						
31	LATTELECOM																						
32	LATVENERGO																						
33	LATVIJAS INFORMĀCIJAS TEHNOĻOĢIJU KLASTERIS																						
34	LATVIJAS MOBILAIS TELEFONS																						
35	M.A.R.I.D. I																						
36	MEDIAPARKS																						
37	MICRO DATORS																						
38	NORDTEXT																						
39	OPTRON																						
40	OXO																						
41	PROFERO																						
42	REGULA BALTIJA																						
43	REMEKS SERVISS																						
44	RIX TECHNOLOGIES																						
45	SAF TEHNIKA																						
46	SANTA MONICA NETWORKS																						
47	SECURE SYSTEMS																						
48	SPECIFIT																						
49	SWH SETS																						
50	TELEKOM BALTIJA																						
51	TIETOENATOR																						
52	TIETOENATOR ALISE																						
53	TRANSCOM WORLDWIDE LATVIA																						
54	TRANSPORTA UN SAKARU INSTITŪTS																						
55	TRUE VISION																						
56	VIDE INFRA GRUPA																						
57	ZZ DATS																						

Providing Services for Sectors

No	Company	Construction	Education and culture	E-government	Electronic industry	Environment	Financial and insurance industries	Health and social care	Manufacture of food and beverages	Manufacturing or trade of textiles or leverage products	Metalworking	Power industry	Real estate	State administration and defence	Telecommunications	Forest industry	Transport and logistic services	Retail	News and on-line Media
1	AA PROJEKTS																		
2	AMBIKODE																		
3	BALTIJAS DATORU AKADĒMIJA																		
4	BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS																		
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32	LATVENERGO																		
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56	VIDE INFRA GRUPA																		
57	ZZ DATS																		

Companies listed in catalogue having certified specialists available: Microsoft 430, Oracle 155, Cisco 57, IBM 39, Project management 36, ITIL 35, HP 36, LINUX 25, DELL 22.

Company Profiles



AA PROJEKTS

Legal form: Ltd
Address: Dzirnavu iela 72-2, Rīga, LV-1050, Latvia
Phone: +371 67282720
Fax: +371 67282720
E-mail: info@aaprojekts.lv
Website: www.aaprojekts.lv

Member of the Board: Mr Aldis Puisītis
Contact: Ms Ilze Buksa
Position of the contact person: Consultant
Languages spoken: English, Russian, Latvian
Number of employees: 8
Founded in: 2001

Turnover in 2007: EUR 772 944
Turnover in 2008: EUR 433 438
Main markets: Latvia

Business profile: The company focuses on IT consultancy, audit and procurement management services for government institutions, local municipalities and private enterprises. AA Projekts has gained significant experience in a number of projects, which can be divided into the following main sectors: Public Health, Document Management, Geographical Information systems, State Procurement and State Integrators. AA Projekts analyses system requirements and specifications, prepares business processes, and develops operational concept descriptions and systems architecture. In the procurement process, the company assists in the preparation of tender documents, offers legal services in the tendering process and provides quality monitoring in the system implementation process.

Seeking cooperation in: AA Projekts would be interested to find partners for consultancy projects in areas described in company's business profile.

Desired markets: Lithuania, Estonia, Czech Republic, Bulgaria, Georgia

Certificates in use: ISO 9001



AMBICODE

Legal form: Ltd
Address: Mūkusalas iela 41, Rīga, LV-1004, Latvia
Phone: +371 29231398
E-mail: info@ambicode.com
Website: www.ambicode.com

Member of the Board: Mr Kristaps Ērglis
Contact: Mr Kristaps Ērglis
Position of the contact person: Member of the Board
Languages spoken: English, German, Russian, Latvian
Number of employees: 8
Founded in: 2006

Turnover in 2007: EUR 59 000
Turnover in 2008: EUR 214 000
Export volume in 2007: EUR 5 000
Export volume in 2008: EUR 10 000
Main markets: Latvia, Ireland

Business profile: All types of web applications – from the simple to the complex. Quality, clarity, attention to detail and usefulness are at the core of everything we do.

Seeking cooperation in: Creation of feature-rich, complex web sites with good added value.

Desired markets: Latvia, Ireland, Sweden, Netherlands, United Kingdom, Norway, USA



BALTIJAS DATORU AKADEMIJA

Legal form: Ltd
Address: Tallinas iela 4, Rīga, LV-1001, Latvia
Phone: +371 67505090
Fax: +371 67505032
E-mail: educ@bda.lv
Website: www.bda.lv

Director: Ms Nadežda Semjonova
Contact: Ms Māra Ruce-Veselova
Position of the contact person: Key Account Manager
Languages spoken: English, Russian, Latvian
Number of employees: 21
Founded in: 1994

Turnover in 2007: EUR 1 500 000
Turnover in 2008: EUR 1 571 000
Main markets: Latvia

Business profile: Authorized partner of leading ICT vendors for instructor led training, user training, courseware development, learning management systems (Moodle) deployment and integration, blended learning solutions, e-learning course design.

Seeking cooperation in: Cooperation model: projects;
Cooperation area: e-inclusion projects, e-learning projects.

Desired markets: Estonia, Lithuania, Azerbaijan, Armenia, Kazakhstan, Georgia, Uzbekistan

Certificates in use: ISO 9001



BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS

(Baltic Information Technology)

Legal form: Ltd
Address: Ūnijas iela 11A, Rīga, LV-1039, Latvia
Phone: +371 67819977
Fax: +371 67819980
E-mail: sales@bit.lv
Website: www.bit.lv

Member of the Board: Mr Harijs Gals
Contact: Mr Agris Prieditis
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 20
Founded in: 1992

Turnover in 2007: EUR 4 000 000
Turnover in 2008: EUR 5 000 000
Export volume in 2007: EUR 100 000
Export volume in 2008: EUR 100 000
Main markets: Latvia, Lithuania, Estonia

Business profile: IT infrastructure sales, consultation, maintenance and project implementation. Outsourcing services and warranty services of commercial software and IT hardware. We have certified engineers for HP, IBM, Microsoft, VMware, Citrix etc.

Seeking cooperation in: IT infrastructure projects and outsourcing for Baltic customers.

Desired markets: Latvia, Lithuania, Estonia

Certificates in use: ISO 9001



BIROTEH

Legal form: Ltd
Address: Mūkusalas iela 42, Rīga, LV-1004, Latvia
Phone: +371 67808788
Fax: +371 67808799
E-mail: info@biroteh.lv
Website: www.biroteh.lv

Director: Mr Uldis Jaudzems
Contact: Mr Uldis Jaudzems
Position of the contact person: Director
Languages spoken: English, Russian, Latvian
Number of employees: 16
Founded in: 1999

Turnover in 2007: EUR 1 900 000
Turnover in 2008: EUR 1 900 000
Main markets: Latvia

Business profile: Audiovisual, office and IT equipment trading, consulting and servicing; starting from needs analysis up to post warranty services in the following fields:

- Complete audiovisual equipment installations for conference rooms, auditoriums, control rooms, public access areas and digital signage solutions;
- Videoconferencing for corporate, educational and governmental applications;
- Acquired experience and knowledge allows us to offer customers both tailor made and widespread solutions.

Seeking cooperation in: Subcontractor service for audiovisual equipment installation projects. Implementation and service support for international accounts in Latvia.

Desired markets: Finland, Sweden, Germany, United Kingdom, Russia



BUSINESS INSTRUMENTS

Legal form: Ltd
Address: Republikas laukums 3-619, Rīga, LV-1010, Latvia
Phone: +371 67878636
Fax: +371 67878637
E-mail: bi@bi.lv
Website: www.bi.lv

Member of the Board: Mr Raitis Zvejnieks
Contact: Mr Raitis Zvejnieks
Position of the contact person: Director
Languages spoken: English, Russian, Latvian
Number of employees: 15
Founded in: 2004

Turnover in 2007: EUR 91 291
Turnover in 2008: EUR 654 898
Main markets: Latvia

Business profile: ERP solution advantage, accounting, POS Systems, CRM, Business Intelligence, B2B, B2C, SMART talk, individual solutions.

Seeking cooperation in: Java outsourcing.

Desired markets: United Kingdom, Russia



CHECK-IT

Legal form: Ltd
Address: Valguma iela 5, Rīga, LV-1048, Latvia
Phone: +371 67471283
Fax: +371 67471284
E-mail: info@checkit.lv
Website: www.checkit.lv

Chairman of the Board: Mr Imants Šķērstens
Contact: Mr Juris Pūce
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 8
Founded in: 2004

Turnover in 2007: EUR 669 560
Turnover in 2008: EUR 941 101
Export volume in 2007: EUR 80 000
Export volume in 2008: EUR 95 000
Main markets: Latvia, Lithuania, Estonia, Russia

Business profile: Project management, IT Service management, Information Security and Knowledge.

- Information Security consulting and penetration testing;
- Data centre auditing, data centre design projects (CDCP);
- Management of IT related projects;
- IT Service management, adoption of ITIL or improvement of existing processes, Service Desk implementation.

Seeking cooperation in: Exporting knowhow and our expertise to our target markets. Potential partners with a capacity to sell our services and transfer our knowhow to their markets.

Desired markets: Latvia, Lithuania, Estonia, other European countries, Russia

Certificates in use: ISO 20000, ISO 27000



CITYCREDIT

Legal form: Ltd
Address: Skanstes iela 13, Rīga, LV-1013, Latvia
Phone: +371 67365977
Fax: +371 67777746
E-mail: info@mobilly.lv
Website: www.mobilly.lv

Chairman of the Board: Mr Kārlis Andersons
Contact: Mr Kārlis Andersons
Position of the contact person: General Manager
Languages spoken: English, Russian, Latvian
Number of employees: 4
Founded in: 2005

Turnover in 2007: EUR 72 978
Turnover in 2008: EUR 156 521
Main markets: Latvia

Business profile: Mobile and online payments, account systems, mobile parking and ticketing solutions.

Seeking cooperation in: Municipalities, parking operators, financial institutions, mobile network operators.

Desired markets: Czech Republic, Spain, United Kingdom, Ukraine, Georgia



CLUSTERPOINT

Legal form: Ltd
Address: Skanstes iela 13, Rīga, LV-1013, Latvia
Phone: +371 67709680
Fax: +371 67709681
E-mail: info@clusterpoint.com
Website: www.clusterpoint.com

Member of the Board: Mr Gints Ernestsons
Contact: Mr Mārtiņš Bērziņš
Position of the contact person: Sales and Marketing Director
Languages spoken: English, German, Russian, Latvian
Number of employees: 9
Founded in: 2006

Turnover in 2007: EUR 17 477
Turnover in 2008: EUR 134 096
Export volume in 2008: EUR 100 000
Main markets: Latvia, Lithuania, United Kingdom, Belarus

Business profile: Clusterpoint Ltd. is a software development company. Our main product - Clusterpoint Server is an easily scalable DBMS that helps you solve legacy SQL database performance and scalability problems.

Some of the vertical solutions that we have developed and that utilize Clusterpoint Servers speed and scalability are:

Business Directories – improve response times for complicated text queries up to 1000 times;
News data archives – scalability and intelligent searches improve usability of stored information;
Network forensics - scalable traffic storage later detailed analysis.

Seeking cooperation in: We are looking for partners – software integrators - who would be interested in using the benefits that the Clusterpoint Server platform brings, to add value to the solutions they are developing.

Desired markets: Sweden, Germany, France, United Kingdom, USA, Russia



CUBE-MEDIA

Legal form: Ltd
Address: Meža iela 4A-53, Rīga, LV-1048, Latvia
Phone: +371 29273508
E-mail: info@cube.lv
Website: www.cube.lv

Director: Mr Ingus Augstkalns
Contact: Mr Mārtiņš Dambis
Position of the contact person: Project Director
Languages spoken: English, Russian, Latvian
Number of employees: 20
Founded in: 2004

Turnover in 2007: EUR 240 735
Turnover in 2008: EUR 378 820
Export volume in 2008: EUR 4 560
Main markets: Estonia, Netherlands, Canada, USA

Business profile: Web based and digital advertising solutions: Digital campaign strategies, creative concepts and implementation. Campaign banners, microsites, branded games, corporate web sites, flash image sites, integrated solutions for social networks, mobile games & applications, including iPhone apps. Complex Web pages & Web applications: 1) Web sites – online shops, reservation systems, payment systems etc. 2) Tailor-made Web applications – time management system, real estate sales system, CRMs etc. 3) Publicly open web applications – e-libraries, thematic portals.

Seeking cooperation in: 1) Advertisement agencies, creative agencies, various companies with or without marketing departments. 2) Companies and organizations with the need of complex web sites, tailor made Web applications and publicly open web applications.

Desired markets: Finland, Sweden, Denmark, Netherlands, United Kingdom



DATAKOM

Legal form: Ltd
Address: K. Ulmaņa gatve 2, Rīga, LV-1004, Latvia
Phone: +371 67628888
Fax: +371 67892092
E-mail: info@datakom.lv
Website: www.datakom.lv

Member of the Board: Mr Ģirts Romanovskis
Contact: Mr Jānis Čupriks
Position of the contact person: Corporate Account Manager
Languages spoken: English, Russian, Latvian
Number of employees: 38
Founded in: 1994

Turnover in 2007: EUR 4 505 958
Turnover in 2008: EUR 6 046 608
Export volume in 2007: EUR 40 686
Export volume in 2008: EUR 14 519
Main markets: Latvia, Lithuania

Business profile: Development, management and consultations in IT projects; IT infrastructure solutions; IT equipment sales and service, IT infrastructure audit; Consultations about planning and organizing of the procurement process and accomplishment of procurement; Trade and maintenance of computer engineering; Technical support solutions and services; Consultations in energy and heat supply; Outsourcing; Planning, development and testing of computer networks.

Seeking cooperation in: We provide effective IT solutions for business growth. Our core services are delivery, installation and ongoing support of IT infrastructure. By using our expertise in business models and knowhow of industries we can provide with solutions which are not only good from technical viewpoint, but also have low total cost of ownership and ROI. Since we are working not only in Latvia we can provide good service coverage, fast response and reliable support services for international companies with affiliates in the Baltics. Also we have deep knowledge in consolidation of IT infrastructure, for example by using thin client infrastructure.

Desired markets: Lithuania, Ukraine, Uzbekistan, Kazakhstan

Certificates in use: ISO 9001

DATORIKAS INSTITŪTS DIVI

Legal form: Ltd
Address: Avotu iela 40-34, Rīga, LV-1009, Latvia
Phone: +371 67291020
Fax: +371 67844994
E-mail: info@di.lv
Website: www.di.lv

Member of the Board: Ms Zane Bičevska
Contact: Mr Vitālijs Jakovels
Position of the contact person: Marketing Manager
Languages spoken: English, German, Russian, Latvian
Number of employees: 65
Founded in: 1995

Turnover in 2007: EUR 1 440 000
Turnover in 2008: EUR 1 965 000
Main markets: Latvia, Germany

Business profile: Services:

- Software design, development and implementation;
- Integration and localisation of information systems;
- Implementation of open source solutions;
- IT consultations.

Products:

- Solutions for Banking Sector:
 - *Securities Accounting and Transaction system;*
 - *Asset Management Information System;*
 - *Multi-currency Accounting System.*
- Financial Instruments Funding Supervision and Management System;
- Business Process Workflow Management System;
- Budget Planning and Reporting Solutions for the Public Sector;
- Number Portability Service and Central Database System;
- Social Services Management System.

Seeking cooperation in: Development, implementation and maintenance of information systems; Delivery, integration and localisation of banking solutions for financial institutions.

Desired markets: Sweden, Germany, Austria, Ukraine, Kazakhstan

Certificates in use: ISO 9001



DATORZINĪBU
CENTRS

DATORZINĪBU CENTRS

Legal form: JSC
Address: Pulkveža Brieža iela 4-3, Rīga, LV-1010, Latvia
Phone: +371 67338366
Fax: +371 67332146
E-mail: dzc@dzc.lv
Website: www.dzc.lv

Chairman of the Board: Mr Andris Ķikāns
Contact: Mr Andris Ķikāns
Position of the contact person: Chairman of the Board
Languages spoken: English, German, Russian, Latvian
Number of employees: 44
Founded in: 1996

Turnover in 2007: EUR 2 258 840
Turnover in 2008: EUR 3 007 560
Export volume in 2007: EUR 124 197
Export volume in 2008: EUR 53 287
Main markets: Lithuania, Germany

Business profile: IS development (databases, data warehousing and analysis, web applications); computer training on standard software custom applications and Microsoft Dynamics products (AX, NAV, CRM); implementation of e-learning systems, development of e-learning content; certification testing (Pearson & Prometric). Our main solutions are learning management systems (LMS and LCMS), web portals, document management solutions, e-learning tools (SCORM), high-security information systems for the health sector, business intelligence applications, e-mail solutions based on Microsoft Exchange and Live@Edu technologies.

Seeking cooperation in: We are interested in partners for selling or joint implementation of solutions in the e-Health, forestry and education sectors, as well as for joint research activities in these fields.

Desired markets: Lithuania, Germany, United Kingdom



DIGITĀLĀS EKONOMIKAS ATTĪSTĪBAS CENTRS (DEAC)

Legal form: Ltd
Address: Maskavas iela 459, Rīga, LV-1063, Latvia
Phone: +371 67072100
Fax: +371 67072199
E-mail: office@deac.lv
Website: www.deac.lv

Chairman of the Board: Mr Andris Gailītis
Contact: Mr Andris Gailītis
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 39
Founded in: 1999

Turnover in 2007: EUR 1 144 390
Turnover in 2008: EUR 1 577 988
Export volume in 2007: EUR 37 912
Export volume in 2008: EUR 24 260
Main markets: Latvia, Lithuania, Estonia, Finland, Sweden, Spain, Island, Russia

Business profile: Largest Data centre operator in the Baltics, Two secure Data Centres - DC "Grizinkalns" (underground bunker, 12m below ground), (400m², colocation capacity 130 racks), DC "Rīga" (600m², colocation capacity 8000 servers), Data centre services, Server rental/colocation, Rack rental/colocation, Data storage, Managed hosting, IT Outsourcing, Remote managed services, Cloud hosting.

Seeking cooperation in: Cooperation with Data Centre service distributors, IT integrators and end customers. Cooperation agreement.

Desired markets: Estonia, Lithuania, Finland, Spain, Island Sweden, Germany, France, Italy, Belgium, Denmark, Poland, United Kingdom, Ireland, Norway, Russia, Ukraine

Certificates in use: ISO 9001



DPA

Legal form: Ltd
Address: Elizabetes iela 75, Rīga, LV-1050, Latvia
Phone: +371 67509900
Fax: +371 67509906
E-mail: dpa@dpa.lv
Website: www.dpa.lv

Member of the Board: Mr Juris Vilders
Contact: Mr Gatis Ošs
Position of the contact person: Head of Sales Department
Languages spoken: English, Russian, Latvian
Number of employees: 50
Founded in: 1997

Turnover in 2007: EUR 16 297 000
Turnover in 2008: EUR 15 828 000
Export volume in 2007: EUR 1 699 000
Export volume in 2008: EUR 2 114 000
Main markets: Lithuania, Belarus, Ukraine

Business profile: Software licensing advisory, consulting and sales; software audit and asset management. Microsoft LAR partner.
IT infrastructure solutions: resource directory (Microsoft Active directory solutions), system management and monitoring, security, unified communications (Microsoft Office communications server), collaboration and messaging (Microsoft Exchange) solutions.
Information worker and business productivity solutions: document management systems on Sharepoint, Microsoft Dynamics ERP and CRM solutions.

Seeking cooperation in: Consulting services for medium and large enterprises and organizations in software licensing issues (prior acquisition, tenders, during tenders to evaluate proposals, audit).
Subcontracting IT service provider companies in IT infrastructure solution projects.

Desired markets: Sweden, Denmark, Norway, Georgia

Certificates in use: ISO 9001



ELKO GRUPA

Legal form: JSC
Address: Rūpniecības iela 27, Rīga, LV-1045, Latvia
Phone: +371 67093230
Fax: +371 67093299
E-mail: marketing@elkogroup.com
Website: www.elkogroup.com

Director: Mr Jānis Casno
Contact: Mr Ilgonis Inspēters
Position of the contact person: Distribution Director
Languages spoken: English, Russian, Latvian
Number of employees: 630
Founded in: 1993

Turnover in 2007: EUR 747 048 000
Turnover in 2008: EUR 719 085 000
Export volume in 2007: EUR 717 153 000
Export volume in 2008: EUR 692 554 000
Main markets: Latvia, Lithuania, Estonia, Romania, Slovakia, Slovenia, Russia, Ukraine

Business profile: ELKO Group is a multinational IT products and consumer electronics wholesale distributor. The company is mainly focused on IT product distribution, supplying a range of more than 9 000 different products as desktop components, notebooks and components, monitors, peripherals, consumer and multimedia products, and solution products. The company cooperates with more than 6 300 customers: resellers, systems integrators, OEMs and retailers, and has agreements with more than 80 vendors.



ELVA BALTIC

Legal form: Ltd
Address: Robežu iela 46, Rīga, LV-1004, Latvia
Phone: +371 67065115
Fax: +371 67065117
E-mail: info@elvabaltic.lv
Website: www.elvabaltic.lv

Chairman of the Board: Mr Jānis Dambergs
Contact: Mr Alvilis Tabaks
Position of the contact person: Sales Manager
Languages spoken: English, Russian, Latvian
Number of employees: 35
Founded in: 2004

Turnover in 2007: EUR 2 376 465
Turnover in 2008: EUR 1 942 460
Export volume in 2007: EUR 44 328
Export volume in 2008: EUR 75 791
Main markets: Latvia, Lithuania, Estonia, Norway, Iceland

Business profile: Business management, accounting, implementation and service of specific individual solutions; Professional business and accounting process analysis; Development of IT infrastructure projects; Certified implementation and support of Microsoft Dynamics NAV; Implementation and support of document management and other business management systems; Personal training.

Seeking cooperation in: We are looking for distribution partners for the Microsoft Dynamics NAV Add-on Solution ElvaDMS (Automotive dealer management system).

Desired markets: Germany, United Kingdom, Russia, USA, United Arab Emirates



ERICSSON LATVIA

Legal form: Ltd
Address: Dunties iela 6, Rīga, LV-1013, Latvia
Phone: +371 67090000
Fax: +371 67090001
E-mail: ericsson.latvia@ericsson.com
Website: www.ericsson.com

Member of the Board: Mr Veiko Sepp
Contact: Mr Andris Luriņš
Position of the contact person: Marketing and Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 12
Founded in: 1998

Turnover in 2007: EUR 5 698 852
Turnover in 2008: EUR 5 272 836
Main markets: Latvia

Business profile: Mobile telecommunication networks (GSM, UMTS), fixed telecommunication networks (PSTN, ISDN, Xdsl, Ethernet, IP, ATM), transport and transmission technologies (microwave transmission equipment, optical systems, etc.). Implementation, solution preparation and integration, technical support, training, consultancy services, etc.

Seeking cooperation in: Relevant to business profile.

Desired markets: Latvia

Certificates in use: ISO 9001, ISO 14001, ISO 27001, TL9000



EUROPROJECTS

Legal form: Ltd

Address: Lāčplēša iela 20A, Rīga, LV-1011, Latvia

Phone: +371 67240240

Fax: +371 67240888

E-mail: office@europrojects.lv

Website: www.europrojects.lv

Chairman of the Board: Ms Lidija Škoļņija

Contact: Mr Ruslans Škoļņijs

Position of the contact person: Member of the Board

Languages spoken: English, Russian, Latvian

Number of employees: 15

Founded in: 1999

Turnover in 2007: EUR 410 000

Turnover in 2008: EUR 390 000

Export volume in 2007: EUR 21 206

Export volume in 2008: EUR 795

Main markets: Latvia

Business profile: Web solution programming:

- Websites
- Portals
- Intranet systems
- Databases
- Trade and payment systems

Data Center Services:

- Procurement, installation, placement and administration of servers

Hosting

Design:

- Websites
- Corporate style

Packings:

- Advertising materials
- Exhibition stands
- Photo studio

Research & development:

- Web solution development and implementation

In 2009 our company developed a new IT solution:

anaZana. The anaZana system allows users to make easy, fast, inexpensive websites, e-shops, and databases.

We have solutions for leading companies and individuals simply interested in the development and implementation of new technologies.

A friendly, warm attitude and ambition are required for those who would like to join our team - these are the qualities that guarantee competitive, competent, new and convenient solutions for our clients.

Seeking cooperation in:

- Finding partners willing to promote & sell the anaZana system for their clients.
- Developing unique Internet solutions in conformity with client specifications.

Desired markets: Baltic Sea Region countries, United Kingdom, Bulgaria, Russia, Kazakhstan, Uzbekistan, China, Australia, USA, Brazil, India



EUROSCREEN

Legal form: Ltd
Address: Brīvības iela 235, Rīga, LV-1006, Latvia
Phone: +371 67555554
Fax: +371 67555563
E-mail: info@es.lv
Website: www.es.lv

Member of the Board: Mr Artūrs Dambinieks
Contact: Mr Artūrs Dambinieks
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 10
Founded in: 1998

Turnover in 2007: EUR 1 060 000
Turnover in 2008: EUR 815 000
Main markets: Latvia

Business profile: Microsoft, Oracle and Linux based software solution development. High efficiency IT systems, solution providing and maintenance: Hardware, software and office equipment - deployment, maintenance, repair services. Server and Network solutions - building and maintenance. Document and process management solutions, based on Microsoft and Linux platforms, implementation and maintenance.

Seeking cooperation in: Our interest in external markets is to become the exclusive dealer in the Baltic States and Russia of specific IT products (software or hardware), as well as discover new markets in software development. We are looking for contacts with manufacturers, clients and partners in scientific research work, and participation in IT projects, and the like. Cooperation model – joint company, or cooperation agreement.

Desired markets: EU countries, Russia, USA



EXIGEN SERVICES LATVIA

Legal form: JSC
Address: Ganību dambis 17A, Rīga, LV-1045, Latvia
Phone: +371 67067777
Fax: +371 67381218
E-mail: market@exigenservices.com
Website: www.exigenservices.com

Member of the Board: Mr Guntis Urtāns
Contact: Mr Guntis Urtāns
Position of the contact person: Chief Operational Officer
Languages spoken: English, German, Russian, Latvian
Number of employees: 640
Founded in: 1995

Turnover in 2007: EUR 18 671 774
Turnover in 2008: EUR 18 809 408
Export volume in 2007: EUR 14 380 000
Export volume in 2008: EUR 13 679 000
Main markets: Latvia, Lithuania, Sweden, Denmark, United Kingdom, Germany, Belarus, Russia, Ukraine, USA, China, Australia

Business profile: Since 2000, Exigen Services has been the global leader in the use of distributed Agile methods for rapid and precise systems development throughout the banking, insurance, brokerage, healthcare, telecommunications, government and media sectors. We can offer clients innovative solutions based on globally recognized best practices. The company specializes in the development of large and complex information systems, and provides enterprise management, data storage, and customer relationship management (CRM) solutions.

Seeking cooperation in: Potential export markets.

Desired markets: Azerbaijan, Georgia, Uzbekistan

Certificates in use: ISO 9001



FMS GROUP

Legal form: Ltd
Address: Kronvalda bulvāris 3/5, Rīga, LV-1010, Latvia
Phone: +371 67116211
Fax: +371 67116212
E-mail: fms@fms.lv
Website: www.fms.lv, www.horizon.lv

Chairman of the Board: Mr Jānis Bergs
Contact: Mr Aldis Ērglis
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 137
Founded in: 2005

Turnover in 2007: EUR 5 144 000
Turnover in 2008: EUR 5 108 000
Export volume in 2007: EUR 163 175
Export volume in 2008: EUR 172 126
Main markets: Latvia, Lithuania

Business profile: FMS Group develops, implements and supports financial and business management systems as well as solutions for business analyses for companies and organisations.

Our products include – the popular resource management IT solution Horizon; financial management and accounting software for medium companies Horizon Start; as well as partner software – the analytical solution MicroStrategy. Also the IT support system for local governments TEKLA XCity.

Seeking cooperation in: We are looking for distributors and integrators for our vertical solutions in Accounting, HR, and solutions for saw mills. FMS also could participate in custom development and business intelligence projects.

Desired markets: Finland, Sweden, Norway

Certificates in use: ISO 9001



IBM LATVIJA

Legal form: Ltd
Address: Bauskas iela 58A-12, Rīga, LV-1004, Latvia
Phone: +371 67070300
Fax: +371 67070399
E-mail: infolv@lv.ibm.com
Website: www.ibm.lv

Member of the Board: Mr Uģis Eriņš
Contact: Mr Uģis Eriņš
Position of the contact person: General Manager
Languages spoken: Latvian, English, Russian
Number of employees: 68
Founded in: 1992

Turnover in 2007: EUR 2 707 310
Main markets: Latvia

Business profile: IBM provides diverse industry experience and a full range of resources – consulting, technology, alliances, integration, financing – to help build a strategic plan and deploy solutions tailored to any industry, and to any business. IBM brings deep business process knowledge of 18 different industries to strategic decision-making – helping a company evolve into a flexible and integrated enterprise available on demand to its customers.

Desired markets: Latvia

Certificates in use: ISO 9001:2000



IDYNAMIC

Legal form: Ltd
Address: Zalves iela 35-F/1, Rīga, LV-1046, Latvia
Phone: +371 67440425
Fax: +371 67440426
E-mail: idynamic@idynamic.eu
Website: www.idynamic.eu

Chairman of the Board: Mr Sandis Mediņš
Contact: Mr Sandis Mediņš
Position of the contact person: Chief Executive Officer
Languages spoken: English, Lithuanian, Russian, Latvian
Number of employees: 11
Founded in: 2004

Turnover in 2007: EUR 64 512
Turnover in 2008: EUR 86 821
Main markets: Latvia, Finland, Sweden, Denmark, Norway

Business profile: IT: Information Systems Development, Web site development, Flash Project Development, E-commerce solutions, GIS Programming, Data Analysis.
3D: 3D animation studio, eager to service all your broadcast supply needs, including high-def (HD) visual effects production, custom 3D graphics design, product visualization, custom design, modelling, motion clip creation, ad footage, high definition animated film, animated characters, avatars and HDTV resolution clips.

Seeking cooperation in: IDYNAMIC is interested in selected cooperation in the European market:

- Working with customers in any country where stable and highly qualified IT, web development and 3D animation studio services are valued. We will be pleased to provide quotes and proposals to customers who need high-quality IT, web development and 3D animation studio outsourcing solutions using the latest technologies with support for up to five years.
- Cooperation with partners from any European state interested in our offer of IT, web development and 3D animation studio outsourcing solutions.
- Agents who might be interested in working with IDYNAMIC in a European country to offer our services to potential clients. Compensation is dependent on the particulars of the service and contract. For large and/or complex offers or client development, IDYNAMIC will consider opening offices in any European country.

Desired markets: Finland, Sweden, Denmark, Norway



INFOSERV-RĪGA

Legal form: Ltd
Address: Raunas iela 41C, Rīga, LV-1084, Latvia
Phone: +371 67543379
Fax: +371 67540730
E-mail: office@isr.lv
Website: www.isr.lv

Member of the Board: Mr Mihails Broitmans
Contact: Mr Mihails Broitmans
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 8
Founded in: 1993

Turnover in 2007: EUR 901 834
Turnover in 2008: EUR 511 749
Main markets: Latvia

Business profile: Corporate network projects design and implementation; IP video and audio application development and implementation; Distribution of high technology communications equipment.

Seeking cooperation in: Relevant to business profile.

Desired markets: Azerbaijan



ISOFT SOLUTIONS

Legal form: Ltd
Address: Dambja iela 5, Rīga, LV-1005, Latvia
Phone: +371 67343734
Fax: +371 67343735
E-mail: info@isoft.lv
Website: www.isoft.lv

Chairman of the Board: Mr Valdis Lauks
Contact: Mr Valdis Lauks
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 23
Founded in: 2006

Turnover in 2007: EUR 600 468
Turnover in 2008: EUR 908 343
Main markets: Latvia

Business profile: iSoft Solutions is a dynamic IT services company focusing on custom software development services on the Microsoft .NET platform for local and offshore markets. Key experts of the company have extensive professional experience in developing software for complex metadata based information systems, i.e. government statistics data collection and analysis. iSoft Solutions provides a full life-cycle of software development services – from requirements analysis to maintenance of bespoke systems. iSoft Solutions ensures cost effective and efficient solutions delivery by combining the best industry practices, modern technologies and the experience of our experts.

Seeking cooperation in: iSoft Solutions is looking for IT solution providers in the Nordic countries or the USA interested in nearshore/offshore software development outsourcing partners.

Desired markets: Finland, Sweden, Denmark, Norway, USA



IT HOUSE (ITH GROUP)

Legal form: Ltd
Address: Vecpilsētas iela 8, Rīga, LV-1050, Latvia
Phone: +371 29147674
E-mail: info@ithouse.cc
Website: www.ithouse.cc

Chairman of the Board: Mr Gunārs Grundštoks
Contact: Mr Gunārs Grundštoks
Position of the contact person: Chairman of the Board
Languages spoken: English, German, Russian, Latvian
Number of employees: 9
Founded in: 2005

Turnover in 2007: EUR 43 824
Turnover in 2008: EUR 58 285
Main markets: Latvia, Sweden, Denmark, France, United Kingdom, Norway, USA, Australia, Singapore, New Zealand

Business profile: IT House develops websites that are aesthetically pleasing and easy to use. Our sites attract visitors, are easy to find on the internet, and increase our customers' revenues. IT House co-operates with design and other companies that strive for innovation. We are also involved in many innovative and novel projects that will improve the lives of many. We are constantly increasing our productivity and effectiveness by using agile project management and superior programming frameworks, such as Ruby on Rails.

Seeking cooperation in: In external markets we search for various interesting and international projects. We like to take part in challenging projects where innovative ideas are implemented. We could co-operate with design, PR, marketing or web-development companies.

Desired markets: United Kingdom, Sweden, Finland, Denmark, Norway, USA, Australia, Singapore, New Zealand



ITELLA INFORMATION

Legal form: JSC
Address: Mūkusalas iela 41B, Rīga, LV-1004, Latvia
Phone: +371 67066500
Fax: +371 67066506
E-mail: office@itella.lv
Website: www.itella.lv

Chairman of the Board: Mr Aldis Greitāns
Contact: Mr Alvis Dimitris
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 59
Founded in: 1998

Turnover in 2007: EUR 3 952 613
Turnover in 2008: EUR 4 813 170
Export volume in 2007: EUR 651 679
Export volume in 2008: EUR 732 350
Main markets: Latvia, Lithuania, Estonia, Finland

Business profile: Itella is in the service business and provides information logistics solutions - that is, solutions for communications that are going digital - ranging from digital printing, electronic invoicing, and electronic transaction services to document management and direct-marketing services.

Digital printing is in charge of processing raw data sent by customers in digital format, and printing and processing delivery these to addresses in printed form. These printing solutions are for processing and printing invoices, customer letters, account statements and other large batches of similar documents.

eCommerce transaction services offers e-invoices, direct debit and Giro payments, to help companies streamline their business and logistics processes. E-Invoices are customer-made invoices in electronic form and the recipient may view them on the Internet using specific a user name and password. Direct debit is a payment method where the Payer authorizes the Bank to transfer payments for services or goods of the Payee using Itella's direct debit system. Giro payments consist of payment information collection and comparison, payment information collection from different banks, information sorting and its delivery to the company with the intent to provide quick and qualitative settlements.

Data management specialises in data storage, archiving and retrieval services. Scanning services can be used for converting printed documents into electronic formats.

Direct marketing provides a complete service package for the management of direct-marketing campaigns, ranging from customer – register and directory management, target group sampling and segmentation, digital printing and graphic design to the production of originals and prints, and response processing.

Seeking cooperation in: Companies with significant volumes of incoming or outgoing invoices both in retail and business to business areas.

Desired markets: Ukraine, Belarus

Certificates in use: Swedgiro Standart for Quality Management Systems, 2002



ITFARM BACKOFFICE

Legal form: Ltd
Address: Andrejostas iela 6, Rīga, LV-1045, Latvia
Phone: +371 28694367
E-mail: mairita@itfarm-backoffice.lv
Website: www.itfarm-backoffice.lv

Chairman of the Board: Mr Ivo Urbanovičs
Contact: Ms Mairita Dzirkale
Position of the contact person: Sales Manager
Languages spoken: English, Norwegian, Swedish, Russian, Latvian
Number of employees: 7
Founded in: 2007

Turnover in 2007: EUR 73 981
Turnover in 2008: EUR 74 410
Export volume in 2007: EUR 73 981
Export volume in 2008: EUR 74 410
Main markets: Sweden, Denmark, Norway

Business profile: ITFarm Backoffice is a business process outsourcing (BPO) company. With our services we contribute to more effective administrative routines, thereby contributing to a more flexible and focused company. We provide digital document management services: verification services of critical documents such as incoming and outgoing invoices, payroll, travel receipts as well as archives. We also offer debt collection and reminder services. We provide callcenter services: customer support, switchboard and overflow phone calls. The highest level of accessibility and customer service clearly show that the company cares for its customers.

Seeking cooperation in: ITFarm Backoffice is looking for clients from different business branches who are interested in raising effectiveness while reducing costs in the company for administrative routines.

Desired markets: Sweden, Denmark, Norway



KOMERCENTRS DATI GRUPA

Legal form: Ltd
Address: Balasta dambis 80A, Rīga, LV-1048, Latvia
Phone: +371 67602797
Fax: +371 67610606
E-mail: info@kc.lv
Website: www.kc.lv

Chairman of the Board: Mr Aldis Gulbis
Contact: Mr Mārtiņš Jaunzemis
Position of the contact person: Director of Business Operations
Languages spoken: English, German, Russian, Latvian
Number of employees: 30
Founded in: 1993

Turnover in 2007: EUR 15 200 000
Turnover in 2008: EUR 6 600 000
Main markets: Latvia

Business profile: Development and implementation of various IT solutions; IT infrastructure maintenance; IT technology reselling; Service desk; Service centre; Electronic communication services; Business consultations.

Seeking cooperation in: Exclusive and non-exclusive partnership with foreign vendors. Delivery of our IT experts and their experience for different projects.

Desired markets: European countries, Armenia, Uzbekistan, USA

Certificates in use: ISO 9001



LATINSOFT

Legal form: Ltd
Address: Mihoelsa iela 56, Daugavpils, LV-5400, Latvia
Phone: +371 65407209
Fax: +371 65423288
E-mail: info@latinsoft.lv
Website: www.latinsoft.lv

Chairman of the Board: Mr Sergejs Simonovs
Contact: Mr Sergejs Simonovs
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 70
Founded in: 1991

Turnover in 2007: EUR 2 100 000
Turnover in 2008: EUR 2 600 000
Main markets: Latvia

Business profile: Business management, accounting software development, implementation, support. Contract software, web-applications development: MS .NET, SQL Server, Visual Studio, ASP .NET. Software audit, licensing and SAM services. IT infrastructure solutions, technical support services. TeleHelp® online technical support service (www.telehelp.lv). Video goal judge solutions for ice hockey. State-accredited educational establishment: IT skills, ECDL, accounting, management, languages. "Learn Russian in the EU" project: full immersion Russian language courses for foreigners (www.learnrussianineu.lv).

Seeking cooperation in: Contract software development. Video goal judge solutions. Full immersion Russian language courses in the EU.

Desired markets: Western Europe, USA

Certificates in use: ISO 9001



LATTELECOM

Legal form: Ltd
Address: Dzirnavu iela 105, Rīga, LV-1011, Latvia
Phone: +371 67051010
Fax: +371 67055735
E-mail: lattelecom@lattelecom.lv
Website: www.lattelecom.lv

Chairman of the Board: Mr Juris Gulbis
Contact: Ms Iveta Pundure
Position of the contact person: Director of Information and Communication Technologies Department
Languages spoken: English, Russian, Latvian
Number of employees: 2888
Founded in: 1994

Turnover in 2007: EUR 218 412 100
Turnover in 2008: EUR 228 229 937
Main markets: Latvia, Lithuania, Estonia

Business profile: Lattelecom is the leading provider of electronic communications services in Latvia, offering integrated electronic communications and IT services, as well as telecommunications, network design and installation services. Lattelecom also provides data transmission and IT infrastructure solutions, Internet and contact centre services, as well as outsourced business process services. There are five companies in the Lattelecom group – Lattelecom, Lattelecom Technology, Lattelecom BPO, Citrus Solutions and the Baltic Computer Academy.

Seeking cooperation in: Wholesale voice and data services; ICT solutions; BPO & IT outsourcing.

Desired markets: Lithuania, Estonia, Finland, Sweden, Denmark, Poland, Germany, France, Italy, Belgium, Netherlands, United Kingdom, Ireland, Norway, Russia, Belarus, Ukraine, Kazakhstan, Moldova, Armenia, Azerbaijan, Georgia

Certificates in use: ISO 9001



LATVENERGO

Legal form: PLC
Address: Pulkveža Brieža iela 12, Rīga, LV-1230, Latvia
Phone: +371 67728222
Fax: +371 67728880
E-mail: info@latvenergo.lv
Website: www.latvenergo.lv

Chairman of the Board: Mr Kārlis Miķelsons
Contact: Ms Iveta Miķelsone
Position of the contact person: International Project Manager
Languages spoken: English, Russian, Latvian
Number of employees: 5340
Founded in: 1939

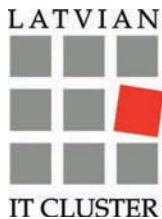
Turnover in 2007: EUR 514 522 000
Turnover in 2008: EUR 677 082 000
Export volume in 2007: EUR 1 240 000
Export volume in 2008: EUR 1 436 000
Main markets: Latvia, Lithuania, Estonia, Baltic Sea Region

Business profile: Power supply, generation, trade, IT and telecommunication services. Broadband network data transmission of Latvenergo AS is one of the largest in Latvia. In cooperation with telecommunication companies in Europe and the Baltics it successfully operates in the field of data transmission transfer and wholesale. Provides high quality data transmission and large capacity data transmission solutions, offers telecommunication and energy power supply infrastructure services in the Baltic region for global data centers providers with focus on colocation, IP transit and various hosting services.

Seeking cooperation in: International telecommunication operators to provide high quality. Broadband network data transmission in the Europe. International data centre and co-location centre service providers in the Baltic region to ensure integrated (power/telecommunications) infrastructure.

Desired markets: Data transfer between Western East-European and Scandinavian telecommunication networks.

Certificates in use: ISO 9001



LATVIJAS INFORMĀCIJAS TEHNOLOĢIJU KLASTERIS

(Latvian IT Cluster)

Legal form: Society
Address: Skolas iela 11/426, Rīga, LV-1010, Latvia
Phone: +371 67089815
Fax: +371 67089810
E-mail: is@is.lv
Website: www.itbaltic.lv

Executive Director: Ms Lilita Sparāne
Contact: Mr Rinalds Osuroks
Position of the contact person: Deputy Executive Director
Languages spoken: English, Russian, Latvian
Number of employees: 4
Founded in: 2001

Turnover in 2007: EUR 134 399 545
Turnover in 2008: EUR 100 368 100
Export volume in 2007: EUR 43 531 588
Export volume in 2008: EUR 34 691 660
Main markets: European countries, CIS countries, USA

Business profile: Latvian IT Cluster companies (18 companies) specialize in software development, IT consultations, hardware architecture, networking & data transmission solutions, financial and business management solutions for enterprises and organizations, business analysis solutions, Enterprise Resource Planning solutions, finance management and accountancy solutions.

Seeking cooperation in: We already have partners in many states of the world and wish to cooperate with companies, scientific partners and public institutions regardless of country.

Desired markets: Russia, Kazakhstan, Tajikistan, Azerbaijan, USA

Certificates in use: ISO 9001, ISO 14001, CMMI level 5



LATVIJAS MOBILAIS TELEFONS

Legal form: Ltd
Address: Ropažu iela 6, Rīga, LV-1039, Latvia
Phone: +371 67773200
Fax: +371 67535353
E-mail: info@lmt.lv
Website: www.lmt.lv

Chairman of the Board: Mr Juris Binde
Contact: Mr Juris Binde
Position of the contact person: President
Languages spoken: English, Russian, Latvian
Number of employees: 539
Founded in: 1992

Turnover in 2007: EUR 284 300 000
Turnover in 2008: EUR 274 000 000
Main markets: Latvia

Business profile: Latvian Mobile Telephony is the market and technology leader in Latvia, providing high quality mobile telecommunications services and the widest network coverage in the country.

Seeking cooperation in: Latvian Mobile Telephony is a part of TeliaSonera Group with significant competence and technological synergies within the Group.

Desired markets: Lithuania, Estonia, Finland, Sweden

Certificates in use: ISO 9001

M.A.R.I.D. I

Legal form: Ltd
Address: Tomsona iela 30-121, Rīga, LV-1013, Latvia
Phone: +371 67509999
Fax: +371 67320789
E-mail: sales@maridi.lv
Website: www.quickteacher.eu, www.slovabegom.ru

President: Mr Aleksandrs Obulevičs
Contact: Ms Aleksandra Serdjuka
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 15
Founded in: 2001

Turnover in 2007: EUR 711 776
Turnover in 2008: EUR 840 177
Export volume in 2007: EUR 270 599
Export volume in 2008: EUR 557 040
Main markets: Latvia, Russia, Ukraine, Kazakhstan

Business profile: QUICK TEACHER is the leading multimedia methodology of accelerated foreign language learning. The practical experience of more than 60 000 users from all over the world proves that QUICK TEACHER helps to quickly expand your vocabulary, refresh your existing foreign language skills, improve writing competence, and, most importantly, to start communicating freely in a foreign language. The QUICK TEACHER multimedia program includes the Hyper-memorizing mode, Virtual Teacher function and a vocabulary base of up to 14 500 words and 4 200 phrases and sentences. It allows you to test acquired knowledge, create a custom study program and form your personal word and phrase base, make a back translation, and practice your skills with a spelling trainer and pronunciation trainer. QUICK TEACHER multimedia programs available at the moment are designed for native speakers of Russian, Latvian, Lithuanian, Ukrainian, Polish, German, Czech, Hungarian, Bulgarian, Romanian, Japanese and Chinese.

Seeking cooperation in: MARIDI is interested in finding partners for QUICK TEACHER program distribution.

What we offer partners:

- unique Quick Teacher program with study methodology;
- trade licensing rights;
- marketing tools;
- operational training course;
- technical support for Quick Teacher users.

We expect from partners:

- office work organization;
- sales control, according to local legislation;
- enthusiasm for the products and motivation to build a successful business.

Excellent customer service and people skills are a must as well as the ability to develop and lead a team of employees.

Desired markets: Poland, Germany, Bulgaria, China, Japan

Certificates in use: ISO 9001, IQnet



MEDIAPARKS

Legal form: Ltd
Address: Republikas laukums 3-619, Rīga, LV-1010, Latvia
Phone: +371 67878636
Fax: +371 67878637
E-mail: info@mediaparks.lv
Website: www.mediaparks.eu

Chairman of the Board: Mr Raitis Zvejnieks
Contact: Mr Reinis Zitmanis
Position of the contact person: Customer Service Manager
Languages spoken: English, Russian, Latvian
Number of employees: 10
Founded in: 1997

Turnover in 2007: EUR 246 108
Turnover in 2008: EUR 417 024
Export volume in 2007: EUR 36 916
Export volume in 2008: EUR 83 404
Main markets: Latvia, Finland, Sweden, United Kingdom, Russia, USA

Business profile: Website and portal development and design, intranets, promo pages, SEO, XHTML, CSS, programming, maintenance.

Seeking cooperation in: Technological partnership, quality outsourcing partner.

Desired markets: Sweden, Finland, United Kingdom, Ireland, USA



MICRO DATORS

Legal form: Ltd
Address: Elizabetes iela 65-12, Rīga, LV-1050, Latvia
Phone: +371 67242142
Fax: +371 67281168
E-mail: info@microdators.lv
Website: www.mazzy.eu

Chairman of the Board: Mr Viesturs Šeļmanovs- Plešs
Contact: Mr Ivo Berkolds
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 23
Founded in: 2006

Turnover in 2007: EUR 198 751
Turnover in 2008: EUR 234 889
Main markets: Latvia, Lithuania, Estonia, Russia, Belarus, Uzbekistan

Business profile: Micro Dators is a research and development company in the field of innovative electronic devices. Micro Dators' mission is to offer effective solutions for resource saving, making the environment healthier and gaining considerable benefits by saving potable water, electricity and gas. As a result of research activities new products have been developed such as the "Mazzy 4 Aquamet" product line, which enables the exchange and storage of automated water meter data collection. Micro Dators is also piloting "Mazzy 4 HeatMet" products, which collect data from thermal energy meters at heating points. The company has developed a prototype of a portable tablet PC for various groups of users, based on a mother board developed in house.

Seeking cooperation in: Micro Dators is looking for distributors for its production and also software suppliers. Micro Dators is interested in finding a wholesaler, distributor and to sign a cooperative contract with them.

Desired markets: Poland, Sweden, Austria, Norway, Kazakhstan, Azerbaijan



NEXUM INSURANCE TECHNOLOGIES

Legal form: Ltd
Address: Dunties 6-504, Rīga, LV-1013, Latvia
Phone: +371 67609275
Fax: +371 67609276
E-mail: info@nexum-it.com
Website: www.nexum-it.com

Chairman of the Board: Mr Uldis Apsītis
Contact: Mr Gatis Kaleinis
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 50
Founded in: 2004

Turnover in 2007: EUR 1 552 466
Turnover in 2008: EUR 2 160 050
Export volume in 2007: EUR 375 458
Export volume in 2008: EUR 1 183 698
Main markets: Estonia, Sweden, Russia

Business profile: Nexum Insurance Technologies is the leading insurance consultancy company in the Baltics with extensive experience in consulting in the insurance and banking industries. Nexum focuses on business process consulting, IT project delivery and software product development and implementation for the insurance and banking industries. Among Nexum customers are such names as: IF P&C, Swedbank, Länsförsäkringar, UniCredit Bank and others. In 2008 Nexum was awarded with the Innovation and Export award from the Ministry of Economics of Latvia.

Seeking cooperation in: Nexum is looking for companies in the financial sector, primarily in the insurance and banking industry seeking ways to improve their business by optimizing processes and implementing cutting edge solutions for business automation.

Desired markets: Sweden, Finland, Denmark, Norway, Russia

NORDTEXT

Legal form: Ltd
Address: Brīvības iela 40-19, Rīga, LV-1050, Latvia
Phone: +371 67887455
Fax: +371 67887456
E-mail: info@nordtext.com
Website: www.nordtext.com

Chairman of the Board: Mr Arturs Svekris
Contact: Ms Sigita Soprovskā
Position of the contact person: Senior Project Manager
Languages spoken: English, German, Swedish, Lithuanian, Russian, Latvian
Number of employees: 12
Founded in: 2006

Turnover in 2007: EUR 290 000
Turnover in 2008: EUR 619 000
Export volume in 2007: EUR 283 000
Export volume in 2008: EUR 580 000
Main markets: Latvia, Lithuania, Finland, Germany, Belgium, United Kingdom, USA

Business profile: Nordtext is an ISO 9001:2008 certified translation and localisation agency based in Latvia and Lithuania. We specialize in technical, IT, medical, marketing and legal translations from and into Northern, Central and Eastern European languages. High quality standards, the use of modern technologies and professional customer service are our key characteristics that clients, ranging from small and medium-sized enterprises to large multinational corporations as well as government agencies have all come to appreciate. In 2009 Nordtext was awarded the "Export and Innovation Award 2009" from the Ministry of Economics of the Republic of Latvia for winning 2nd place in the category "Best Exporter" in the small partnership group.

Seeking cooperation in: Nordtext is looking forward to expanding cooperation with companies already working in or just considering entering international markets.

Desired markets: Sweden, Denmark, Finland, France, Germany, United Kingdom, Netherlands, Norway, USA, China, Republic of Korea, Japan

Certificates in use: ISO 9001



OPTRON

Legal form: Ltd
Address: A. Deglava iela 73, Rīga, LV-1082, Latvia
Phone: +371 67159440
Fax: +371 67159441
E-mail: info@optron.lv
Website: www.optron.lv

Member of the Board: Mr Aleksandrs Ivanovs
Contact: Mr Boriss Boguševičs
Position of the contact person: Telecommunication
Business Development Director
Languages spoken: English, Russian, Latvian
Number of employees: 79
Founded in: 1992

Turnover in 2007: EUR 2 433 500
Turnover in 2008: EUR 3 348 000
Main markets: Latvia

Business profile: Fibre-optic telecommunications, telecommunication and internet services, as well as design and installation of telecommunications networks and low-current services.

Seeking cooperation in: Optic cable and components manufacturers, wholesalers.

Desired markets: Lithuania, Estonia, Germany, Belarus, Russia

Certificates in use: ISO 9001



OXO

Legal form: Ltd
Address: Blaumaņa iela 38/40, Rīga, LV-1011, Latvia
Phone: +371 26416000
E-mail: info@oxo.lv
Website: www.oxo.lv

Chairman of the Board: Mr Jānis Eiduals
Contact: Mr Jānis Eiduals
Position of the contact person: Managing Director
Languages spoken: English, German, Russian, Latvian
Number of employees: 4
Founded in: 2006

Turnover in 2007: EUR 27 745
Turnover in 2008: EUR 23 193
Main markets: Latvia

Business profile: Corporate identity, Corporate websites, Interface design, Logotypes, Custom programming and development, Promo websites, Print design, Web design.

Seeking cooperation in: Collaboration partner.

Desired markets: Sweden, Finland, Denmark, Germany, United Kingdom, Norway, Russia



PROFERO

Legal form: Ltd

Address: Dzegužu iela 7-27, Rīga, LV-1007, Latvia

Phone: + 371 29109769, +371 29225349

E-mail: info@profero.lv

Website: www.profero.lv

Chairman of the Board: Ms Inga Ķere

Contact: Mr Normunds Lauva

Position of the contact person: Tehnical Director

Languages spoken: English, Russian, Latvian

Number of employees: 5

Founded in: 2007

Turnover in 2007: EUR 2 250

Turnover in 2008: EUR 62 430

Main markets: Latvia, EU countries

Business profile: Web solutions, SEO, Custom programming, Hosting, Project management.

Seeking cooperation in: Partners for international projects, outsourcing.

Desired markets: Poland, Sweden, Norway, Russia



REGULA BALTIJA

Legal form: Ltd
Address: A. Pumpura iela 97, Daugavpils, LV-5404, Latvia
Phone: +371 65431299
Fax: +371 65431290
E-mail: regula@regula.lv
Website: www.regula.lv

Member of the Board: Mr Romualds Jaunzems
Contact: Mr Māris Kaminskis
Position of the contact person: Head of the Commercial Department
Languages spoken: English, Russian, Latvian
Number of employees: 50
Founded in: 2005

Turnover in 2007: EUR 1 325 856
Turnover in 2008: EUR 2 356 945
Export volume in 2007: EUR 1 166 173
Export volume in 2008: EUR 2 330 497
Main markets: Estonia, Lithuania, Poland, Germany, France, Spain, Netherlands, United Kingdom, Czech Republic, Hungary, Slovakia, Belarus, Switzerland, Ukraine, Egypt, Republic of South Africa, India, China, Malaysia, Japan, United Arab Emirates, Saudi Arabia, Syria, Australia, New Zealand, Brazil, USA

Business profile: The primary activity of the company is the manufacture of devices for authenticity control of security papers, IDs, passports, banknotes, driving licences as well as development of image processing software and electronic databases of travel documents and banknotes.

Product portfolio:

- 1) magnifiers and compact devices;
- 2) video spectral comparators for authenticity control of security papers, IDs, passports etc.;
- 3) spectral luminescence magnifiers;
- 4) banking equipment for currency authentication;
- 5) portable kit for detection of falsifications of vehicle identification numbers (VIN) by magneto-optical visualization (non-destructive method);
- 6) mobile laboratories for examination of documents and other security papers;
- 7) passport readers;
- 8) databases of travel documents, banknotes;
- 9) fingerprint scanners.

Seeking cooperation in: We are interested in cooperation with a company selling security equipment and systems or forensic equipment which can provide potential clients with all the information about our products, organize seminars and demonstrations, sell our products and provide support and technical assistance to existing and new customers.

Regula Baltija builds mutually beneficial cooperation with its partners offering special conditions including training, technical support, joint participation in exhibitions and trade shows, etc.

Desired markets: Finland, Sweden, Denmark, Norway, Canada

Certificates in use: ISO 9001



REMEKS SERVISS

Legal form: Ltd
Address: Sila iela 1A, Rīga, LV-1057
Phone: +371 67724101
Fax: +371 67724100
E-mail: info@remeks.lv
Website: www.remeks.lv

Chairman of the Board: Mr Sergejs Fjodorovs
Contact: Mr Arvis Knēziņš
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 35
Founded in: 1998

Turnover in 2007: EUR 3 547 331
Turnover in 2008: EUR 2 942 570
Export volume in 2007: EUR 95 595
Export volume in 2008: EUR 34 857
Main markets: Latvia

Business profile: The company Remeks Serviss offers a wide range of engineering services – starting from design and assembly of various systems and equipment to technical maintenance and modernisation in power engineering, telecommunications and alarm systems.

Seeking cooperation in:
- Fixed and mobile operators;
- Telecommunications equipment manufacturers.

Desired markets: Lithuania, Estonia, Germany, Belarus, Russia

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001



RIX TECHNOLOGIES

Legal form: JSC
Address: Brīvības iela 171, Rīga, LV-1012, Latvia
Phone: +371 67142990
Fax: +371 67142991
E-mail: info@rixtech.lv
Website: www.rixtech.lv

Member of the Board: Ms Eva Butāne
Contact: Ms Inga Erkmāne
Position of the contact person: Marketing Manager
Languages spoken: English, Russian, Latvian
Number of employees: 45
Founded in: 2001

Turnover in 2007: EUR 3 885 041
Turnover in 2008: EUR 3 015 812
Main markets: Latvia

Business profile: JSC RIX Technologies is one of the leading software development companies in Latvia. We provide information systems and software development, particularly focusing on the development and implementation of implementation of state significance information systems and registers, eGovernment solutions, solutions for cultural heritage organizations, document management systems and integration solutions. Our major customers are public sector and government organizations. RIX Technologies is a Microsoft Gold Certified Partner and Oracle Gold Partner; our solutions are mainly based on Microsoft and Oracle Technologies.

Among the solutions developed and implemented by JSC RIX Technologies are the National Visa Information System of Latvia, Comprehensive Migration Information System (Population Register), Electors Register, National Museum Collection Catalogue, Unified State Archives Information System, State and Municipalities Electronic Services Pilot Project, State Electronic Procurement System, State Examinations Information System, State Portal www.latvija.lv, Unified and Integrated Electronic Work Environment among ministries State Chancellery, etc.

Seeking cooperation in: Partners – IT companies to cooperate with in software development projects, as well as in promoting, implementing and localizing our solutions to potential customers in their countries.

Desired markets: Lithuania, Sweden, Denmark, Azerbaijan, Georgia, Armenia, Kazakhstan, Tajikistan, Russia, Canada

Certificates in use: ISO 9001



SAF TEHNIKA

Legal form: JSC
Address: Ganību dambis 24A, Rīga, LV-1005, Latvia
Phone: +371 67046840
Fax: +371 67046809
E-mail: info@saftehnika.com
Website: www.saftehnika.com

Chairman of the Board: Mr Normunds Bergs
Contact: Mr Normunds Bergs
Position of the contact person: Managing Director
Languages spoken: English, German, French, Spanish, Italian, Indonesian, Hindu, Russian, Latvian
Number of employees: 140
Founded in: 1999

Turnover in 2007: EUR 15 150 000
Turnover in 2008: EUR 12 540 000
Export volume in 2007: EUR 14 340 000
Export volume in 2008: EUR 11 960 000
Main markets: European countries, Middle East, Asia, Africa, CIS countries, Latin America, USA, Australia

Business profile: Design and manufacturing of digital microwave data transmission (point-to-point) equipment. We offer comprehensive, cost-effective PDH (CFM product line), SDH (CFQ product line) and IP broadband (CFIP product line) wireless connectivity solutions for digital voice and data transmission to fixed and cellular network operators, data service providers, governments and private enterprises as an alternative to cable communications channels.

Seeking cooperation in: We are looking for IT system integration companies ready to distribute, as well as provide installation/commissioning services for SAF equipment regulated by partnership agreements.

Desired markets: Belarus, Mexico, USA, Indonesia, Australia

Certificates in use: ISO 9001



SANTA MONICA NETWORKS

Legal form: Ltd
Address: Kr. Valdemāra iela 21, Rīga, LV-1010, Latvia
Phone: +371 67035382
Fax: +371 67801852
E-mail: smn@smn.lv
Website: www.smn.lv

Chairman of the Board: Mr Uģis Bērziņš
Contact: Mr Uģis Bērziņš
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 20
Founded in: 2003

Turnover in 2007: EUR 6 400 000
Turnover in 2008: EUR 6 800 000
Export volume in 2007: EUR 250 000
Export volume in 2008: EUR 190 000
Main markets: Latvia

Business profile: Cisco Unified Communications, Cisco and HP ProCurve LAN solutions, Cisco, Juniper, BlueCoat, Websense, Fortinet, CheckPoint security solutions, Cisco and HP WiFi solutions, Cisco Contact Centre solutions, Verint Call recording and WorkForce Management Solutions.

Seeking cooperation in: Cooperation partners in large international projects - Unified Communications, Contact Centers, WiFi (including outdoor Wireless Mesh), Security.

Desired markets: Poland, Czech Republic, Hungary, Romania, Belarus



Secure Systems



SECURE SYSTEMS

Legal form: Ltd
Address: Hipokrāta iela 13-72, Rīga, LV-1079, Latvia
Phone: +371 29259659
E-mail: vsop@securesystems.lv
Website: www.securesystems.lv

Chairman of the Board: Mr Vladimirs Šatohins
Contact: Mr Vladimirs Šatohins
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 3
Founded in: 2003

Turnover in 2007: EUR 31 174
Turnover in 2008: EUR 63 472
Export volume in 2007: EUR 31 174
Export volume in 2008: EUR 63 472
Main markets: EU countries

Business profile: Secure Systems specializes in computer security solutions for strong two-factor and three-factor user authentication. We offer hard disk encryption, password management and password automation (Single Sign On) features as well as other useful services perfectly integrated together. Our security solutions integrate secure hardware such as smartcards and javacards. We customize existing products for our customers to meet specific requirements and authentication models, offering not only products but services as well. We prefer distributing our products and technologies through partners, VAR and OEM channels, focusing on practical and innovative security software development.

Seeking cooperation in: Direct reselling of the security solutions we offer. We are interested in custom security and integration projects for enterprise customers together with potential partners.

Desired markets: Germany, France, Italy, United Kingdom, USA

SPECIFIT

Legal form: Ltd
Address: S. Eizenšteina iela 21-4, Rīga, LV-1079, Latvia
Phone: +371 67536132
Fax: +371 67536137
E-mail: info@specifit.com
Website: www.specifit.com

Owner: Mr Ģirts Niedra
Contact: Mr Ģirts Niedra
Position of the contact person: Owner
Languages spoken: English, German, Russian, Latvian
Number of employees: 3
Founded in: 2004

Turnover in 2007: EUR 56 964
Turnover in 2008: EUR 74 748
Export volume in 2008: EUR 30 000
Main markets: Latvia, Benelux countries

Business profile: IT consulting - semantic net (linked data) technologies, agile methodologies, project management, business analysis, specifications, strategies. Lotus Notes consulting, development.

Seeking cooperation in: Projects in the area of semantic net (linked data).

Desired markets: Latvia, Belgium, Netherlands, United Kingdom, USA



SWH SETS

Legal form: Ltd
Address: Antonijas iela 8, Rīga, LV-1010, Latvia
Phone: +371 67078301
Fax: +371 67078333
E-mail: contact@sets.lv
Website: www.sets.lv

President: Mr Jānis Rocēns
Contact: Mr Aivars Lokmanis
Position of the contact person: General Director
Languages spoken: English, Russian, Latvian
Number of employees: 53
Founded in: 2000

Turnover in 2007: EUR 1 910 000
Turnover in 2008: EUR 2 130 000
Export volume in 2007: EUR 1 640 000
Export volume in 2008: EUR 1 970 000
Main markets: Germany, Sweden

Business profile: Worldwide Telecom Mediation software implementation; SETScrem - Corporate Real Estate Management System; SetsEnergio - Utility Billing System; Leak Analyzer - Oil products pipeline leakage detection and monitoring.

Seeking cooperation in: We are looking for software development and distribution partners for Utility Billing and Facility Management systems as well as companies in the energy, real estate management, telecommunication and banking sectors with extensive software development needs.

Desired markets: Sweden, Germany, Italy, Spain, Norway



TELEKOM BALTIJA

Legal form: JSC
Address: Bīķernieku iela 18, Rīga, LV-1039, Latvia
Phone: +371 67873411
Fax: +371 67873400
E-mail: info@triatel.lv
Website: www.triatel.lv

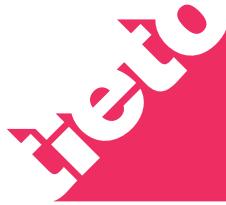
Chairman of the Board: Mr Raimonds Peļņa
Contact: Ms Ludmila Trauberga
Position of the contact person: Chairman Assistant
Languages spoken: English, Russian, Latvian
Number of employees: 90
Founded in: 1999

Turnover in 2007: EUR 8 986 555
Turnover in 2008: EUR 9 653 071
Export volume in 2007: EUR 503 174
Export volume in 2008: EUR 382 028
Main markets: Latvia

Business profile: Triatel offers mobile and fixed voice communication and wireless Internet services. Triatel can offer their customer all kinds of wireless communications solutions. Triatel uses CDMA technology to power its services.

Seeking cooperation in: Telecommunications services and consulting of telecommunications network planning and design.

Desired markets: Lithuania, Estonia, Poland, Germany, France, Spain, Portugal, Serbia, Romania, Greece, Croatia, Sweden, Denmark, Norway, Belarus, Russia, Moldova, China, USA



TIETOENATOR

Legal form: Ltd
Address: Lāčplēša iela 41, Rīga, LV-1011, Latvia
Phone: +371 67286660
Fax: +371 67243000
E-mail: cards@tieto.com
Website: www.tieto.lv

Chairman of the Board: Mr Māris Ozoliņš
Contact: Mr Valdis Janovs
Position of the contact person: Sales Director
Languages spoken: English, Russian, Latvian
Number of employees: 400
Founded in: 1992

Turnover in 2007: Not identified (TietoEnator Ltd is part of Tieto Corporation Financial Services -> Revenue 2007 EUR 390 000 000)
Turnover in 2008: Not identified (TietoEnator Ltd is part of Tieto Corporation Financial Services -> Revenue 2008 EUR 402 000 000)
Export volume in 2007: >85%
Export volume in 2008: >85%
Main markets: European countries, Africa, Middle East, Asia

Business profile: Tieto Cards has high expertise in developing, implementing and supporting a complete range of software solutions for payment card issuing and acquiring, switching and clearing, fraud and dispute management to suit individual business goals and requirements of the market and implementing them. Tieto is the leading European IT company, a participant of the MasterCard Vendor Program and an official Visa Vendor. We have more than 100 customers in more than 30 countries worldwide, who are using our card software.

Seeking cooperation in: Tieto Cards is interested in finding stable and reliable sales and implementation cooperation partners with a local presence, market knowledge, as well as existing relationships in the financial industry. Tieto welcomes potential cooperation partners that could represent Tieto Card Suite as sales agents, reselling partners, referral partners, implementation and support partners.

Desired markets: European countries, Africa, Middle East, Asia

Certificates in use: ISO 9001, CMMI

TIETOENATOR ALISE

Legal form: Ltd
Address: Brīvības iela 68, Rīga, LV-1011, Latvia
Phone: +371 67030000
Fax: +371 67030001
E-mail: market@alise.lv
Website: www.alise.lv

Chairman of the Board: Mr Elmārs Gengers
Contact: Mr Jurgis Ķiršakmens
Position of the contact person: Marketing Director
Languages spoken: English, Russian, Latvian
Number of employees: 265
Founded in: 1994

Turnover in 2007: EUR 9 898 342
Turnover in 2008: EUR 11 584 102
Export volume in 2007: EUR 3 382 500
Export volume in 2008: EUR 4 662 511
Main markets: Latvia, Nordic countries

Business profile: Software development and implementation, IS implementation. Technology competencies - Agile, Oracle technologies (Oracle Server; iAS; Designer; Developer; Discoverer; JDeveloper); IBM technologies (Notes/Domino/Designer; LotusScript; JavaScript; Tivoli SM, Tivoli Monitoring); Internet technologies (SOA; Java; BEA Weblogic; IBM WebSphere; JDBC; EJB; XML; HTML; Webservices, Ruby); Microsoft technologies (Microsoft Visual FoxPro, Microsoft IIS, ASP, .Net); Data conversion and interfacing; Solution competencies - Enterprise management (Oracle E-Business Suite); Time and resource planning (TimeRS); Document management (Impulss, jImpulss); Library Information systems (Alise); Data analysis and data warehouse (Oracle, Business Objects); Open source programs adaptation and implementation; IT outsourcing.

Seeking cooperation in: Distribution partners for our programs and services.

Desired markets: Nordic countries

Certificates in use: ISO 9001



TRANSCOM WORLDWIDE LATVIA

Legal form: Ltd
Address: Bauskas iela 58A, Rīga, LV-1004, Latvia
Phone: +371 67060590
Fax: +371 67060555
E-mail: contact.riga@transcom.com
Website: www.transcom.com

Call Centre Manager: Mr Helvids Skeltons
Contact: Mr Helvids Skeltons
Position of the contact person: Call Centre Manager
Languages spoken: English, Russian, Latvian
Number of employees: 280
Founded in: 2002

Turnover in 2007: EUR 3 037 136
Turnover in 2008: EUR 3 398 709
Main markets: Latvia, Lithuania, Estonia, Western Europe

Business profile: Services: Inbound communication (Customer service line, Help desk, Technical support, Consultations, Booking registration); Outbound communication (Telemarketing, Customer winback, Additional services); Administrative tasks (Correspondence administration, Database management, Additional back office tasks).

Seeking cooperation in: Key industries – Banking, Freight traffic, Insurance, Media, Telecommunication, Travel, Transportation.

Desired markets: Denmark, Belgium, Austria, Italy, Spain

Certificates in use: Internal quality certificates



TRANSPORTA UN SAKARU INSTITŪTS

(Transport and Telecommunication Institute)

Legal form: JSC
Address: Lomonosova iela 1, Rīga, LV-1019, Latvia
Phone: +371 67100650
Fax: +371 67100660
E-mail: tsi@tsi.lv
Website: www.tsi.lv

Chairman of the Board: Mr Igors Kabaškins
Contact: Mr Aleksandrs Grakovskis
Position of the contact person: Deputy Vice-Rector for International Affairs
Languages spoken: English, Russian, Latvian
Number of employees: 286
Founded in: 1999

Turnover in 2007: EUR 4 412 260
Turnover in 2008: EUR 5 030 845
Main markets: Latvia

Business profile: Academic and professional educational programmes in Aviation, Computer Science, Telecommunications, Transportation, Economics and Management.

Seeking cooperation in: Collaboration on academic and research projects.

Desired markets: Germany, Kazakhstan, Uzbekistan, Israel, China

Certificates in use: ISO 9001



VIDE INFRA GROUP
E - B U S I N E S S S Y S T E M S

TRUE VISION

Legal form: Ltd
Address: Raunas iela 41C, Rīga, LV-1084, Latvia
Phone: +371 67819417
Fax: +371 67819418
E-mail: info@true-vision.net
Website: www.true-vision.net

Member of the Board: Mr Jean Mauris
Contact: Mr Jean Mauris
Position of the contact person: Member of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 18
Founded in: 2002

Turnover in 2007: EUR 445 603
Turnover in 2008: EUR 371 047
Export volume in 2007: EUR 30 000
Export volume in 2008: EUR 60 000
Main markets: Sweden, Germany, Russia, USA

Business profile: Action scripting, advertising, business systems, corporate identity, corporate websites, e-commerce solutions, exhibition design, flash, illustrations, interface design, logotypes, multimedia design, online games, presentations, custom programming and development, promo websites, print design, video, web-design.

Seeking cooperation in: We are looking for companies that have a need to outsource high volumes of design and development under cooperation contracts. We are also seeking representatives in other countries to form joint ventures.

Desired markets: Finland, Sweden, Germany, United Kingdom, USA

VIDE INFRA GRUPA

Legal form: Ltd
Address: Baznīcas iela 39-5, Rīga, LV-1010, Latvia
Phone: +371 67293390
Fax: +371 67293345
E-mail: info@videinfra.com
Website: www.videinfra.com

Chairman of the Board: Mr Antons Suļskis
Contact: Mr Antons Suļskis
Position of the contact person: Chairman of the Board
Languages spoken: English, Russian, Latvian
Number of employees: 20
Founded in: 1998

Turnover in 2007: EUR 500 000
Turnover in 2008: EUR 700 000
Export volume in 2007: EUR 250 000
Export volume in 2008: EUR 350 000
Main markets: Latvia, Sweden, United Kingdom, Russia, USA

Business profile: Web development company with 10 years of experience. Integrated, world-quality, cost-effective web design and web development solutions. Extensive international experience, professional project management.

Services:
Design
- Corporate promo websites;
- Flash presentations;
- Visualization;
- Identity.
Web applications
- Web Content Management, CMS;
- Intranets and Extranets;
- Business Automation, BPM.
e-Business
- Gaming;
- Sportbook (sport betting);
- Productivity tools;
- Community, social network;
- Travel.

Seeking cooperation in: Outsourcing partners: web developers, web design shops, and advertising agencies. Can work directly for the end-customers, have established processes for both areas.

Desired markets: Finland, Denmark, United Kingdom, Russia, USA

Certificates in use: ISO 9001



ZZ DATS

Legal form: Ltd
Address: Elizabetes iela 41/43, Rīga, LV-1010, Rīga
Phone: +371 67333600
Fax: +371 67686956
E-mail: zzdats@zzdats.lv
Website: www.zzdats.lv

Member of the Board: Mr Māris Zieme
Contact: Mr Māris Zieme
Position of the contact person: Director
Languages spoken: English, German, Russian, Latvian
Number of employees: 59
Founded in: 1995

Turnover in 2007: EUR 2 787 917
Turnover in 2008: EUR 2 460 656
Main markets: Latvia

Business profile: ZZ Dats Ltd was founded in 1995 and since its beginning it has dealt with the development, implementation and maintenance of software for local authorities, providing services to the majority of local authorities in Latvia. The enterprise employs over 50 qualified IT professionals. ZZ Dats Ltd specializes in Microsoft and Oracle technologies and is an official partner of both organizations. For over 7 years ZZ Dats has been active in the research and development within the WEB solution and digital services area, especially focusing on security and user authentication issue solutions.

Seeking cooperation in: Solutions in the public sector and electronic services.

Desired markets: East and Middle Europe

Certificates in use: ISO 9001

Useful Addresses

ICT Associations and Organizations

ASSOCIATION OF COMPUTER TECHNOLOGIES OF LATVIA (LDTA)

Address: Tērbatas iela 28, Rīga, LV-1011, Latvia
Phone: +371 67283626
Fax: +371 67283626
E-mail: ldta@itnet.lv
Website: www.itnet.lv

Contact person: Mr Dzintars Zariņš, LDTA Executive Director

Business profile: The Association of Computer Technologies of Latvia is a non profit organisation that was founded in September 1997, and is the oldest association in the IT industry in Latvia. The founders and members of the association are the biggest IT companies and organisations that deal with IT solution development and implementation, as well as IT product wholesale enterprises. LDTA is a member of LTA (Association of Telecommunications of Latvia) and LTA is a member of LDTA that provides close contact with telecommunication companies in Latvia. Currently LDTA consists of 15 members that represent the majority of Latvia's IT industry.

INFORMATION SYSTEMS AUDIT AND CONTROL ASSOCIATION (ISACA) LATVIA CHAPTER

Address: Muitas iela 1, Rīga, LV-1010, Latvia
Phone: +371 67043801
Fax: +371 67043802
E-mail: info@isaca.lv
Website: www.isaca.lv

Contact person: Mr Ivo Ivanovs

Business profile: Even though the Information Systems Audit and Control Association (ISACA) Latvia Chapter was founded only in 1996 we still feel that we are at the very centre of developments and can say that we are among the best in Eastern Europe not only in numbers (More than 60 members at the moment), but also in quality. Our experience and professionalism is demonstrated by our work and is backed by CISA, CISM (Certified Information Systems Auditor or Manager) and CGEIT certifications. This places Latvia first in the Baltics by size and, more importantly, strength of ISACA Chapters. The importance of ISACA Latvia Chapter can not be underestimated in the current situation where legislation on information technologies and their control concepts is still forming, where ever increasing threats still have to be fought against and where an understanding of the importance of information audit and control still has to be built in society.

LATVIAN ELECTRICAL ENGINEERING AND ELECTRONICS INDUSTRY ASSOCIATION

Address: Dzirnau iela 93, Rīga, LV-1011, Latvia
Phone: +371 67288360
Fax: +371 67288390
E-mail: letera@latnet.lv
Website: www.lettera.lv

Contact person: Mr Normunds Bergs, President

LATVIAN INFORMATION AND COMMUNICATIONS TECHNOLOGY ASSOCIATION (LIKTA)

Address: Stabu iela 47-1, Rīga, LV-1011, Latvia
Phone: +371 67311821
E-mail: Office@likta.lv
Website: www.likta.lv

Contact person: Ms Māra Jēkabsone

Business profile: The Latvian Information and Communications Technology Association - LIKTA - is a professional association, founded in 1998, that groups over 80 important ICTE product and service providers and educational institutions, as well as about 100 individual professional members of the ICTE industry sector in Latvia, namely in computer hardware and software, electronics, and telecommunications infrastructure and service providers.

LATVIAN INTERNET ASSOCIATION (LIA)

Address: Elizabetes iela 65-12, Rīga, LV-1050, Latvia
Phone: +371 67242142
E-mail: office@lia.lv
Website: www.lia.lv

Contact person: Mr Viesturs Šeļmanovs-Plešs, Executive Director

Business profile: The Latvian Internet Association is a public organization that unites Latvian enterprises working in the diverse internet suppliers' sphere and is interested in the development of the Latvian Internet environment. The Latvian Internet association was founded in 2000. LIA represents more than 90% of Latvian Internet Service providers (ISP) and other domestic and foreign enterprises dealing with different Internet services. LIA's objective is to develop, secure and popularize a widely accessible Internet environment in Latvia.

LATVIAN OPEN TECHNOLOGY ASSOCIATION (LATA)

Address: Bauskas iela 58A, Rīga, LV-1004, Latvia
Cell phone: +371 26099342
E-mail: lata@lata.org.lv
Website: www.lata.org.lv

Contact person: Ms Madara Greiziņa-Kuzmina

Business profile: The Latvian Open Technology Association unites organisations and individuals, including information technology providers and users who believe that they, their organisations and society as a whole will economically benefit from a broader use of open source solutions in Latvia. Applying open standards to information exchange and storage is necessary to provide for free competition in the market of IT solutions between commercial and open source software.

LATA members and associated members are determined to make the environment favourable for those Latvian IT users and providers who use open source software, programming tools and components, thus promoting an economy of resources spent on IT matters and returning those to Latvia's national economy.

STATE JSC ELECTRONIC COMMUNICATIONS OFFICE

Address: Elizabetes iela 41/43, Rīga, LV-1010, Latvia
Phone: +371 67333034
Fax: +371 67821275
E-mail: esd@esd.lv
Website: www.esd.lv

Business profile: The Electronic Communications Office manages the radio spectrum and numbering to ensure rational and efficient use:

- Plan the use of the spectrum of technical and radio equipment to determine the allocation of radio operation;
- To provide electromagnetic compatibility and numbering services;
- Grant radio equipment identification (call) signals;
- Electronic communications network set-up of technical project coordination;
- Electronic communications network construction authorization and issuance of building permits.

PUBLIC UTILITIES COMMISSION (PUC)

Address: Brīvības iela 55, Rīga, LV-1010, Latvia
Phone: +371 67097200
Fax: +371 67097277
E-mail: sprk@sprk.gov.lv
Website: www.sprk.gov.lv

Business profile: The Public Utilities Commission is an independent state institution responsible for the regulation of energy, telecommunications, post and railway sectors in accordance with the law "On Regulators of Public Utilities" and corresponding legislation in the regulated sectors.

Educational Establishments and Research Institutions

GRADUATE SCHOOL OF INFORMATION SYSTEMS MANAGEMENT

Address: Ludzas iela 91, Rīga, LV-1003, Latvia
Phone: +371 67241515, +371 67100607
Fax: +371 67241591
E-mail: isma@isma.lv
Website: www.isma.lv
Contact: Mr Andris Sarnovičs

HIGH SCHOOL OF REZEKNE

Address: Atbrīvošanas aleja 90, Rēzekne, LV-4600, Latvia
Phone: +371 64623709, +371 64623742
Fax: +371 64625901
E-mail: DatKat@ru.lv, Ivars.Meirans@ru.lv
Website: www.ru.lv
Contact: Mr Ivars Meirāns

INSTITUTE OF ELECTRONICS & COMPUTER SCIENCE

Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia
Phone: +371 67554500
Fax: +371 67555 337
E-mail: info@edi.lv
Website: www.edi.lv

JEKABPILS AGROBUSINESS COLLEGE

Address: Pasta iela 1, Jēkabpils, LV-5201, Latvia
Phone: +371 65231726
Fax: +371 65231917
E-mail: koledza@tvnet.lv
Website: www.jak.lv
Contact: Mr Roberts Glaudiņš

RIGA INFORMATION TECHNOLOGY INSTITUTE

Address: Ganību dambis 17A, Rīga, LV-1045, Latvia
Phone: +371 67067701
Fax: +371 67619573
E-mail: Juris.Borzovs@riti.lv
Website: www.riti.lv
Contact: Dr.habil.sc.comp. Juris Borzovs

RIGA TECHNICAL UNIVERSITY FACULTY OF COMPUTER SCIENCE AND INFORMATION TECHNOLOGY

Address: Meža iela 1, korp. 4-233, Rīga, LV-1048, Latvia
Phone: +371 67089512
E-mail: janis.grundspenkis@cs.rtu.lv
Website: www.ditf.rtu.lv
Dean: Professor Jānis Grundspenķis

TRANSPORT AND TELECOMMUNICATION INSTITUTE FACULTY OF COMPUTER SCIENCE AND ELECTRONICS

Address: Lomonosova iela 1, Rīga, LV-1019, Latvia
Phone: +371 67100650
Fax: +371 67100660
E-mail: bfm@tsi.lv
Website: www.tsi.lv
Contact: Dr.Sc.Ing., Professor, Boriss Misnevs

UNIVERSITY OF AGRICULTURE OF LATVIA FACULTY OF INFORMATION TECHNOLOGIES

Address: Lielā iela 2, Jelgava, LV-3001, Latvia
Phone: +371 63023095
Fax: +371 63023095
E-mail: itfdek@llu.lv, sergejs.arhipovs@llu.lv
Website: www.itf.llu.lv
Dean: Mr Uldis Iljins
Contact: Mr Sergejs Arhipovs

UNIVERSITY OF LATVIA FACULTY OF COMPUTER SCIENCES

Address: Raiņa bulvāris 19, Rīga, LV-1586, Latvia
Phone: +371 67034488
Fax: +371 67034513
E-mail: juris.borzovs@lu.lv
Website: www.lu.lv/df
Contact: Dr.habil.sc.comp. Juris Borzovs

UNIVERSITY OF LATVIA INSTITUTE OF MATHEMATICS AND COMPUTER SCIENCES

Address: Raiņa bulvāris 29, Rīga, LV-1459, Latvia
Phone: +371 67224730
Fax: +371 67820153
E-mail: Inara.Opmane@lumii.lv, imcs@lumii.lv
Website: www.lumii.lv
Contact: Ms Ināra Opmāne, Executive Director

UNIVERSITY OF LIEPAJA

Address: Lielā iela 14, Liepāja, LV-3401, Latvia
Phone: +371 63423568, +371 63423510
Fax: +371 63424223
E-mail: liepu@liepu.lv, info@liepu.lv
Website: www.liepu.lv
Contact: Mr Dzintars Tomsons

VENTSPILS DIGITAL CENTRE

Address: Akmeņu iela 3, Ventspils, LV-3601, Latvia
Phone: +371 63620325
Fax: +371 63620326
E-mail: inkubators@digitalaiscentrs.lv
Website: www.digitalaiscentrs.lv

VENTSPILS HIGH TECHNOLOGY PARK

Address: Inženieru iela 101, Ventspils, LV-3601, Latvia
Phone: +371 63664934
Fax: +371 63664934
E-mail: dana.reizniece@vhpt.lv
Website: www.vhpt.lv
Contact: Ms Dana Reizniece

VENTSPILS UNIVERSITY COLLEGE

Address: Inženieru iela 101A, Ventspils, LV-3601, Latvia
Phone: +371 63629657
Fax: +371 63629660
E-mail: venta@venta.lv
Website: www.venta.lv

VIDZEME UNIVERSITY OF APPLIED SCIENCES

Address: Cēsu iela 4, Valmiera, LV-4200, Latvia
Phone: +371 64207230
Fax: +371 64207229
E-mail: info@va.lv
Website: www.va.lv

Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia
Address: Pērses iela 2, Rīga, LV-1442, Latvia
Phone: +371 67039410
Fax: +371 67039401
E-mail: liao@liao.gov.lv
Websites: www.liao.gov.lv, www.exim.lv, www.een.lv

The mission of the Investment and Development Agency of Latvia (LIAA) is to promote growth of the economy of Latvia. Accordingly, the objective of LIAA is to promote business development by facilitating increased foreign investment, while elevating the competitiveness of Latvian entrepreneurs in both domestic and foreign markets.

Having more than 15 years experience in the attraction of foreign direct investment to Latvia and the promotion of foreign trade, the Agency has worked continually to improve the business environment and provide services appropriate to the needs of business.

Following Latvia's accession to the EU in 2004 the Agency needed to adopt new methods and tools, including the effective utilisation of resources from EU Structural funds. Today LIAA offers an integrated solution – it supports companies in Latvia trading internationally as well as overseas businesses seeking partners or locations in Latvia and administers state support programmes for entrepreneurs co-financed from EU Structural funds.

To ensure high quality communications with customers the Agency has representative offices in London (UK), Berlin (Germany), Warsaw (Poland), Stockholm (Sweden), Paris (France), Amsterdam (the Netherlands), Oslo (Norway), Copenhagen (Denmark), Moscow (Russia) and Tokyo (Japan).

An ability to anticipate the rapidly changing needs of businesses and markets by offering new services characterises the Agency's own competitiveness, built on the knowledge and competencies of our experienced specialists. LIAA pays close attention to the quality of performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

In recognition of LIAA's competitive and high quality services, the Agency was recently named one of the top 10 performing national Investment Promotion Intermediaries (IPI's) in the world according to the Global Investment Promotion Benchmarking published by the World Bank. LIAA finished 7th in the fierce competition of 213 investment promotion agencies.

Representative Offices of Investment and Development Agency of Latvia

Representative Office in Denmark
Embassy of the Republic of Latvia
Rosbæksvej 17, DK-2100,
Copenhagen Ø, Denmark
Phone: +45 3927 6009
Fax: +45 3927 6173
E-mail: dk@liaa.gov.lv

Representative Office in France
Ambassade de Lettonie
6, villa Saïd 75116 Paris, France
Phone: +33 1 53 64 58 15
Fax: +33 1 53 64 5819
E-mail: fr@liaa.gov.lv

Representative Office in Germany
Botschaft der Republik Lettland
Reinerzstr. 40-41, D-14193 Berlin, Germany
Phone: +49 (0) 162 98 11075
E-mail: de@liaa.gov.lv

Representative Office in Japan
37-11 Kamiyama-cho, Shibuya-ku,
Tokyo, 150-0047, Japan
Phone: +81 3 3467 6888
Fax: +81 3 3467 6897
Mob.: +81 90 8016 5023
E-mail: jp@liaa.gov.lv

Representative Office in the Netherlands
Visitors' address:
Havengebouw, 11th floor
De Ruyterkade 7
1013 AA Amsterdam
Postal address:
P.O. Box 94261
1090 GG AMSTERDAM
The Netherlands
E-mail: nl@liaa.gov.lv
Website: www.liaa.nl

Representative Office in Norway
Bygdøy Allé 76, Post Box 3163
Elisenberg, 0208 Oslo, Norway
Phone: +47 22 542 286
Fax: +47 22 546 426
E-mail: no@liaa.gov.lv

Representative Office in Poland
Embassy of the Republic of Latvia
19, Królowej Aldony Str.
03-928 Warszawa, Poland
Phone: +48 22 617 11 05
Fax: +48 22 617 42 89
E-mail: pl@liaa.gov.lv

Representative Office in the Russian Federation
Embassy of the Republic of Latvia
Ul. Chapligina 3, 103062 Moscow
Russian Federation
Phone/Fax: +(7 495) 7301834
Mob.: +7 926 66 530 80
E-mail: ru@liaa.gov.lv

Representative Office in Sweden
Odengatan 5, Box 19167,
10432 Stockholm, Sweden
Phone: +46 8 7006311
Mob.: +46 704956849
Fax: +46 8 140 151
E-mail: se@liaa.gov.lv

Representative Office in the United Kingdom
72 Queensborough Terrace,
London, W2 3SH
United Kingdom
Phone: +44 (0)20 7229 8173
Fax: +44 (0)20 7727 7397
Mob.: +44 (0)79 9060 5422
E-mail: uk@liaa.gov.lv



Exim

Latvian Export Import Directory

www.exim.lv

The Latvian Export Import Directory

- The online database that will jumpstart your business in Latvia.

With online company promotion, search features and details freely available, **EXIM** helps companies to connect.

With **EXIM** you can:

- Promote your products or find new ones on Latvia's B2B trade website;
- Create an online business proposal and advertise your products;
- Find new business partners and find out about actual events in Latvia;
- Access all the business news from Latvia.

The main sections of the portal:

- Companies – a database of Latvian companies;
- Proposals – business advertisements and commercial ideas;
- Events – a list of events in Latvia and abroad;
- Market Info - information about the Latvian economy, industry and commerce.

We make it easy for international businesses to find the right contacts in Latvia!



Investment and Development Agency of Latvia (LIAA)
Pērses iela 2, Rīga, LV-1442, Latvia
Phone: +371 67039459
Fax: +371 67039401
E-mail: exim@liaa.gov.lv
www.liaa.gov.lv



Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

