



# Information and Communications Technology

Industry in LATVIA



# Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Riga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (as of 1 <sup>st</sup> January, 2014):	2.0 million
Area:	64 573 km <sup>2</sup>
Language:	Latvian (official); Russian, English and German are also widely spoken
Currency:	euro (EUR)
GDP growth (2013):	4.2%
GDP in current prices (2013):	EUR 23.222 billion
GDP per capita (2013):	EUR 11 537
FDI stock (2013):	EUR 11.570 billion
FDI stock per capita (2013):	EUR 5 781

Source: Central Statistical Bureau of Latvia, Bank of Latvia

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The world is changing. Admittedly, change is an important word that applies to many processes taking place today. More than ever, humanity feels the need to participate in the innovation process, to be creative and originate novel ideas.

Information and communication technology (ICT) is a rapidly growing sector in Latvia, as in the whole world. As Latvian entrepreneurs seek out challenges in the context of new information and communication technologies, we cannot miss this opportunity and stay on the side lines, especially at a time when the digital communication environment is rapidly emerging and evolving. The sector is assessing its global role and capabilities with a view to enhancing its reputation through both traditional and digital marketing tools.

Latvia's ICT sector in was not severely affected by the economic crisis and even experienced significant growth in recent years. This can be attributed to innovative practices and stable, well-trained and highly productive workforce. Growth in the sector in Latvia has been much faster than in the rest of the EU.

Innovation in the ICT 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 globalization.

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 its role in developing the information society.

This catalogue compiles information on the sector, education institutions, as well as associations and societies that are important to the industry players, endowed with skills and talent, who are ready to become your reliable partners.

A handwritten signature in black ink, appearing to read 'A. Ozols', written in a cursive style.

**Andris Ozols**  
Director

Investment and Development Agency of Latvia

# Overview of the Information and Communications Technology Sector in Latvia

The seeds of Latvia's information and communications technology (ICT) sector were sown in the 1960s, when the Institute of Mathematics and Computer Science and the Institute of Electronics and Computer Science were founded. The latter developed expert technology for Soviet lunar-landing programmes and had 800 employees working on R&D projects. Post-independence, Latvia established its first internet connection in 1992, with UNESCO support, after which internet and computer use expanded rapidly. The continued successful operations and stellar achievements of these well-established institutes attest to the solid base and tradition of education, technology and R&D in Latvia.

ICT is significant to creating jobs and improving the quality of life. Although the ICT sector itself comprises only 3.7 % of Latvia's GDP, its influence is extensive. ICT companies are also key to:

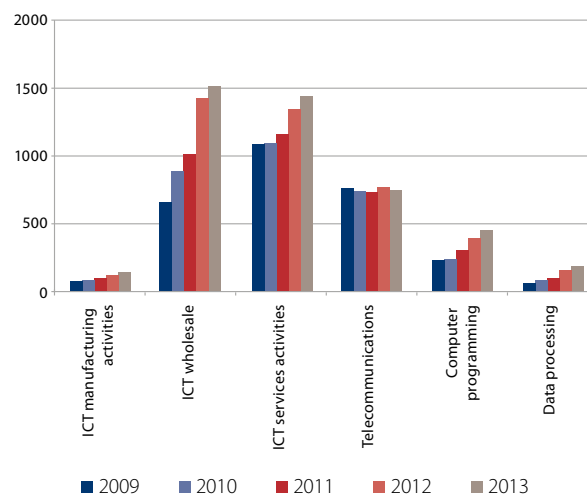
- meeting the globalization challenge by boosting innovation, creativity, and competitiveness throughout the economy;
- delivering cutting-edge science in all scientific and technological areas;
- making the public sector more efficient, and modernizing sectors ranging from education to energy;
- tackling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

There are more than 5 000 companies active in the ICT sector, only 99 of them produce ICT equipment; 4 425 specialize in ICT services, of them 556 in the telecommunications industry.

The majority of people employed in ICT sector enterprises work in services: computer programming and consulting, and telecommunications. There is a growing demand for ICT specialists in the labour market, not only in Latvia but also from other countries, mainly in Scandinavia, who rate Latvian specialists' competencies very highly. In 2013, the number of employees in the ICT sector exceeded 23 500.

Employment increased in all ICT spheres over the last five years, thus significantly surpassing pre-crisis levels.

## Turnover of ICT Sector Enterprises, million EUR



Source: Central Statistical Bureau of Latvia

## Financial Solutions

One of the core competencies is software development for the finance and insurance industry. The effectiveness of the products developed is demonstrated by customers' willingness to use the internet-banking and electronic services provided by banks.

Internet banking is one of the most widely used e-commerce applications in Latvia. Most commercial banks in Latvia achieve excellent results in this area, more than 90 % of transactions are completed electronically. 99 % of *Swedbank*, Latvia's most popular bank, transactions are e-transactions.

The number of internet bank users grew from 47.1 % of the population in 2012 to 54.9 % in 2013, well above the EU average of 44 % in 2013.

## Outsourcing of Business Processes

Business process support functions (BPO) are a 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 straightforward access to a wide range of expertise.

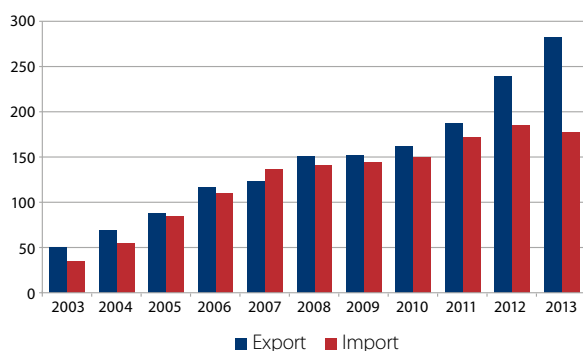
In most cases, business process providers are subsidiaries of larger enterprises and have expanded from providing services to affiliates, to mention some, *Tele2 Billing* – billing system, *Transcom Worldwide Latvia* – inbound, outbound and back-office services, *Accenture Technology Solutions* – consulting activities, *Tieto Global Shared Service Centre* – ICT management, *Lattelecom BPO* – BPO services.

### Exported Goods and Services

ICT manufacturing companies export half of their products to the neighbouring Baltic States. Exports mainly comprise communication equipment (56 %), consumer electronic equipment (24 %), computers and peripheral equipment (15 %).

In 2013, the foreign trade surplus of ICT services reached EUR 105 million. The main trading partners for ICT services were the Netherlands and Sweden.

### Foreign trade in ICT services, million EUR



Source: Bank of Latvia

## EDUCATION

Latvia's education system supplies internationally competitive human resources at all levels of expertise:

- Primary and secondary schools. Primary and secondary schools offer European Computer Driver's License (ECDL) programme-level education.
- Tertiary ICT education.

There are three main academic institutions – Riga Technical University, the University of Latvia, and Daugavpils University – providing specific ICT courses. The main research institutions are the Institute of Mathematics and Computer Science and the Institute of Electronics and Computer Science which carry out research in fields including system modelling and design, real time systems, simulation of discrete event systems, graph drawing and graph theory, machine vision, inductive synthesis and computational learning theory, quantum computation, natural language processing and bioinformatics.

Altogether, there are 15 higher education institutions with 44 ICT-related programmes at college, vocational, bachelor's, master's and doctoral levels. In the 2013–14 academic year, the number of students enrolled reached 2 298.

- Continuous professional skills upgrading programmes and courses for ICT specialists are provided by professional training companies.

## INFORMATION TECHNOLOGY (IT) SECTOR OVERVIEW

Latvia's IT sector is the largest among the Baltic States in terms of production value. During the last few years, the IT service subsector has been experiencing outstanding growth, much faster than that overall in the EU. The 17.5 % annual growth in computer-programming activities was the third highest in the EU.

Main directions:

- Software development and re-engineering
- E-platform and mobile app development
- Implementation of state-of-the-art internet B2B solutions
- Development of computerized software tools
- Development of payment card systems
- Localization of imported software
- Focus on e-government, industry, cross-cutting, and specialized solutions
- Data centres and hosting services

IT consultancy as well as data processing, account for the largest share of value added in the sector. The most promising areas are the development of mobile applications, the implementation of e-solutions for government and healthcare, IT outsourcing for hosting and data processing, and game development.

Other key industry segments with their own IT expertise are finance, insurance, consultancy, infrastructure, as well as e-governance.

Several global IT companies have chosen Latvia either as their R&D centre or back-office. Companies such as *Tieto*, *Accenture* and *Exigen* today hold the largest market and revenue shares in the sector. Exports of IT services are expected to continue to grow strongly.

### Start-ups

Latvia can also be proud of its internationally recognized successful start-ups in different spheres. Here are a few examples:

- A smart address book.
- App to double reading speed.
- Create cool info graphics online.

- E-commerce platform for digital publishers.
- Gaming platform enabling games to be programmed in a unified system and work simultaneously on a web platform, smart phones and tablet PCs.
- A tool that allows fast processing of any incoming requests by phone and email, such as registering contacts and vehicles, booking service appointments, and ordering spare parts on one page.
- A platform that analyses information on *Twitter*, offering travel agents and hotels information about travellers, as well as the location of service providers.
- Social-media management and analytical software that helps brands manage their social media presence, while measuring sales and conversions from social media channels.
- 9 million different chemical compounds, ready to order on one internet resource.
- Virtual motivator for living an active and healthy life, etc.

*TechHub Riga* is the first international expansion location for *TechHub*, the successful London initiative that offers product-oriented technology start-ups a dedicated, shared working space, a community gathering point, and an international network for driving entrepreneurial success. *TechHub* promotes and supports entrepreneurship and innovation in new technology development for global markets. The location has become Riga's centre for start-up and technology events.

## TELECOMMUNICATIONS SECTOR

The total turnover for the Latvian telecommunications sector was about EUR 550 million in 2013, with revenue from voice telecommunications at EUR 196 million.

On the European scale, Latvia is in the top 10 for per capita investment and revenue in the telecommunications industry. The total value of tangible investment in telecommunications networks stood at EUR 84 million.

The numbers of subscribers to telecoms services for fixed and mobile line telephony decreased, although the number of fixed broadband subscribers increased significantly by 40 000 in 2013 compared to 2012.

### Market Highlights

- Optical fibre cable rollouts are dominated by *Lattelecom*, which offers up to 500Mb/s access. Several smaller operators offer services to greenfield sites and in urban areas. Recent regulatory measures are aimed at facilitating wider access to the national broadband network.
- Digital TV uptake has accelerated, with satellite and cable TV dominating digital access. Analogue switch off was completed in mid-2010, and has thus released

spectrum in the 800 MHz band for use in mobile services.

- Increasing competition is evident in the mobile broadband market, as all three mobile networks (*Latvijas Mobilais Telefons (LMT)*, *Tele 2*, *Bite Latvija*) offer generous amounts of bundled data. The challenge for mobile operators in the coming years will be maintaining service levels across networks under heavy traffic loads.
- Limited Long Term Evolution (LTE) services were launched in 2011 and have since been extended. Following the auction of spectrum in the 2.6GHz band, these frequencies were made available to the four licensees from early 2014.
- The EC's approval of funding for optical-fibre networks supports the government's own programme to build a national network, to be largely completed by the end of 2015.

There are more than 400 electronic communication operators in Latvia. The largest (by numbers of customers) are: *AdForte* (VOIP), *Bite Latvija* (GSM), *CSC Telecom*, *Lattelecom*, *Baltcom*, *Latvijas Mobilais Telefons* (GSM), *Optron* (VOIP), *Tele2* (GSM), *TELEFANT*, *Telepele* (prefix code 1030 in *Lattelecom* network), *Triatel* (CDMA), *IZZI*.

### Mobile Telecommunications

The mobile market remains the most dynamic part of the electronic communications sector thanks to increasing call volumes and the uptake of mobile broadband. There are three mobile operators (*LMT*, *Tele2* and *Bite Latvija*) with their own infrastructure. *LMT* and *Tele2* each hold (July 2014) about 37 % of the mobile telecommunication market by numbers of subscribers.

By the end of 2013, there were 2.558 million mobile subscribers in Latvia, representing a growth of 6 % over the year and a mobile penetration rate of almost 123 %. By the end of the newly extended forecast period in 2016, it is predicted that Latvia's mobile customer base will reach 3.088 million, which will be equivalent to a penetration rate of just over 140 %.

Latvian mobile operators are expanding the reach and transmission speeds of their 3G networks. All three operators have been deploying HSDPA services across 3G networks, while simultaneously preparing for the introduction of 4G mobile services based on LTE technology. The newly extended 3G subscriber forecast for Latvia anticipates an annual average growth rate of 20 % over the next five years, predicting almost 1.64 million 3G customers at the end of 2016, equivalent to around 53 % of the total mobile user base.

Since July 2014, all mobile networks operating in Latvia have had to comply with uniform interconnection tariffs that have been updated by the Public Utilities

Commission. The upper limit of the tariffs is now set at EUR 0.0105 a minute.

### **Fixed Telecommunications**

There is one significant fixed line operator in Latvia – *Lattelecom* (80 % market share). The fixed voice market continues to decline with the increase in mobile telecommunication users.

Compared to mobile and broadband markets, the competition in fixed-voice services remained very limited, unsurprisingly. The interconnection tariff in Latvia is EUR 0.00076 per minute, compared to the EU average (January 2014) of EUR 0.0041.

### **Digital TV**

The transition from analogue to digital terrestrial television (DTT) broadcasting took place in Latvia on 1 June 2010. Currently, DTT is available over-the-air to 95 % of the Latvian population.

DTT in Latvia is operated by *Lattelecom*, the main incumbent *Telco* organization, responsible for the nationwide deployment of DVB-T to provide terrestrial broadcasting of radio and television programmes covering the whole of Latvia. 51 % of *Lattelecom* shares are owned by the Latvian government, but the remaining 49 % by Danish company *TILTS Communications A/S*, owned by *TeliaSonera*. *Lattelecom*, in turn, owns 23 % of Latvian mobile operator *LMT's* shares.

### **Broadband/Internet Access**

According to the *Ookla Net Index* (December 2014), Latvia holds 31<sup>st</sup> position in the world for lowest monthly broadband costs (3.35 USD/Mb/s). Latvia is successfully competing with Hong Kong, Japan, China, and Singapore – some of the most technologically advanced countries in the world.

The average speed of Latvia's internet connections is impressive. Latvia is ranked 7<sup>th</sup> globally for average measured internet connection speed (Source: Akamai annual report *State of the Internet*, Q2 2014).

Latvia also offers a remarkable level of internet access, boasting a higher level than its neighbours. The high level of broadband penetration (Latvia: 75.2 % , Lithuania: 68.5 % , Estonia: 39.9 %) is an indicator of the superiority of our infrastructure and the commitment made to ensure quick and reliable connection for businesses.

There are numerous operators offering internet services – DSL, optical, or LAN. *Lattelecom* holds 58 % of fixed-internet market share by numbers of subscribers in Latvia. In Latvia, 98 % of households with access to the internet have broadband connections above 2 Mbps, which is

the same level as Luxembourg. Total fixed broadband coverage in Latvia grew further to reach 92 % of the population, exceeding the EU average (89.8 %). Mobile operators, in turn, ensure mobile internet access all over Latvia.

E-commerce has become very popular due to the frequency of internet and web development both in Latvia and worldwide. Many companies have developed online shops, and sales continue to grow. The industries using online sales most are real estate (58 % of companies in the industry offer online services), computer and peripheral system repairs (28 % of companies), and ICT services.

All banks operating in Latvia, mostly Scandinavian (*Swedbank*, *SEB banka*, *DNB Banka*), have developed internet banks, which are popular among the Latvian population. 53.2 % of the population use internet banks for their payments and other non-cash money transactions, which is more than the EU average (49 %). This rate has grown by 10 % during last 10 years and trends show that it is still growing. Five banks have already developed mobile internet bank apps, with others planning to do so in the near future.

# ICT Companies

## Areas of Activities

No.	Company	Consulting/Project management services	Data Storage/Hosting	Distributor/Reseller	Education/Training	Entertainment/Games/Mobile content providers	Geographic Information Systems	Hardware (office machinery, parts, computer peripheral equipment)	Infrastructure	Manufacturing of computer, electronic and optical equipment	Manufacturing of telecommunication equipment	Network (internet, wireless)	Outsourcing	Repair services (computers, office machinery, other equipment)	Research	Software programming	Telecommunication services	Translation services, Localisation	Other
1	ABC SOFTWARE																		
2	ACCENTURE LATVIJAS FILIĀLE																		
3	AGROUP																		
4	AMBER GAMES																		
5	ANAZANA																		
6	AUTONAMS																		
7	BALTIJAS DATORU AKADĒMIJA																		
8	BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS																		
9	BLUE BRIDGE TECHNOLOGIES																		
10	BUSINESS INSTRUMENTS																		
11	CITRUS SOLUTIONS																		
12	CITYCREDIT																		
13	COMPUTER HARDWARE DESIGN																		
14	CUBE SYSTEMS																		
15	DATA SECURITY SOLUTIONS																		
16	DATAKOM																		
17	DATORZINĪBU CENTRS																		
18	DIGIBRAND																		
19	DIGITAL MIND																		
20	DIGITĀLĀS EKONOMIKAS ATTĪSTĪBAS CENTRS (DEAC)																		
21	DIVI GRUPA																		
22	DPA																		
23	ELVA BALTIC																		
24	EXIGEN SERVICES LATVIA																		
25	FASTR BOOKS																		
26	GIRAFFE VISUALIZATION GROUP																		
27	IBM LATVIJA																		
28	IDEA PORT RIGA																		
29	INFOGRAM																		
30	INTELLIGENT SYSTEMS																		
31	ISOFT SOLUTIONS																		
32	ISTABAI																		
33	IT HOUSE																		
34	IZGLĪTĪBAS SISTĒMAS																		

No.	Company	Consulting/Project management services	Data Storage/Hosting	Distributor/Reseller	Education/Training	Entertainment/Games/Mobile content providers	Geographic Information Systems	Hardware (office machinery, parts, computer peripheral equipment)	Infrastructure	Manufacturing of computer, electronic and optical equipment	Manufacturing of telecommunication equipment	Network (internet, wireless)	Outsourcing	Repair services (computers, office machinery, other equipment)	Research	Software programming	Telecommunication services	Translation services, Localisation	Other
35	KARŠU IZDEVNIECĪBA JĀŅA SĒTA																		
36	KOMERCENTRS DATI GRUPA																		
37	KPBS																		
38	LATNET SERVISS																		
39	LATTELECOM																		
40	LATTELECOM TECHNOLOGY																		
41	LATVIJAS MOBILAIS TELEFONS																		
42	LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS																		
43	LINEARIS																		
44	LINGMASTER																		
45	LURSOFT IT																		
46	MAPON																		
47	MEAWALLET LATVIA																		
48	MEDIAPARKS																		
49	MEDITEC																		
50	MS-IDI																		
51	NFC TEAM																		
52	NORDTEXT																		
53	NOVITUS																		
54	OPUCAPITA																		
55	QFER																		
56	REMEKS SERVISS																		
57	RIX TECHNOLOGIES																		
58	SAF TEHNIKA																		
59	SOLCRAFT																		
60	SWH SETS																		
61	TIETO LATVIA																		
62	TILDE																		
63	VENDON																		
64	VISMA ENTERPRISE																		
65	X INFOTECH																		
66	ZABBIX																		
67	ZING																		
68	ZZ DATS																		

# ICT Companies

## Providing Services for Sectors

No.	Company	Food Industry	Chemicals and Pharmaceuticals	Metalworking	Textiles and Clothing	Woodworking	Mechanical Engineering	Electrical Engineering	Energy Industry	Environment	Construction	Wholesale and Retail Trade	Transportation and Storage	Telecommunications	Information Technology	Finance and Insurance	Real Estate	Public Administration and Defence	E-government	Education	Health and Social Care	Other
1	ABC SOFTWARE																					
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3	AGROUP																					
4	AMBER GAMES																					
5	ANAZANA																					
6	AUTONAMS																					
7	BALTIJAS DATORU AKADEMIJA																					
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22	DPA																					
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27	IBM LATVIJA																					
28	IDEA PORT RIGA																					
29	INFOGRAM																					
30	INTELLIGENT SYSTEMS																					
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32	ISTABAI																					
33	IT HOUSE																					
34	IZGLĪTĪBAS SISTĒMAS																					

No.	Company	Food Industry	Chemicals and Pharmaceuticals	Metalworking	Textiles and Clothing	Woodworking	Mechanical Engineering	Electrical Engineering	Energy Industry	Environment	Construction	Wholesale and Retail Trade	Transportation and Storage	Telecommunications	Information Technology	Finance and Insurance	Real Estate	Public Administration and Defence	E-government	Education	Health and Social Care	Other
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63	VENDON																					
64	VISMA ENTERPRISE																					
65	X INFOTECH																					
66	ZABBIX																					
67	ZING																					
68	ZZ DATS																					

# Company Profiles



## ABC SOFTWARE

Legal form: Ltd  
Address: Tallinas iela 51A,  
Rīga, LV-1012, Latvia  
Phone: +371 67082600  
Fax: +371 67082610  
E-mail:  
abcsoftware@abcsoftware.lv  
Website:  
www.abcsoftware.lv

Chairman of the Board:  
Mr Aivars Rožkalns  
Contact: Mr Aivars Rožkalns  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 35  
Founded in: 2003  
Turnover in 2013: EUR 4 100 000  
Turnover in 2012: EUR 2 700 000  
Main markets: Latvia  
Business profile: *ABC Software*  
specializes in the development,  
supply and implementation of a  
high joined cost IT solutions.  
Main activities include:

- Development and implementation of an integrated solution for law-enforcement agencies (e-Police)
- Data-integration middleware based on service-oriented architecture (SOA) for e-Government, e-Health, and different e-Services

*ABC Software* is an Oracle Gold Partner and a Microsoft Certified Partner, as well as having an Industrial Security Certificate from the Republic of Latvia Constitution Protection Bureau attesting that the company is allowed to carry out IT projects on objects containing information which constitutes State and NATO secrets.

Products:

- E-government portal ([www.Latvija.lv](http://www.Latvija.lv)) for e-services and integration platform for e-service execution based on SOA (<https://viss.gov.lv>)
- E-services for State portal [www.Latvija.lv](http://www.Latvija.lv)
- Integration platform for e-Health solution
- E-Police – integrated solution for law enforcement agencies:
  - Event register for recording criminal and administrative offences
  - Register of penalties (criminal and administrative)
  - Wanted persons (stolen vehicles, property)
  - Descriptions of persons
  - Terrorists
  - Photo galleries of criminals
  - Register of invalid documents
  - Firearm licenses, etc.

Seeking cooperation in: To find local partners (IT companies) for the localization, implementation and local support of *ABC Software's* e-Police solution.

Desired markets: Azerbaijan, Belarus, Brazil, Ukraine

Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



## ACCENTURE LATVIJAS FILIĀLE

Legal form:  
Foreign Subsidiary  
Address: Brīvības gatve 214,  
Rīga, LV-1039, Latvia  
Phone: +371 67019700  
Fax: +371 67019701  
Website: [www.accenture.lv](http://www.accenture.lv)

Head of Accenture Latvia:  
Mr Maksims Jegorovs  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 551  
Founded in: 2002  
Turnover in 2013: EUR 24 500 000  
Turnover in 2012: EUR 22 500 000  
Export volume 2013: EUR 23 700 000  
Export volume 2012: EUR 21 500 000  
Main markets: EU

Business profile: We are one of the world's leading organizations providing strategy, technology, digital and operations services. Member of association: Latvian Information and Communications Technology Association  
Certificates in use: CMMI Level 3, PCMM Level 3



## AGROUP

Legal form: Ltd  
Address: Duntes iela 11,  
Rīga, LV-1013, Latvia  
Phone: +371 67895602  
Fax: +371 67895604  
E-mail: info@agroup.lv  
Website: www.agroup.lv

Chief Executive Officer:  
Mr Alexander Snurnitsyn  
Contact: Mr Ernests Sinkevics  
Position of the contact person:  
Business Development Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 32  
Founded in: 2008  
Turnover in 2013: EUR 1 200 000  
Turnover in 2012: EUR 978 000  
Export volume 2013: EUR 1 100 000  
Export volume 2012: EUR 829 000  
Main markets: Latvia, Lithuania,  
Estonia, Poland, Malta, Cyprus,  
Russia, Ukraine, Azerbaijan,  
Kazakhstan, UAE  
Business profile: *AGroup* is the  
leading, innovative software-  
development company in Russia,  
the Baltics and Eastern Europe for  
human-resource management,  
benefit-administration and payroll  
solutions. We also offer document  
management solutions. Our

products help streamline processes, reduce  
complexity and maximize productivity for  
hundreds of organizations in 24 countries.  
Our customer community includes over 550  
organizations, including multinationals such  
as DHL, AIG, British Petroleum, Phillips, Sony,  
GlaxoSmithKline, and service providers like  
ADP, GrantThornton, Ventra, and others  
who base their service offering on the HRB  
product family. We serve a broad spectrum  
of industries such as central government,  
hospitality, financial, manufacturing,  
distribution, retail, and corporate services.  
Our products are used to manage  
organizations ranging from 20 to more than  
10 000 employees.  
Seeking cooperation in: We are looking for  
local resellers or/and value-added reseller  
partners. We are also looking to partner  
with local human resource consultancies or  
outsourcing companies.  
Desired markets: Sweden, Norway, Finland,  
Denmark, Czech Republic, Slovakia,  
Bulgaria, Greece, Romania, Croatia, Moldova,  
Serbia, Turkey



## AMBER GAMES

Legal form: Ltd  
Address: Brīvības  
gatve 214M-2, Rīga,  
LV-1039, Latvia  
Phone: +371 67077711  
Fax: +371 66663197  
E-mail:  
info@ambergames.com  
Website:  
www.ambergames.com

Chief Executive Officer:  
Mr Aleksandrs Novozenovs  
Contact: Ms Marina Armane  
Position of the contact person:  
Office Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 37  
Founded in: 2008  
Turnover in 2013: EUR 1 200 000  
Turnover in 2012: EUR 1 500 000  
Export volume 2013: EUR 1 100 000  
Export volume 2012: EUR 1 400 000  
Main markets: Germany, Russia,  
Ukraine, USA

Business profile: Founded in 2008,  
*AmberGames* is currently the biggest  
privately held game-development and  
publishing company in the Baltic region.  
The company's portfolio consists of five  
successful, wide-ranging game projects:  
browser, massively multiplayer online, and  
social network games.  
Seeking cooperation in: *AmberGames* is  
open to partnership and business! We are  
interested in cooperation with investors  
who want to be part of the world's fastest  
growing game industry.  
Desired markets: Germany, Austria, Russia,  
Ukraine, USA



## ANAZANA

Legal form: Ltd  
Address: Straupes iela 5 k-2,  
Rīga, LV-1073, Latvia  
Phone: +371 67240240  
E-mail:  
support@anazana.com  
Website: www.anazana.com

President: Mr Ruslans Skolnījs  
Contact: Ms Anzelika Skolnīja  
Position of the contact person:  
Chief Operating Officer  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 2  
Founded in: 2010  
Turnover in 2013: EUR 16 000  
Turnover in 2012: EUR 81 000  
Export volume 2013: EUR 16 000  
Export volume 2012: EUR 81 000  
Main markets: USA  
Business profile: *anaZana Latvia*  
is a subsidiary of *anaZana, Inc.*,  
headquartered in San Diego,  
California, USA. *anaZana Latvia*  
operates as the centre for  
operations in Europe. The company  
provides the cloud website design  
and marketing Platform as a

Service (PaaS) at www.anazana.com. The  
*anaZana* platform is used by web designers  
and marketing agencies to accelerate  
the website development process and  
provide an easy-to-manage solution for  
their customers. The platform is also used  
by small businesses and enterprises. The  
multilingual cloud platform includes:

- A responsive website builder
- Shopping cart with payment processing
- CRM and e-mail marketing tools

Seeking cooperation with:

- *Marketing and digital agencies* interested in  
accelerating the web-design process and  
providing more efficient services for their  
clients;
- Companies interested in 'white labelling'  
*anaZana* services in Europe, USA and other  
countries.

Certificates in use: PCI DSS Compliance  
Certificate, SSL Certificate



### AUTONAMS

Legal form: Ltd  
Address: Skanstes iela 9A,  
Rīga, LV-1013, Latvia  
Phone: +371 67501850  
Fax: +371 67501840  
E-mail:  
autonams@autonams.lv  
Website: www.autonams.lv

Chief Executive Officer:  
Ms Iveta Briede  
Contact: Mr Edvins Panders  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 55  
Founded in: 1994  
Turnover in 2013: EUR 2 400 000  
Turnover in 2012: EUR 2 800 000  
Export volume 2013: EUR 103 000  
Export volume 2012: EUR 509 000  
Main markets: Latvia, Lithuania,  
Estonia, Germany, Hungary, Bulgaria,  
Croatia, Belgium, France, Spain, UK,  
Kosovo, Russia, Ukraine

Business profile: Designer, developer and manufacturer of wireless technology products; product development and manufacturing for vehicle security, fleet-management systems, telematic or Pay-As-You-Drive insurance, smart meters, smart house and home security.  
Seeking cooperation in: We are interested in cooperating with car accessory wholesalers and companies offering fleet-management services.  
Desired markets: Germany, Czech Republic, Slovakia, France, Greece, Italy  
Certificates in use: ISO 9001  
Member of association: Latvian Electrical Engineering and Electronics Industry Association



### BALTIJAS DATORU AKADĒMIJA

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

Chairwoman of the Board:  
Ms Nadežda Semjonova  
Contact: Ms Nadežda Semjonova  
Position of the contact person:  
Chairwoman of the Board  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 30  
Founded in: 1994  
Turnover in 2013: EUR 2 400 000  
Turnover in 2012: EUR 2 200 000  
Export volume 2013: EUR 230 000  
Export volume 2012: EUR 217 000  
Main markets: Latvia  
Business profile: Authorized partner of leading ICT vendors for instructor-led training, user training, courseware development, deployment and integration of learning-management systems

(Moodle), blended learning solutions, e-learning course design and development.  
Seeking cooperation in: Projects; training and skills development projects, e-learning projects.  
Desired markets: Lithuania, Estonia, Norway, Finland, Sweden, Hungary, Kazakhstan, Azerbaijan, Moldova, Georgia  
Certificates in use: ISO 9001, ISO 14001, Novell Gold Certified Partner in learning solutions, Microsoft Silver Certified Partner in learning solutions, Oracle Certified Education Centre, Cisco Partner in learning solutions, ITIL authorized training center, Project Management Institute Registered Education Provider  
Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association, Latvian IT Cluster



### BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS

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 Priedītis  
Position of the contact person:  
Sales Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 25  
Founded in: 1992  
Turnover in 2013: EUR 4 200 000  
Turnover in 2012: EUR 3 000 000  
Export volume 2013: EUR 240 000  
Export volume 2012: EUR 200 000  
Main markets: Latvia, Lithuania,  
Finland, Sweden

Business profile: IT infrastructure delivery, consultancy, maintenance and project implementation. Outsourcing services: 24/7 Help Desk and on-site services.  
Warranty services: Authorized service delivery centre for commercial Hewlett-Packard products. We have broad knowledge and expertise in working with the products and solutions of the world's leading vendors.  
Seeking cooperation in: IT infrastructure project delivery in the Baltic region.  
Cooperation in IT support and outsourcing projects, including Help Desk, maintenance, consultancy and on-site support services for local affiliates.  
Desired markets: Estonia, Lithuania, Finland, Sweden  
Certificates in use: ISO 9001  
Member of association: Association of Computer Technologies of Latvia



## BLUE BRIDGE TECHNOLOGIES

Legal form: Ltd  
Address: Mazā Nometņu iela 31-206, Rīga, LV-1002, Latvia  
Phone: +371 67615159  
E-mail: info@bb-tech.eu  
Website: www.bb-tech.eu

Chairman of the Board: Mr Andrejs Strods  
Contact: Ms Tatjana Gorodilova  
Position of the contact person: Marketing Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 16  
Founded in: 2007  
Turnover in 2013: EUR 317 000  
Turnover in 2012: EUR 559 000  
Main markets: Latvia

Business profile: Our main product, INMEDICAS (www.inmedicas.com), is a cloud-based collaboration platform that automates transactions between healthcare providers and payers. INMEDICAS radically reduces administration costs, adds transparency, and improves service. The solution enables automatic data exchange (referrals, prescriptions, bills, claims) between different organizations. Data security has been enabled at the transport, data, message, and application levels. Seeking cooperation in: Industry – health insurance; business partner – health insurance companies; activities – health insurance product management, claims processing, care-provider network management. Desired markets: Germany, Denmark, Spain, UK, USA  
Member of association: Latvian IT Cluster



## 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: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 1  
Founded in: 2004  
Turnover in 2013: EUR 422 000  
Turnover in 2012: EUR 363 000  
Main markets: Latvia, Sweden, Poland, Russia, Czech Republic, Georgia, Ukraine

Business profile: Large system development, government IT projects, POS Systems, CRM, Business Intelligence, B2B, B2C, individual solutions. Seeking cooperation in: Outsourcing of *Java* professionals on a project basis. Certificates in use: ISO 9001



## CITRUS SOLUTIONS

Legal form: Ltd  
Address: Ūnijas iela 52, Rīga, LV-1084, Latvia  
Phone: +371 67056011  
Fax: +371 67055038  
E-mail: info@citrus.lv  
Website: www.citrus.lv

Chairman of the Board: Mr Miks Stūrītis  
Contact: Ms Agnese Lemša  
Position of the contact person: Marketing Project Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 278  
Founded in: 2005  
Turnover in 2013: EUR 22 300 000  
Turnover in 2012: EUR 21 600 000  
Main markets: Latvia  
Business profile: *Citrus Solutions* is a *Lattelecom* Group company, the shareholders of which are the Republic of Latvia (51%) and *TeliaSonera* (49%). The company was established in 2005 through separating the Network Maintenance Division as a spinoff from *Lattelecom*. *Citrus Solutions* provides services in areas such as

data centres, energy efficiency, facilities of strategic importance, building engineering systems, road and street communication networks, external communication networks, ventilation and cooling, as well as the maintenance of the networks of telecom operators. *Citrus Solutions* provides a full range of services to its customers, ensuring support throughout the project cycle. *Citrus Solutions* tailors solution ideas to best fit the customer's needs, defines the design task, designs, constructs and maintains solutions, thus helping avoid any problems that may arise when coordinating the work and limits of liability of different suppliers. *Citrus Solutions* assumes full overall responsibility for the infrastructure as a whole – from the idea through to its commissioning and operation. Seeking cooperation in: See Business profile. Certificates in use: ISO 9001, Industrial Security Certificate



### CITYCREDIT

Legal form: Ltd  
Address: Skanstes iela 54,  
Rīga, LV-1013, Latvia  
Phone: +371 67365977  
Fax: +371 6777746  
E-mail: info@mobilly.lv  
Website: www.mobilly.lv

Chairman of the Board:  
Mr Uldis Pabērzis  
Contact: Mr Ģirts Slaviņš  
Position of the contact person:  
Managing Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 6  
Founded in: 2003  
Turnover in 2013: EUR 709 000  
Turnover in 2012: EUR 500 000  
Main markets: Latvia

Business profile: Mobile services, mobile payment and control solutions for parking operators; mobile payment and control solutions for transport companies, payment systems, SMS, web applications and native applications.  
Seeking cooperation in: Municipalities, parking operators, public transport operators, taxi companies, financial institutions, mobile network operators.  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



Computer Hardware Design



### COMPUTER HARDWARE DESIGN

Legal form: Ltd  
Address: Dzelzavas iela 120I,  
Rīga, LV-1021, Latvia  
Phone: +371 67802812  
Fax: +371 67802822  
E-mail: chd@chd.lv  
Website: www.chd.lv

Chairman of the Board: Mr Olafs Bluķis  
Contact: Mr Jānis Janums  
Position of the contact person:  
Sales Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 30  
Founded in: 1991  
Turnover in 2013: EUR 3 600 000  
Turnover in 2012: EUR 2 900 000  
Export volume 2013: EUR 714 000  
Export volume 2012: EUR 517 000  
Main markets: Lithuania, Denmark,  
Czech Republic, Malta, Switzerland,  
Singapore, Malaysia, Australia and  
others

Business profile: Design, development, and manufacture of ECR (electronic cash register) and POS (point of sale) systems. Software development for retail POS and payment transactions. Very experienced in adopting ECR to various fiscal requirements. Seeking cooperation in: Looking for distributors/resellers of ECR and POS equipment in new markets.  
Desired markets: UK, Germany, USA, Spain, Italy



### CUBE SYSTEMS

Legal form: Ltd  
Address: Eduarda Smiļģa  
iela 26-8, Rīga, LV-1002,  
Latvia  
Phone: +371 26181526  
E-mail: info@cubesystems.lv  
Website:  
www.cubesystems.lv

Chairman of the Board:  
Mr Renārs Jansons  
Contact: Mr Renārs Jansons  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 50  
Founded in: 2010  
Turnover in 2013: EUR 424 000  
Turnover in 2012: EUR 251 000  
Export volume 2013: EUR 19 000  
Export volume 2012: EUR 65 000  
Main markets: Latvia, Lithuania,  
Estonia, Denmark, Norway

Business profile: Custom-made e-commerce and self-service platforms, web portals, web applications and other technically cutting-edge, visually good-looking and easy-to-use systems. We provide a full cycle of technical services: solution conception and strategy, system analysis, usability planning, visual design, usability testing, programming, testing and maintenance.  
Seeking cooperation in:  
• Companies and organizations with a need for custom-made, unique IT solutions;  
• IT companies that need subcontractors.  
Desired markets: Norway, Sweden, Finland, Denmark  
Member of association: Latvian Information and Communications Technology Association

**DATA SECURITY SOLUTIONS**

Legal form: Ltd  
Address: Mūkusalas iela 29,  
Rīga, LV-1004, Latvia  
Phone: +371 29162784,  
+371 26113545  
E-mail: info@dss.lv,  
andris@dss.lv  
Website: www.dss.lv

Managing Director:  
Mr Andris Soroka  
Contact: Mr Raivis Kalniņš  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 9  
Founded in: 2010  
Turnover in 2013: EUR 462 000  
Turnover in 2012: EUR 360 000  
Export volume 2013: EUR 200 000  
Export volume 2012: EUR 100 000  
Main markets: Latvia, Lithuania,  
Estonia, EU, CIS countries

Business profile: *Data Security Solutions* is known as an IT security specialist with international experience protecting its customers against the greatest threat of the 21st century – cyber-criminals, as well as against disloyal employees by using the most innovative data-security solutions from the global IT market. Seeking cooperation in: Our specialization is knowledge and experience in digital data and IT infrastructure protection against the biggest threat to any business in the 21st Century – cyber criminals. Together with our knowledge and experience, we use world-leading technologies from more than 15 different countries and help financial, government, critical infrastructure, telecommunication and many other companies protect their digital assets and their digital reputation. Desired markets: Estonia, Lithuania, Sweden, Norway, UK  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster, Telecommunications Association of Latvia

**Datakom® DATAKOM**

Legal form: Ltd  
Address: Vienības gatve 109,  
Rīga, LV-1058, Latvia  
Phone: +371 67628888  
Fax: +371 67892092  
E-mail: info@datakom.lv  
Website: www.datakom.lv

Chairman of the Board:  
Mr Uldis Semeiks  
Contact: Mr Jānis Čupriks  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 78  
Founded in: 1994  
Turnover in 2013: EUR 10 800 000  
Turnover in 2012: EUR 7 900 000  
Export volume 2012: EUR 4 700  
Main markets: Latvia, Lithuania

Business profile: *Colibrum* portal software for digitized periodicals and books including OCR text correction. A document management system based on Oracle WEB content. Asset management system for hospitals. Software development, implementation and maintenance. IT project-lifecycle management – design, development, implementation and maintenance. Seeking cooperation in: We are interested in project-based business. Digital archiving software for libraries, government and the higher education sector. Asset management system for hospitals. Document management system for the public sector. IT lifecycle management service for international company subsidiaries in Latvia, Lithuania and Estonia. Custom software-development solutions. Desired markets: Lithuania, Estonia, Finland, Sweden, Denmark, Norway, Iceland, Kazakhstan, Turkmenistan, USA  
Certificates in use: ISO 9001, ISO 27001  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster

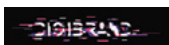


### DATORZINĪBU CENTRS

Legal form: JSC  
Address: Lāčplēša iela 41,  
Rīga, LV-1011, 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: Latvian, English,  
German, Russian  
Number of employees: 45  
Founded in: 1996  
Turnover in 2013: EUR 2 500 000  
Turnover in 2012: EUR 3 200 000  
Export volume 2013: EUR 28 000  
Export volume 2012: EUR 71 000  
Main markets: EU  
Business profile: IS development  
(databases, data warehousing  
and analysis, web applications);  
computer training on custom  
applications of standard software  
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: Belarus, Kazakhstan,  
Ukraine  
Certificates in use: ISO 9001  
Member of association: Latvian Information  
and Communications Technology  
Association, Latvian IT Cluster



### DIGIBRAND

Legal form: Ltd  
Address: Lāčplēša iela 10-2,  
Rīga, LV-1010, Latvia  
Phone: +371 67274662  
Fax: +371 67274663  
E-mail: office@digibrand.lv  
Website: www.digibrand.lv

Chief Executive Officer:  
Mr Maksims Kušņarevs  
Contact: Mr Maksims Kušņarevs  
Position of the contact person:  
New Business Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 16  
Founded in: 2006  
Turnover in 2013: EUR 367 000  
Turnover in 2012: EUR 273 000  
Main markets: Latvia, Ukraine

Business profile: Digital strategies, creative  
strategies & design, digital production  
& programming, mobile applications,  
social network strategies, search engine  
optimization, internet media planning.  
Seeking cooperation in: See Business profile.  
Desired markets: UK, Netherlands, Russia,  
Ukraine, USA



### DIGITAL MIND

Legal form: JSC  
Address: Jūrkalnes iela 15/25,  
Rīga, LV-1046, Latvia  
Phone: +371 67409555  
Fax: +371 67409552  
E-mail: info@digitalmind.lv  
Website:  
www.digitalmind.lv

Chairman of the Board:  
Mr Rinalds Sluckis  
Contact: Ms Santa Bartuševiča  
Position of the contact person:  
Office Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 26  
Founded in: 2004  
Turnover in 2013: EUR 929 000  
Turnover in 2012: EUR 1 800 000  
Main markets: Latvia, Lithuania,  
Ukraine, Russia  
Business profile: *Digital Mind*  
improves the way organizations  
manage their business information.  
Our aim is to create a work  
environment where organizations  
can increase their competitiveness  
by working more conveniently and  
being more successful and efficient.  
*Digital Mind's* staff goes into and  
understands customer needs,

offering the most successful technologies  
and approaches to address them.  
Professionalism and experience acquired  
over the years is the basis for our customer  
benefits. *Digital Mind* consultants have  
performed many successful projects and  
gained solid knowledge in the deployment,  
maintenance and support of Open Text  
Corporation and Optimal Systems AG  
enterprise content management systems.  
Additionally, business process analysis  
and modelling is performed according to  
Software AG (IDS Scheer AG) methodology  
by implementing the ARIS toolset. In the  
2011 Prime Investment Report, *Digital Mind*  
was named the company that achieved the  
most rapid income growth from providing  
IT services in the Baltics in 2010.  
Seeking cooperation in: We are looking  
for partners to participate in projects,  
partnership model – a cooperation  
agreement.  
Desired markets: Sweden, Denmark, Norway  
Member of association: Latvian National  
Project Management Association



**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.eu  
Website: www.deac.eu



Chairman of the Board:  
Mr Andris Gailītis  
Contact: Ms Alina Zizina  
Position of the contact person:  
Marketing and Development  
Department Group Leader  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 95  
Founded in: 1999  
Turnover in 2013: EUR 8 000 000  
Turnover in 2012: EUR 4 900 000  
Export volume 2013: EUR 4 100 000  
Export volume 2012: EUR 2 200 000  
Main markets: Europe (Latvia,  
Germany, Netherlands, UK, France,  
Cyprus, Austria, Sweden, Finland,  
Poland, Iceland), Russia and CIS  
countries, Asia (Israel and others),  
Northern America (USA, Canada),  
New Zealand

Business profile: *DEAC* is one of the largest data center operators in Northern Europe with several data center locations in Latvia, Germany, UK and the Netherlands. *DEAC* provides complete data center services and IT solutions. The company follows a 'build-to-order' approach working on individual projects and can offer its customers a *SUPERFAST* implementation of data center services. *DEAC* is a trusted partner for more than 2 500 customers from 40 countries. Seeking cooperation in: Resellers interested in distribution of data center services in B2B and B2C segments; IT integrators and end customers. Cooperation agreements. Desired markets: Germany, Netherlands, UK, USA  
Certificates in use: ISO 9001 and PCI DSS  
Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association, Latvian IT Cluster, Latvian Internet Association



**DIVI GRUPA**

Legal form: Ltd  
Address: Avotu iela 40-33,  
Rīga, LV-1009, Latvia  
Phone: +371 67291020  
Fax: +371 67844994  
E-mail: info@di.lv  
Website: www.di.lv

Chairman of the Board:  
Mr Valdis Bērziņš  
Contact: Ms Anita Danneberga  
Position of the contact person:  
Marketing Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 31  
Founded in: 2006  
Turnover in 2013: EUR 1 200 000  
Turnover in 2012: EUR 689 000  
Export volume 2013: EUR 98 000  
Export volume 2012: EUR 81 000  
Main markets: Latvia, Germany, USA

Business profile:  
• Software design, development, and implementation  
• Integration and localization of information systems  
• Implementation of open-source solutions  
• IT consultancy  
Products:  
• Solutions for the banking sector:  
• Securities' Accounting and Transaction System  
• Asset Management Information System  
• Multi-Currency Accounting System  
• Financial Instrument Funding Supervision and Management System  
• Business-Process Workflow Management System  
• Budget Planning and Reporting Solutions System  
• Data Analysis and Reporting Tools  
• Online Ticket-sales System  
Seeking cooperation in: Development, implementation and maintenance of information systems. Delivery, integration and localization of banking solutions for financial institutions.  
Desired markets: Scandinavia  
Certificates in use: ISO 9001  
Member of association: Latvian Open Technology Association, Latvian IT Cluster



## 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: Ms Kristīne Tjarve  
Position of the contact person:  
Public Relations Manager  
Languages spoken: Latvian,  
Lithuanian, Estonian, English,  
Russian  
Number of employees: 75  
Founded in: 1997  
Turnover in 2013: EUR 15 000 000  
Turnover in 2012: EUR 13 900 000  
Export volume 2013: EUR 809 000  
Export volume 2012: EUR 115 000  
Main markets: Latvia, Lithuania,  
Estonia, Belarus, Ukraine, Georgia

## Business profile:

- Planning, implementation and maintenance of IT infrastructure
- Collaboration, messaging and information management solutions
- Security solutions and audits
- Custom and product-based development and testing
- Biometric solutions
- Software licensing

Seeking cooperation in: IT infrastructure, security solutions and audits, biometric solutions, custom development, innovative solutions.

Desired markets: Lithuania, Estonia, Belarus, Ukraine, Georgia, Azerbaijan

Certificates in use: ISO 9001

Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association, Latvian IT Cluster, Federation of Security and Defence Industries of Latvia



## 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.com

Chairman of the Board:  
Mr Jānis Dambergis  
Contact: Mr Alvis Tabaks  
Position of the contact person:  
International Sales Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 70  
Founded in: 2004  
Turnover in 2013: EUR 2 800 000  
Turnover in 2012: EUR 2 200 000  
Main markets: EU, Middle East,  
Nordic countries, Asia

Business profile: Business management, accounting, implementation and maintenance of specific individual solutions. Professional business and accounting process analysis. Development of IT-infrastructure projects. Certified implementation and support of Microsoft Dynamics NAV, AX, CRM. Implementation and support of document management and other business management systems. Staff training. Development, implementation and maintenance of self-designed solution for the automotive industry based on Microsoft Dynamics NAV. Seeking cooperation in: We are looking for distribution partners for the Microsoft Dynamics NAV Add-on Solution *ElvaDMS* (automotive dealer management system). We are also interested in companies operating in the automotive industry who need specially adapted enterprise resource planning solutions. Target companies: vehicle-service garages, service networks, vehicle dealers, vehicle importers, public transport organisations, used-car sales, garden machinery, vessel sales, marine services, spare part sales.

Desired markets: Finland, Sweden, Denmark, Ireland, UK, Bulgaria, Norway, Russia, Belarus, Ukraine, Kazakhstan, UAE, Oman, Saudi Arabia, Kuwait, Qatar, India, China, USA, Canada, Brazil

Certificates in use: ISO 9001, Certified for Microsoft Dynamics NAV 2013



Return on Intelligence company

### EXIGEN SERVICES LATVIA

Legal form: JSC  
Address: Jāņa Daliņa iela 15,  
Rīga, LV-1013, Latvia  
Phone: +371 67067777  
Fax: +371 67381218  
E-mail:  
riga@exigenservices.com  
Website:  
www.exigenservices.lv

Chairman of the Board:  
Mr Ivars Puksts  
Contact: Ms Vita Krieviņa  
Position of the contact person:  
Marketing Director  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 326  
Founded in: 1995  
Turnover in 2013: EUR 14 400 000  
Turnover in 2012: EUR 14 400 000  
Export volume 2013: EUR 4 130 000  
Export volume 2012: EUR 5 180 000  
Main markets: Latvia, Germany,  
Switzerland, USA  
Business profile: A leading company  
and a pioneer in comprehensive IT  
development outsourcing in the  
Baltics.  
• CUSTOM SOFTWARE  
DEVELOPMENT including  
specialized IS systems,  
E-governance solutions,  
e-services, system integration,  
data warehouse and BI solutions,  
mobile applications development

• CUSTOMIZED PRODUCT SOLUTIONS:  
• E-management solution ELDIS (Document  
management, HRM, CRM, Transport  
management, Project management,  
Inventory planning, Construction project  
estimation and management)  
• Legal documents database and portal  
(NAIS)  
• Digital library solution  
• Geospatial IS, national GIS infrastructure  
• Fleet management system  
• Internet and mobile banking  
• Retail and Point of Sales solution  
• Personnel and salary solution (Axapta)  
• Sugar CRM  
• PROFESSIONAL IT SERVICES, including  
independent software testing,  
reengineering and data migration, IT  
advisory and R&D services.  
Seeking cooperation in: Potential export  
markets as well as IT cooperation partners:  
software development and consultancy  
companies.  
Desired markets: Germany, UK, Switzerland,  
Azerbaijan, Kazakhstan  
Certificates in use: ISO 9001  
Member of association: Latvian Information  
and Communications Technology  
Association, Latvian IT Cluster



### FASTR BOOKS

Legal form: Ltd  
Address: Stabu iela 33A,  
Rīga, LV-1011, Latvia  
Phone: +371 20070928  
E-mail:  
zane@fastrbooks.com  
Website:  
www.fastrbooks.com

Chief Executive Officer:  
Mr Eldars Loginovs  
Contact: Ms Zane Bērziņa  
Position of the contact person:  
Marketing and Community  
Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 6  
Founded in: 2014  
Main markets: Baltics, Scandinavia,  
Europe

Business profile: *Fastr Books* is  
a subscription-based ebook application,  
tailored specifically for smartphones and  
tablets. *Fastr* subscribers pay a monthly  
fee for unlimited access to educational,  
business and fiction books. They can also  
maintain a digital library offline. *Fastr Books*  
apps are available for iOS and Android and  
offer 12 000 ebooks in seven languages.  
Seeking cooperation in: Publishing houses  
and partners in Finland, Sweden, Denmark,  
Norway and elsewhere.  
Desired markets: Estonia, Lithuania, Finland,  
Sweden, Denmark, Norway, UK, USA



### GIRAFFE VISUALIZATION GROUP

Legal form: Ltd  
Address: Artīlērijas iela 3 k-1,  
Rīga, LV-1001, Latvia  
Phone: +371 26106903  
E-mail: 360@giraffe360.com  
Website:  
www.giraffe360.com

Chief Executive Officer:  
Mr Mikus Opelts  
Contact: Mr Mikus Opelts  
Position of the contact person:  
Chief Executive Officer  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 5  
Founded in: 2012  
Turnover in 2013: EUR 37 000  
Turnover in 2012: EUR 28 000  
Main markets: Latvia, Estonia, Russia,  
Belarus, Germany  
Business profile: *Giraffe360* is a visual  
marketing company that generates  
interactive 360° visualizations. We

create unique apps and use individual  
touchscreen systems. We divide our work  
into two segments. Firstly, highest-quality,  
individually created 360° visualisation  
projects. Secondly, standardized, efficient,  
interactive visualization services more often  
used in car sales, real estate and online  
shopping.  
Seeking cooperation in: Looking for  
potential partner companies operating in  
the real estate and hospitality industries.  
Providing customers with marketing  
solutions.  
Desired markets: Norway, Sweden, UK,  
Spain, USA  
Member of association: Latvian IT Cluster



### 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](mailto:infolv@lv.ibm.com)  
Website: [www.ibm.lv](http://www.ibm.lv)

Member of the Board: Mr Uģis Eriņš  
Contact: Mr Uģis Eriņš  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 60  
Founded in: 1997  
Turnover in 2013: EUR 7 000 000  
Turnover in 2012: EUR 7 300 000  
Main markets: Latvia

Business profile: IBM provides diverse industry experience and a full range of resources – consulting, technology, alliances, integration, and 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.  
Seeking cooperation in: See Business profile.  
Certificates in use: ISO 9001  
Member of association: Latvian Open Technology Association



### IDEA PORT RIGA

Legal form: JSC  
Address: Bērzaunes iela 11A,  
Rīga, LV-1039, Latvia  
Phone: +371 22837678  
E-mail:  
[welcome@ideaportriga.com](mailto:welcome@ideaportriga.com)  
Website:  
[www.ideaportriga.com](http://www.ideaportriga.com)

Chairman of the Board:  
Mr Juris Tērauds  
Contact: Mr Guntis Valters  
Position of the contact person:  
Business Development Coordinator  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 112  
Founded in: 2007  
Turnover in 2013: EUR 4 200 000  
Turnover in 2012: EUR 3 900 000  
Export volume 2013: EUR 3 800 000  
Export volume 2012: EUR 3 400 000  
Main markets: Latvia, Northern  
Europe  
Business profile: We are responsive,  
Latvia-based systems integrators

looking for mutually beneficial, long-term relationships in the following areas:

- Business analysis, solution architecture, graphical design and usability
- Oracle Siebel CRM (full range of capabilities)
- Business Intelligence: Oracle BI and IBM Cognos
- Application integration: Oracle Fusion Middleware and Microsoft BizTalk
- Custom development: Web, Mobile, Java and .Net

Also we are the company behind the *Micromiles.co* product that helps owners increase company effectiveness by boosting the productivity of key people.  
Seeking cooperation in: We are looking for IT consultancy companies for long-term cooperation agreements on system-integration services or for providing skilled people and teams.  
Desired markets: UK, Germany, Norway, Denmark, Sweden, Belgium, Netherlands, Luxembourg  
Member of association: Business Efficiency Association



### INFOGRAM

Legal form: Ltd  
Address: Ģertrūdes iela 32-3,  
Rīga, LV-1011, Latvia  
E-mail: [hello@infogr.am](mailto:hello@infogr.am)  
Website: <https://infogr.am/>

Chief Executive Officer:  
Mr Uldis Leiterts  
Contact: Mr Uldis Leiterts  
Position of the contact person:  
Chief Executive Officer  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 40  
Founded in: 2012  
Turnover in 2013: EUR 119 000  
Turnover in 2012: EUR 2 000  
Export volume 2013: EUR 119 000  
Main markets: USA, Western Europe

Business profile: *Infogr.am* is a software company that has developed the world's first automated infographic creator used by non-designers to create professionally designed infographics and visualizations in minutes. No programming or design skills needed. *Infogr.am* is already used by over 2 million journalists, activists, communication professionals, teachers, students and other individuals worldwide, including The Huffington Post, Al Jazeera, Amnesty International and many others. Over 2.5M infographics have already been created on the platform.  
Desired markets: USA, Japan, India, Brazil, South Korea  
Member of association: Latvian IT Cluster



## INTELLIGENT SYSTEMS

Legal form: Ltd  
Address: Biķernieku iela 17,  
Rīga, LV-1039, Latvia  
Phone: +371 67332324,  
+371 29355966  
Fax: +371 67333020  
E-mail:  
info@intelligentsystems.lv  
Website:  
www.intelligentsystems.lv

Member of the Board:  
Mr Dainis Krūze  
Contact: Mr Dainis Krūze  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 31  
Founded in: 2005  
Turnover in 2013: EUR 702 000  
Turnover in 2012: EUR 641 000  
Main markets: Latvia, Azerbaijan  
Business profile: *Intelligent Systems* was founded in 2005 and specializes in the elaboration of telemetry solutions for vehicle fleet-management systems. Both fleet-management system software and GPS Tracking Device hardware is developed in-house. In our operations, we focus on the elaboration of high-quality and convenient solutions in accordance with customers' needs. In just four years, our Vehicle Fleet-Management Systems have been

elaborated, implemented and maintained at more than 2 000 companies in Latvia for more than 15 000 vehicles. In 2010, *Intelligent Systems* started looking for export opportunities. As the first move, we established a franchise in Baku, Azerbaijan, where despite the short time of operating, we have already signed agreements with more than 50 companies for the implementation of *Intelligent Systems* fleet-management systems for more than 2 000 vehicles, which gives us even more confidence and initiative to expand our sales markets. In 2011, we established a franchise in Tbilisi, Georgia, where there is huge potential for our fuel-control systems and many large companies. Our fleet management system is a professionally developed and competitive product. We are already working with potential collaboration partners in Ukraine, Belarus and Russia.  
Seeking cooperation in: Sales partners, investors.  
Desired markets: Germany, Russia, Belarus, Ukraine, Turkey



## 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: Latvian, English,  
Russian  
Number of employees: 20  
Founded in: 2006  
Turnover in 2013: EUR 628 000  
Turnover in 2012: EUR 1 000 000  
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. The company's key experts have extensive professional experience in developing software for complex, metadata-based information systems, i.e., collection and analysis of government statistical data. *iSoft Solutions* provides the full life-cycle of software development services – from requirements analysis to the maintenance of bespoke systems. *iSoft Solutions* ensures cost-effective and efficient solution delivery by combining best industry practice, 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: Sweden, Finland, Norway, USA  
Certificates in use: ISO 9001  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



### ISTABAI

Legal form: Ltd  
Address: Ziedleju iela 1,  
Mārūpe, Mārūpes nov.,  
LV-2167, Latvia  
E-mail: info@istabai.com  
Website: www.istabai.com

Member of the Board:  
Mr Jānis Lindermanis  
Contact: Mr Jānis Lindermanis  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian, French  
Number of employees: 5  
Founded in: 2012  
Turnover in 2013: EUR 28 000  
Turnover in 2012: EUR 20 000  
Exports volume 2013: EUR 20 000  
Main markets: UK, Scandinavia

Business profile: *Istabai* is a manufacturer of wireless home automation systems. *Istabai* products enable the control of heating and lighting in houses and offices. *Istabai* devices include Gateway (base station), temperature sensors, humidity sensors, CO<sub>2</sub> sensors, Multiswitch, boiler switches, etc. Seeking cooperation in: We are looking for distributors worldwide.  
Desired markets: Belgium, France, Netherlands, Slovakia  
Certificates in use: ISO 9001  
Member of association: Latvian Information and Communications Technology Association



### IT HOUSE

Legal form: Ltd  
Address: Vecpilsētas iela 8,  
Rīga, LV-1050, Latvia  
Phone: +371 29147674  
Fax: +371 63629662  
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: Latvian, English,  
German, Russian  
Number of employees: 8  
Founded in: 2005  
Main markets: Sweden, Norway,  
Denmark

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* cooperates with design firms and other companies striving 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 are searching for various interesting and international projects. We would like to take part in challenging projects implementing innovative ideas. We could cooperate with design, PR, marketing or web-development companies.  
Desired markets: Sweden, Denmark, Norway  
Member of association: Latvian Information and Communications Technology Association



## IZGLĪTĪBAS SISTĒMAS

Legal form: Ltd  
Address: Maskavas iela 459,  
Rīga, LV-1063, Latvia  
Phone: +371 67072172  
Fax: +371 67072199  
E-mail: info@e-klase.lv  
Website: www.e-klase.lv

Member of the Board:  
Mr Uldis Širons  
Contact: Mr Kārlis Putāns  
Position of the contact person:  
Project Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 6  
Founded in: 2012  
Turnover in 2013: EUR 477 000  
Turnover in 2012: EUR 182 000  
Main markets: USA

Business profile: *E-klase* is an electronic school-management system that provides all the necessary documentation for the educational process. It is designed for teachers, students and their parents, providing different types of school reporting needs: electronic diary, classroom magazines, teaching analysis and communication capabilities. With more than 90 % of Latvian schools, 15 000 teachers and 180 000 pupils using our system, *E-klase* is Latvia's leading student information system. Seeking cooperation in: We are looking to export our student information system to different kinds of schools and organizations around the world. We believe our system is very universal and can be adapted to the different needs of different schools and organizations around the world (schools, kindergartens, sports teams, music schools, etc.). We can offer a great system that is easy to use and helps keep track of grades, attendance, payments and other things, as well as helping communication with parents and children themselves. We are looking to partner with companies capable of supporting and establishing our *E-klase* student information system in their country. Such companies would have to work with customers, tech support and deal with all training aspects for their local institutions (customers). Desired markets: Ireland, Belarus, Russia, Ukraine, USA



## KARŠU IZDEVNIECĪBA JĀŅA SĒTA

Legal form: Ltd  
Address: Krasta iela 105A,  
Rīga, LV-1019, Latvia  
Phone: +371 67317540  
Fax: +371 67317541  
E-mail: kartes@kartes.lv  
Website: www.kartes.lv



Member of the Board:  
Mr Mārtiņš Vimba  
Contact: Ms Velga Čaikovska  
Position of the contact person:  
Project Development and Sales  
Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 30  
Founded in: 1992  
Turnover in 2013: EUR 1 300 000  
Turnover in 2012: EUR 1 700 000  
Main markets: Latvia, Lithuania,  
Estonia, Netherlands, Belarus, Russia

Business profile: Established in 1992, *Karšu Izdevniecība Jāņa Sēta* (Jana seta Map Publishers Ltd.) is one of the Baltic market's leading companies for maps and GIS databases. The company offers a wide range of cartographical publications and databases as well as services of various kinds, including GIS, AVL vehicle tracking solutions and programming. Seeking cooperation in: We are open to cooperation proposals with the aim of adding new functionality and value to our existing AVL vehicle tracking, GIS and navigation solutions and proposals for new elaborations and cooperation. With the aim of developing AVL vehicle tracking, GIS and navigation solutions, and widening export markets, we would like to cooperate with companies interested in the distribution and service of our solutions in B2B and B2C markets. We are also open to proposals for new elaborations. Desired markets: Estonia, Lithuania, UK, Belarus, Ukraine  
Member of association: Business Software Alliance



### KOMERCCENTRS 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: Ms Iveta Blaua  
Position of the contact person:  
Advertising and Public Relations  
Specialist  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 54  
Founded in: 1993  
Turnover in 2013: EUR 5 800 000  
Turnover in 2012: EUR 6 500 000  
Export volume 2012: EUR 612 000  
Main markets: Latvia  
Business profile: Net and data  
security solutions including data  
storage and backup copying  
solutions, provision of installation,  
adaptation and audit services for

various technologies. Software solutions  
implementing specified requirements  
such as fraud investigation, real estate  
management, analytical solutions for  
the needs of forensic and security agencies.  
Seeking cooperation in: Exclusive and  
non-exclusive partnerships with foreign  
vendors. Supply of our IT experts and their  
experience to different projects. Software  
development.  
Desired markets: Europe  
Certificates in use: ISO 9001, Industrial Safety  
Certificate, Facility Security Clearance  
Certificate  
Member of association: Latvian Information  
and Communications Technology  
Association, Latvian Open Technology  
Association, Federation of Security and  
Defence Industries of Latvia



### KPBS

Legal form: Ltd  
Address: Krišjāņa Barona  
iela 49-20, Rīga, LV-1001,  
Latvia  
Phone: +371 20219121  
E-mail: sales@kpbs.lv  
Website: www.kpbs.lv

Managing Director:  
Mr Alexandr Fedchenko  
Contact: Ms Natalja Rusinova  
Position of the contact person:  
Marketing Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 2  
Founded in: 2014  
Main markets: Russia, Latvia,  
Germany, China

Business profile:

- Business Reporting: MS Analysis Services, QlikView, Tableau, MS Reporting Services, Oracle BI, HANA
  - Enterprise software development: Mobile solutions, system interconnection & data validation, costing, custom development
  - Enterprise support: Apps support, User support, HW support, Network support, 24x7 Service Desk
  - HW/SW supply: High-end equipment, all major vendors
  - Building high-end DC: Architecture, Sizing, HW/SW setup, Backups, HA Clusters, Monitoring, Mainframes, RTE setup
  - Business system consultancy: CRM, SFA, Time management, ERP, Banking systems, Accounting systems, Retail, Supply, WMS
- Seeking cooperation in: ISV, Engineering infrastructure, Data centre/cloud providers, Equipment leasing, Mobile, Merchandising  
Desired markets: Estonia, Lithuania, Russia, Germany, China  
Quality certificates in use: ITSM



### LATNET SERVISS

Legal form: Ltd  
Address: Cēsu iela 31 k-3,  
Rīga, LV-1012, Latvia  
Phone: +371 67049940  
Fax: +371 67186969  
E-mail: ls@ls.lv  
Website: www.ls.lv

Chairman of the Board:  
Mr Edgars Ricevs  
Contact: Mr Vladislavs Gurmans  
Position of the contact person:  
Head of Sales Department  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 14  
Founded in: 1995  
Turnover in 2013: EUR 2 000 000  
Turnover in 2012: EUR 2 200 000  
Main markets: Latvia

Business profile: Global IP Transit, MPLS  
VPN and Layer 2 dedicated-line services,  
high-speed internet connections in Latvia,  
'last-mile' solutions in Latvia, data centre,  
hosting, streaming, domain register,  
collocation.  
Seeking cooperation in: New markets and  
partners in post-Soviet countries. LATNET is  
the most experienced ISP in Latvia and can  
offer a wide choice of solutions, including  
consultancy.  
Desired markets: Estonia, Lithuania, Eastern  
market  
Member of association: Latvian Internet  
Association



## LATTELECOM

Legal form: Ltd  
Address: Dzirnavu iela 105,  
Rīga, LV-1011, Latvia  
Phone: +371 67051010  
Fax: +371 67055481  
E-mail:  
lattelecom@lattelecom.lv  
Website: www.lattelecom.lv

Chief Executive Officer:  
Mr Juris Gulbis  
Contact: Ms Anita Mertena  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 1 340  
Founded in: 1994  
Turnover in 2013: EUR 165 600 000  
Turnover in 2012: EUR 188 900 000  
Exports volume 2013: EUR 12 400 000  
Exports volume 2012: EUR 17 900 000  
Main markets: Latvia, Lithuania,  
Estonia, Finland, Sweden  
Business profile: *Lattelecom*  
provides integrated electronic  
communications and IT services.  
In addition, *Lattelecom* offers  
telecommunications, network  
design and construction services,  
and provides  
custom-built data transmission and  
IT infrastructure solutions, Internet  
and Contact Centre services, and  
business process outsourcing.

For over five years, *Lattelecom* has also  
been actively operating within Latvia's  
TV service market. Since 2007, *Lattelecom*  
has invested more than EUR 70 million in  
the development of a fibre optic network  
in Latvia, thus ensuring one of the fastest  
internet services in Europe. In 2013,  
*Lattelecom* opened the most secure data  
centre in Northern Europe, *Dattum*, which  
has received internationally acknowledged  
TIERIII security certification.  
Desired markets: Lithuania, Estonia, Russia,  
Belarus, Ukraine  
Certificates in use: ISO 9001  
Member of association: Latvian Information  
and Communications Technology  
Association, Latvian Open Technology  
Association, Latvian IT Cluster, Latvian  
Electrical Engineering and Electronics  
Industry Association, Latvian Internet  
Association, Federation of Security and  
Defence Industries of Latvia, Latvian  
Association of Personnel Management,  
Latvian Association of Accounting  
Outsourcing



## LATTELECOM TECHNOLOGY

Legal form: Ltd  
Address: Pērses iela 8, Rīga,  
LV-1011, Latvia  
Phone: +371 67020000  
Fax: +371 67020009  
E-mail:  
technology@lattelecom.lv  
Website: www.lattelecom.lv

Chief Executive Officer:  
Ms Anita Mertena  
Contact: Ms Anita Mertena  
Position of the contact person:  
Chief Executive Officer  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 248  
Founded in: 1991  
Turnover in 2013: EUR 13 600 000  
Turnover in 2012: EUR 15 300 000  
Exports volume 2013: EUR 74 000  
Exports volume 2012: EUR 66 000  
Main markets: Latvia, Lithuania  
Business profile: *Lattelecom  
Technology* is the major provider of  
integrated IT solutions and services  
in Latvia. We provide project  
design and outsourcing services.  
The competencies and experience

gained by *Lattelecom Technology* in the  
Baltic market enable the company to  
offer customers either specific software  
products, or to undertake the development  
and implementation of customised IT  
solutions tailored to the particular needs  
of the customer. *Lattelecom Technology*  
is a Microsoft Gold Partner and has been  
awarded SAP Authorized Partner status. In  
addition, *Lattelecom Technology* is  
a Member of the Oracle Business Alliance,  
a DELL Authorised Distributor and Service  
Provider in Latvia, and a Certified Business  
Partner of Sun Microsystems, IBM and many  
other companies.  
Desired markets: Lithuania, Estonia, Russia,  
Ukraine, Belarus, Denmark, Sweden, Finland,  
Norway  
Certificates in use: ISO 9001  
Member of association: Latvian IT Cluster



## LATVIJAS MOBILĀIS 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: Ms Anda Tērauda  
Position of the contact person:  
Secretary  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 478  
Founded in: 1992  
Turnover in 2013: EUR 161 000 000  
Turnover in 2012: EUR 173 700 000  
Main markets: Latvia

Business profile: *Latvijas Mobilais Telefons*  
is the market and technology leader in  
Latvia, providing high-quality mobile  
telecommunications services and the  
country's most extensive network coverage.  
Seeking cooperation in: *Latvijas Mobilais  
Telefons* is part of the *TeliaSonera Group* with  
significant competence and technological  
synergies with the Group.  
Certificates in use: ISO 9001



## LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS

Legal form: State JSC  
Address: Ērgļu iela 7, Rīga, LV-1012, Latvia  
Phone: +371 67108704  
E-mail: [lvrtc@lvrtc.lv](mailto:lvrtc@lvrtc.lv)  
Website: [www.lvrtc.lv](http://www.lvrtc.lv)

Chairman of the Board:  
Mr Jānis Bokta  
Contact: Mr Jānis Grants  
Position of the contact person:  
Head of Sales  
Languages spoken: Latvian, English, Russian  
Number of employees: 256  
Founded in: 1924  
Turnover in 2013: EUR 12 600 000  
Turnover in 2012: EUR 12 200 000  
Main markets: Latvia

Business profile: The *Latvia State Radio and Television Centre* (officially known as LVRTC) is one of the largest providers of IT&T infrastructure services in the Baltic States. These services include the safest and most secure data centre in the region, located in the highest TV tower in the EU, and cloud computing services such as virtual storage, servers and recovery sites. LVRTC is also the only trusted certification authority in Latvia providing electronic signature services, as well as being a wholesale provider of data transmission services to retail providers. LVRTC's other core services include terrestrial broadcasting. Seeking cooperation in: Broadcasting of radio and television programmes covering the whole of Latvia. Desired markets: Poland, Germany, Sweden, Belarus, Russia  
Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association, Latvian Electrical Engineering and Electronics Industry Association



## LINEARIS

Legal form: Ltd  
Address: Krišjāņa Barona iela 59/61, Rīga, LV-1001, Latvia  
Phone: +371 67277260  
Fax: +371 67277260  
E-mail: [linearis@linearis.lv](mailto:linearis@linearis.lv)  
Website: [www.linearistranslations.com](http://www.linearistranslations.com)

Member of the Board:  
Mr Voldemārs Brēdiķis  
Contact: Ms Nadežda Pētersone  
Position of the contact person:  
Country Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 17  
Founded in: 2003  
Turnover in 2013: EUR 816 000  
Turnover in 2012: EUR 514 000  
Export volume 2013: EUR 150 000  
Export volume 2012: EUR 51 000  
Main markets: Latvia, Lithuania, Estonia, Sweden, Finland, Germany, Denmark, China

Business profile: We provide translation services, as well as interpreting and localisation services. We also offer editing and proofreading services, confidential translations and notarial certification of translations. We offer translations in all European and Asian language combinations. *Linearis* fields of expertise include finance, economics and legal affairs, as well as IT, software, the automotive industry, transport, electronics, marketing, media, public relations and medicine, pharmaceuticals, tourism, foodstuffs, and the environment. We also have offices in China (*Linearis Translations Beijing*), Lithuania (*Linearis Translations, UAB*), and Estonia (*Linearis Translations, OÜ*). We also cooperate with partners in Sweden, Denmark, Finland and Germany. Seeking cooperation in: We are interested in cooperation with companies from Asia and Eastern Europe, and also with companies who export to these markets. Desired markets: Netherlands, France, UK, Norway, South Korea  
Certificates in use: ISO 9001, ISO 27001, EN 15038  
Member of association: European Language Industry Association



## LINGMASTER

Legal form: Ltd  
Address: Stabu iela 59-7,  
Rīga, LV-1011, Latvia  
Phone: +371 67847724  
Fax: +371 67847726  
E-mail:  
info@lingmaster.com  
Website:  
www.lingmaster.com

Managing Director: Ms Ligita Kauķe  
Contact: Ms Ligita Kauķe  
Position of the contact person:  
Managing Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 28  
Founded in: 2006  
Turnover in 2013: EUR 396 000  
Turnover in 2012: EUR 337 000  
Export volume 2013: EUR 354 000  
Export volume 2012: EUR 297 000  
Main markets: Ireland, Netherland,  
Czech Republic, Germany, Poland,  
Belgium, UK, USA, South Korea

Business profile: Technical translation and software localization, language quality services (literary editorship, proofreading, language quality assessment, terminology management), desktop publishing. Our areas of specialization include information and network systems, software and hardware, medical technologies, games, engineering, consumer electronics, automotive, telecommunications, finance, legal, marketing.  
Seeking cooperation in: *LINGMASTER* delivers services to various industries and businesses all over the world who are introducing and distributing their products into the Baltic, European and Russian markets. We translate technical documentation, operating manuals for various devices and machines, information and advertising materials, etc. from English and German into Latvian, Lithuanian, Estonian, Russian and other European languages.  
Desired markets: Germany, Denmark, Norway, UK, USA  
Member of association: Latvian Information and Communications Technology Association



## LURSOFT IT

Legal form: Ltd  
Address: Matīsa iela 8, Rīga,  
LV-1001, Latvia  
Phone: +371 67844300  
Fax: +371 67315315  
E-mail: info@lursoft.lv  
Website: www.lursoft.lv

Chairwoman of the Board:  
Ms Iluta Riekstiņa  
Contact: Mr Ģirts Kēbers  
Position of the contact person:  
Director of Product Development  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 63  
Founded in: 1993  
Turnover in 2013: EUR 3 000 000  
Turnover in 2012: EUR 2 700 000  
Main markets: Latvia, Estonia,  
Finland, Sweden, Italy, Luxembourg,  
Austria, Norway

Business profile: In cooperation with the Commerce Register of the Republic of Latvia, *Lursoft* manages a wide range of databases covering all the enterprises registered in Latvia, companies, business entities, non-government organizations and other legal persons registered in Latvia. *Lursoft* cooperates with the Road Traffic Safety Office, the Ministry of Justice of the Republic of Latvia, the Latvian Central Depository, State joint stock company Court House Agency, State Agency Agricultural Data Service, and other institutions. *Lursoft* is a member of the European Business Register European Economic Interest Group. Seeking cooperation in: We are looking for partners in business information services, the software development and e-government sectors.  
Desired markets: Poland, Germany, UK, Russia, Belarus  
Certificates in use: ISO 9001, ISO 27001:2013  
Member of association: Association of Computer Technologies of Latvia, Latvian Information and Communications Technology Association

**MAPON**

Legal form: Ltd  
Address: Ziedleju iela 1,  
Mārupe, Mārupes nov.,  
LV-2167, Latvia  
Phone: +371 67271803  
Fax: +371 67271411  
E-mail: info@mapon.com  
Website: www.mapon.com

Member of the Board:  
Mr Edmunds Riekstiņš  
Contact: Mr Andris Dzudzilo  
Position of the contact person:  
International Sales Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 18  
Founded in: 2006  
Turnover in 2013: EUR 1 700 000  
Turnover in 2012: EUR 1 300 000  
Export volume 2013: EUR 234 000  
Export volume 2012: EUR 107 000  
Main markets: Estonia, Lithuania,  
Germany, Russia, Ukraine, Finland,  
Norway, UK, New Zealand

Business profile: Our main products are GPS tracking devices, fuel-control devices, digital temperature sensors, and a web platform for data visualisation. We have also developed a workforce management application – *Rekonekt*. The company mainly operates in the vehicle-fleet management industry.  
Seeking cooperation in: We are looking for international white-label partners and distributors for *Mapon* branded products.  
Desired markets: Czech Republic, Slovakia, USA, China  
Certificates in use: CE Declaration of Conformity

**MEAWALLET LATVIA**

Legal form: Ltd  
Address: Ropažu iela 10,  
Rīga, LV-1039, Latvia  
Phone: +371 29882741  
E-mail:  
info@meawallet.com  
Website:  
www.meawallet.com

Country Manager: Mr Māris Čakste  
Contact: Mr Māris Čakste  
Position of the contact person:  
Country Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 30  
Founded in: 2014  
Main markets: Europe, CIS, North  
America

Business profile: *MeaWallet* replaces physical wallets with virtual mobile wallets. Using state-of-the-art technology and security, and focusing on global standards, *MeaWallet* is opening new markets for mobile payments and services through the delivery of turnkey solutions as-a- service. The *MeaWallet* business solutions in the mobile wallet are: payment cards, loyalty cards, coupons, tickets, ID documents, access control, receipts.  
Seeking cooperation in: *MeaWallet* partners and customers are B2B industry players such as banks, retailers, access-control companies, ID issuers, petrol stations, public transport companies and other issuers of physical cards looking for alternative channels in mobile wallets.  
Desired markets: Poland, Germany, Finland, Sweden, Norway, Russia  
Member of association: Latvian IT Cluster

**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 Raitis Zvejnieks  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 10  
Founded in: 1997  
Turnover in 2013: EUR 259 000  
Turnover in 2012: EUR 135 000  
Main markets: Latvia

Business profile: Development and design of websites and portals, intranets, promotional pages, SEO, XHTML, CSS, programming, maintenance.  
Seeking cooperation in: See Business profile.



### MEDITEC

Legal form: Ltd  
Address: Graudu iela 68,  
Rīga, LV-1058, Latvia  
Phone: +371 67285256  
Fax: +371 67243132  
E-mail: info@meditec.lv  
Website: www.meditec.lv

Chairman of the Board:  
Mr Mārtiņš Sils  
Contact: Ms Kristīne Mihailova  
Position of the contact person:  
Marketing Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 43  
Founded in: 1999  
Turnover in 2013: EUR 1 200 000  
Turnover in 2012: EUR 1 200 000  
Main markets: Latvia

Business profile: Our three main product groups are *AB Solutions*, *Emy* and *HealthPoint*. *AB Solutions* are developed to execute business processes in hospitals, clinics, private practices and by individual specialists. *Emy* is an information system developed for executing operational work in the emergency services, complemented by a mobile application *EmyTab*, supporting back-office and on-the-scene services. *HealthPoint* is an application for all the patient's everyday clinical data and medical needs.

Seeking cooperation in: We seek partners in similar healthcare information-technology development fields, as well as partnerships between private and national healthcare institutions, e.g., hospitals and emergency services.

Desired markets: Estonia, Lithuania, Poland, Belarus, Russia, Kazakhstan, USA  
Member of association: Latvian IT Cluster



### MS-IDI

Legal form: Ltd  
Address: Maskavas iela 22,  
Rēzekne, LV-4604, Latvia  
Phone: +371 27825777  
Fax: +371 64605888  
E-mail: info@ms-idi.eu  
Website: www.ms-idi.eu

Chairman of the Board:  
Mr Nikolajs Pušņakovs  
Contact: Mr Raitis Dzerkalis  
Position of the contact person:  
Sales Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 10  
Founded in: 2010  
Turnover in 2013: EUR 129 000  
Turnover in 2012: EUR 94 000  
Exports volume 2013: EUR 63 000  
Main markets: Europe

Business profile: MS-IDI offers development of:

- B2B & B2C solutions for the .NET platform (financial & reporting systems, ERP, CRM systems)
- Production optimization software
- Innovative software solutions
- Mobile, social and web applications, games
- UX/UI/Web/Graphic design

Seeking cooperation in: Developing potential business cooperation (actively involving our developers in projects, pre-training for the specific platforms or projects), partner companies (constant and stable leasing of our developers), joint procurement projects on mutually beneficial terms within the EU framework.  
Desired markets: Latvia, Germany, Austria, Sweden, Finland, Denmark, Belgium, Netherlands, France, UK, Norway, Russia, USA, Canada, Japan



### NFC TEAM

Legal form: Ltd  
Address: Skolas iela 21-508C,  
Rīga, LV-1010, Latvia  
Phone: +371 29479111  
E-mail:  
info@mynfcteam.com  
Website:  
www.mynfcteam.com

Chairman of the Board:  
Mr Aivars Ritovs  
Contact: Mr Elvijs Untāls  
Position of the contact person:  
Chief Operating Officer  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 10  
Founded in: 2011  
Turnover in 2013: EUR 204 000  
Turnover in 2012: EUR 55 000  
Exports volume 2013: EUR 60 000  
Exports volume 2012: EUR 24 000  
Main markets: Latvia, Lithuania,  
Estonia, Italy, Russia, Ukraine

Business profile: Mobile software solutions with NFC (near field communications) – apps, back office integration, websites (design, implementation and support). A product for employee time-tracking, specialized solution for cleaner services. Digital ticket punch. Time-tracking with NFC labels, stickers, wristbands. Sport time-tracking. Check-in engine products. Check-in solutions. Loyalty systems, gamification layers. Home care monitoring. Pre-sale and after-sale tools.  
Seeking cooperation in: Loyalty system designers, inventory system software.  
Member of association: Latvian IT Cluster

**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 Katrīna Šole  
 Position of the contact person:  
 Key Account Manager  
 Languages spoken: Latvian,  
 Lithuanian, English, German, French,  
 Russian, Swedish, Norwegian,  
 Japanese  
 Number of employees: 20  
 Founded in: 2006  
 Turnover in 2013: EUR 1 400 000  
 Turnover in 2012: EUR 1 400 000  
 Export volume 2013: EUR 1 300 000  
 Export volume 2012: EUR 1 400 000  
 Main markets: Lithuania, Germany,  
 Netherlands, Belgium, UK, Sweden,  
 Finland, Denmark, Norway, USA

Business profile: *Nordtext* is one of the most trusted and fastest growing language service providers in the Nordic region. We specialize in translation, localization and desktop publishing solutions for technical and life-science industries.  
 Seeking cooperation in: *Nordtext* is looking forward to expanding cooperation with companies already working in or just considering entering export markets.  
 Desired markets: Sweden, Finland, Germany, Norway, Japan  
 Certificates in use: ISO 9001, EN 15038

**NOVITUS**

Legal form: Ltd  
 Address: Stabu iela 17, Rīga,  
 LV-1011, Latvia  
 Phone: +371 28375838  
 E-mail: karlis@novitus.lv  
 Website: www.novitus.lv

Member of the Board:  
 Mr Kārlis Sproģis  
 Contact: Mr Kārlis Sproģis  
 Position of the contact person:  
 Member of the Board  
 Languages spoken: Latvian, English,  
 Russian  
 Number of employees: 4  
 Founded in: 2007  
 Turnover in 2013: EUR 75 000  
 Turnover in 2012: EUR 72 000  
 Export volume 2013: EUR 65 000  
 Export volume 2012: EUR 50 000  
 Main markets: Sweden, Norway, UK

Business profile: We develop innovative e-learning courses for the domestic market and work as an outsourcing partner in e-learning and web development for our international partners. We have extensive experience in all popular e-learning development environments, our designers have extensive experience in creating Nordic/UK design interfaces. In addition, we can help with custom programming for adapting learning management systems or any other web programming tasks.  
 Seeking cooperation in: Innovative e-learning and web projects, we can contribute with our international experience in various e-learning and programming environments, our competency is tailor-made programming and design solutions.  
 Desired markets: Finland, Sweden, Norway, Denmark, Germany, UK, Switzerland

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**OpusCapita OPUSCAPITA**

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

Managing Director:  
Mr Aldis Greitāns  
Contact: Mr Aldis Greitāns  
Position of the contact person:  
Managing Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 145  
Founded in: 1998  
Turnover in 2013: EUR 3 900 000  
Turnover in 2012: EUR 7 300 000  
Main markets: Latvia  
Business profile: *OpusCapita*  
provides financial process  
automation – either outsourced  
or as a service. *OpusCapita* is in the  
service business and also 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  
services.  
Digital printing is in charge of  
processing raw data sent by  
customers in digital format, as well as  
printing, processing, and delivering

this data to addresses in printed form.  
E-commerce transaction services offer  
e-invoices, ERRA, and Giro payments to help  
companies streamline their business and  
logistics processes. E-invoices are  
customer-made invoices in electronic  
form; the recipient may view them on  
the internet using a specific user name  
and password. Giro payments consist  
of payment information collection  
and comparison, payment information  
collection from different banks, information  
sorting and its delivery to the company  
with purpose of provide quick and high-  
quality settlement.  
Data management specializes in data  
storage, archiving, and retrieval services.  
Scanning services can be used for  
converting printed documents into  
electronic formats. Our automated  
*Purchase to Pay* solutions are dedicated to  
optimizing working capital management,  
while our integrated tools enable shorter  
processing times and reliable results.  
Seeking cooperation in: Companies  
with significant volumes of incoming  
or outgoing invoices, both in retail and  
business-to-business areas. Companies with  
large archives of paper documents.

**QFER**

Legal form: Ltd  
Address: Pļavnieku iela 9 - 41,  
Rīga, LV-1021, Latvia  
Phone: +371 29538689  
E-mail: arturs@qfer.me  
Website: www.qfer.me

Member of the Board:  
Mr Arturs Burņins  
Contact: Mr Arturs Burņins  
Position of the contact person:  
Founder  
Languages spoken: Latvian, English,  
Russian  
Founded in: 2014  
Main markets: Latvia

Business profile: *Qfer (Quick Offers)* is a  
mobile application enabling users to  
receive free special offers from the best  
places in a city, but companies are able to  
distribute offers quickly and easily. Why do  
users like *Qfer*? Free offers – users pay only  
when receiving a service.  
Always with you – all offers from all  
companies are always in your smartphone.  
Choose the closest – users can choose  
the nearest offer. What can *Qfer* offer  
businesses?  
New customers – start to attract new  
customers. Savings – save on the  
development, printing and distribution  
costs of marketing materials. Convenience  
and simplicity – quickly place your offers  
and follow their statistics on-line. *Qfer* –  
offers that follow YOU!  
Seeking cooperation in: We are looking for  
partners to collaborate and establish joint  
ventures in the capital cities of specific  
markets with the aim of getting the  
necessary number of businesses to join *Qfer*  
and increase the user base.  
Desired markets: Estonia, Lithuania, Belgium,  
UK, Russia



### REMEKS SERVISS

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

Member of the Board:  
Mr Egils Kaross  
Contact: Mr Egils Kaross  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 103  
Founded in: 1998  
Turnover in 2013: EUR 8 000 000  
Turnover in 2012: EUR 2 500 000  
Export volume 2013: EUR 189 000  
Export volume 2012: EUR 20 000  
Main markets: Latvia and other EU  
countries, Russia, Belarus

Business profile: *Remeks Serviss* offers a wide range of engineering services – starting from design and assembly of various systems and equipment to technical maintenance and modernization 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 18001:2004



### RIX TECHNOLOGIES

Legal form: JSC  
Address: Blaumaņa iela 5A-3,  
Riga, LV-1011, 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 Vita Viese  
Position of the contact person:  
Commercial Director  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 39  
Founded in: 2001  
Turnover in 2013: EUR 3 800 000  
Turnover in 2012: EUR 5 100 000  
Main markets: Latvia  
Business profile: RIX Technologies is one of Latvia's leading software development companies.

RIX Technologies' specialization is custom software development.  
Our solutions are mainly intended for customers in the public sector, providing a wide range of solutions in e-government as well as document management, transportation and freight management. Our customers include the leading ministries and other government institutions and municipalities in Latvia. The largest information systems developed by RIX Technologies include Latvia's National Visa Information System, a solution for the Office of Citizenship and Migration Affairs, State and municipalities' electronic services, the National Museum's Collection information system, the DAUKS document flow and task management information system, State e-procurement system, a Freight management system, etc. RIX Technologies also develops mobile applications for museums and other cultural institutions.  
RIX Technologies is a Microsoft Silver Certified Partner and Oracle Gold Partner.  
Seeking cooperation in: Partners – IT companies interested in cooperating on software-development projects, as well as in promoting, implementing and localizing our solutions for the needs of potential customers (end users) in their countries.  
Desired markets: Scandinavia, Europe, Russia, CIS countries  
Certificates in use: ISO 9001  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



### SAF TEHNIKA

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

Chairman of the Board:  
Mr Normunds Bergs  
Contact: Mr Edgars Dudko  
Position of the contact person:  
PR Manager  
Languages spoken: Latvian,  
English, German, Russian, Spanish,  
Italian, French, Indonesian, Hindu,  
Portuguese  
Number of employees: 180  
Founded in: 1999  
Turnover in 2013: EUR 12 000 000  
Turnover in 2012: EUR 13 000 000  
Main markets: Worldwide

Business profile: *SAF Tehnika* is among the world's leading microwave carrier-class, point-to-point, data-transmission equipment manufacturers and distributors. Originally incorporated and having its headquarters in Northern Europe, *SAF Tehnika* has become a global company within just a decade, covering all relevant market segments in more than 130 countries. *SAF* products are ISO 9001:2008 certified and correspond to the major industry standards such as ETSI, FCC and Industry Canada. The company's product portfolio covers most licenced and licence-free frequency bands within the range of 300MHz-42GHz with capacities up to 1Gigabit full-duplex. *SAF Tehnika* has also created the world's first handheld spectrum analyser, *Spectrum Compact*. The company's shares are publicly traded in the NASDAQ OMX Riga stock exchange (SAF1R).  
Seeking cooperation in: We are looking for IT system-integration companies ready to distribute and provide installation/ commissioning services for *SAF* equipment, regulated by partnership agreements.  
Desired markets: Germany, USA, Canada, Brazil, South Africa  
Certificates in use: ISO 9001  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



### SOLCRAFT

Legal form: Ltd  
Address: Zemitāna iela 6,  
Rīga, LV-1012, Latvia  
Phone: +371 67277708  
Fax: +371 67277732  
E-mail: serviss@solcraft.lv  
Website: www.solcraft.lv

Chief Executive Officer:  
Mr Aleksandrs Ozerskis  
Contact: Mr Edgars Ozerskis  
Position of the contact person:  
Project Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 20  
Founded in: 1991  
Turnover in 2013: EUR 539 000  
Turnover in 2012: EUR 256 000  
Main markets: Latvia

Business profile: *SolCraft FinaWinSolis* is a business software solution that supports both the operational and administrative processes of organizations. With a specialized focus on manufacturing, retail, service industries, and the public sector, *SolCraft FinaWin Solis* includes functions such as financial management, manufacturing, retail, business intelligence and reporting, supply chain management, and human capital management. A business solution from *Solcraft* helps manage your financials, inventory, and operations with the power to support your growth ambitions. With proven implementation tools and an intuitive user experience, you can be up and running quickly.  
Seeking cooperation in: Small-medium businesses, the public sector, manufacturing, retail and similar larger organisations in need of bookkeeping, administrative and financial management software solutions.  
Desired markets: Lithuania, Estonia, Finland, Germany, Austria  
Certificates in use: ISO 9001



### SWH SETS

Legal form: Ltd  
Address: Krišjāņa Valdemāra  
iela 33, Rīga, LV-1010, Latvia  
Phone: +371 67078301  
Fax: +371 67078333  
E-mail: contact@sets.lv  
Website: www.sets.lv

Member of the Board:  
Mr Jānis Rocēns  
Contact: Mr Aivars Lokmanis  
Position of the contact person:  
Member of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 47  
Founded in: 2000  
Turnover in 2013: EUR 2 600 000  
Turnover in 2012: EUR 2 900 000  
Export volume 2013: EUR 2 100 000  
Export volume 2012: EUR 2 200 000  
Main markets: Finland, Sweden,  
Germany

Business profile: *SWH SETS* is Latvia's leading exporter of IT services. We provide full life-cycle services – requirements analysis, design, implementation and maintenance of software systems, as well as mainframe application development. We perform about 30 consultancy and software development projects annually. Our expertise: ADABAS/NATURAL, Java/C++/C#, PKI Management Systems, high-level IBM assembler. Our projects include: Worldwide Telecom Mediation software implementation, Facility Management System development, Utility Billing System development, Public Procurement System development, RDBMS ADABAS D maintenance, Hospital Information System development, batch job scheduling and output management systems, oil product 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: Finland, Sweden, Germany, Austria, Belgium, Czech Republic, UK, Italy, Luxembourg, Switzerland, Kazakhstan, UAE, USA



### TIETO LATVIA

Legal form: Ltd  
Address: Ropažu iela 10,  
Rīga, LV-1039, Latvia  
Phone: +371 67510000  
Fax: +371 67030001  
E-mail:  
marketing.latvia@tieto.com  
Website: www.tieto.lv

Chairman of the Board:  
Mr Elmārs Gengers  
Contact: Ms Agita Kārklīņa  
Position of the contact person:  
Marketing and Communications  
Specialist  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 734  
Founded in: 1992  
Main markets: Latvia, Lithuania,  
Estonia, Scandinavia, CIS, Africa  
Business profile: The company's  
main products and services:  
• Offering full lifecycle IT services:  
development, implementation,  
maintenance, and integration of  
customized information systems.  
Development of management  
information, analytics and decision  
support systems. Development  
of document management and  
work-flow management systems.

- Development of software for payment card data processing (*Card Suite*) which is provided for issuing, acquiring, and processing of payment cards, e-commerce, terminal network maintenance, risk management, loyalty solutions, and preparation of reports. Integration, consultancy and training for payment card systems.
  - Installation, integration, and maintenance of business resource planning system Oracle E-Business Suite and Microsoft Dynamics.
  - Distribution of and consultancy on standard software products (Oracle, Microsoft, IBM/Lotus).
  - Global Shared Service Centre – unit providing finance and user support to the *Tieto Corporation's* enterprises in European countries.
- Seeking cooperation in: See Business profile.  
Certificates in use: ISO 9001, Card Suite validated according to PA-DSS (PA-DSS v2.0)  
Member of association: Latvian Information and Communications Technology Association, Latvian IT Cluster



## TILDE

Legal form: Ltd  
Address: Vienības gatve 75A,  
Rīga, LV-1004, Latvia  
Phone: +371 67605001  
Fax: +371 67605750  
E-mail: info@tilde.lv  
Website: www.tilde.com

Chairman of the Board:  
Mr Andrejs Vasiljevs  
Contact: Mr Andrejs Vasiljevs  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 82  
Founded in: 1991  
Turnover in 2013: EUR 4 200 000  
Turnover in 2012: EUR 3 900 000  
Export volume 2013: EUR 1 400 000  
Export volume 2012: EUR 1 500 000  
Main markets: EU, USA

Business profile: *Tilde* drives innovation in European language technologies. To enable languages in the digital age, *Tilde* develops machine translation systems, online terminology services, mobile translation apps, and proofing tools. *Tilde* is also the largest pan-Baltic provider of localization services for IT companies. Customers in both the public and private sectors use *Tilde's* products and services to provide multilingual content across their platforms, analyse data in multiple languages, and facilitate multilingual communication in their everyday work. *Tilde* has special expertise in creating language technologies for complex languages, particularly smaller European languages. With offices in all three Baltic countries and partners across the globe, *Tilde* combines the talents and skills of over a hundred computational linguists, software engineers, language researchers, terminologists, and professional translators. Seeking cooperation in: *Tilde* is seeking long-term business partnerships as a language-technology provider and localization vendor for IT companies. *Tilde* also offers the development of custom machine-translation systems, proving secure translation tailored to a customer's specific needs. Custom MT systems can be integrated into any platform, helping enable multilingual communication. Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association, Latvian IT Cluster



## VENDON

Legal form: Ltd  
Address: Ziedleju iela 1,  
Mārupē, Mārupes nov.,  
LV-2167, Latvia  
Phone: +371 29246684  
E-mail: vendon@vendon.net  
Website: www.vendon.net

Chairman of the Board:  
Mr Mārtiņš Grandāns  
Contact: Mr Mārtiņš Grandāns  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 8  
Founded in: 2011  
Turnover in 2013: EUR 272 000  
Turnover in 2012: EUR 63 000  
Exports volume 2013: EUR 139 000  
Exports volume 2012: EUR 35 000  
Main markets: Latvia, Germany,  
Austria, Netherlands, UK, Belgium,  
France, Italy, Spain, Switzerland,  
South Africa, Brazil

Business profile: Telemetry solutions for the vending industry – remote data reading, M2M communication, data analysis, reporting, business optimization tools. Seeking cooperation in: Distribution of *Vendon* products. Desired markets: Sweden, Finland, UK, USA, Canada  
Member of association: Latvian Electrical Engineering and Electronics Industry Association



## VISMA ENTERPRISE

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

Chief Executive Officer:  
Ms Antra Zālīte  
Contact: Ms Laura Brīvība  
Position of the contact person:  
Marketing and PR Manager  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 195  
Founded in: 2005  
Turnover in 2013: EUR 10 300 000  
Turnover in 2012: EUR 8 300 000  
Main markets: Latvia

Business profile: *Visma Enterprise* is a regional leader in business software development, project management and consulting. We develop, implement and support the *Horizon* enterprise resource planning (ERP) system. *Visma Enterprise* also provides IT system integration, contract-based development services and works with an extensive range of business analytics and financial planning solutions. *Horizon* – the most widely used resource planning and management tool in Latvia. IT system integration – system integration and customized solutions using Service Oriented Architecture (SOA) principles. Business intelligence – interactive data analysis solutions using MicroStrategy technology. Seeking cooperation in: Since 2008, *Visma Enterprise* has been a certified Microsoft Gold Partner, with demonstrated skill in Application Development. *Visma Enterprise* is also an experienced Oracle and MicroStrategy technology partner. As a project-oriented company, we engage subcontractors and often work as subcontractors ourselves. Desired markets: Latvia, Nordic countries  
Certificates in use: ISO 9001  
Member of association: Latvian IT Cluster



## X INFOTECH

Legal form: Ltd  
Address: Daugavas iela 38-3,  
Mārupe, Mārupes nov.,  
LV-2167, Latvia  
Phone: +371 67930171  
Fax: +371 67930172  
E-mail: info@x-infotech.com  
Website:  
www.x-infotech.com



Business Development Director/  
Owner: Mr Vadims Tereško  
Contact: Mr Sergejs Jelisejevs  
Position of the contact person:  
Business Development Director/  
Owner  
Contact: Mr Aleksandrs Popovs  
Position of the contact person:  
Technical Director/Owner  
Contact: Mr Māris Birģelis  
Position of the contact person:  
Legal, Business Development  
Director/Owner  
Languages spoken: Latvian, English,  
Russian  
Number of employees: 46  
Founded in: 2006  
Turnover in 2013: EUR 2 500 000  
Turnover in 2012: EUR 1 800 000  
Export volume 2013: EUR 1 800 000  
Export volume 2012: EUR 734 000  
Main markets: Latvia, Lithuania,  
Estonia, Poland, Finland, Norway,  
Austria, Sweden, Switzerland,  
Netherlands, Germany, Italy,  
Ireland, Azerbaijan, Bulgaria,  
Armenia, Ukraine, Moldova, Saudi  
Arabia, Egypt, Kenya, Ethiopia,  
Bangladesh, Guatemala, Southern  
Sudan, Cambodia, Jordan,  
Honduras, Somali, UAE, Kazakhstan,  
Macedonia, Uruguay, Libya

Business profile: *X INFOTECH*, a leading systems integrator and MultiPerso software developer, delivers premium solutions for issuing, validating and managing financial cards and electronic ID documents (electronic identification cards, electronic passports, electronic driver's licences, electronic vehicle registration, healthcare cards, social payment cards) worldwide. The company's turnkey solutions, fully independent and flexible, in combination with our team's unrivalled expertise, enable bank and eID software to be implemented easily, adapting it to any environment. With successfully implemented projects in 40 countries already, *X INFOTECH* has become a trusted business partner and preferred solution and service provider for more than 100 customers. More: www.x-infotech.com Seeking cooperation in: *X INFOTECH* is interested in cooperation with different financial institutions and government bodies in the implementation of various projects related to the issuing and management of smart cards, electronic ID documents as well as mobile-payment solutions. Desired markets: Different countries in Asia, Africa, Latin America, CIS region. Quality certificates in use: ISO 9001

## ZABBIX



### ZABBIX

Legal form: Ltd  
Address: Dzelzavas iela 117,  
Rīga, LV-1021, Latvia  
Phone: +371 67784742  
Fax: +371 67784741  
E-mail: sales@zabbix.com  
Website: www.zabbix.com

Member of the Board:  
Mr Aleksejs Vladiševs  
Contact: Ms Jeļena Turuļina  
Position of the contact person:  
Head of Sales  
Languages spoken: Latvian, English,  
German, Russian, Spanish, Japanese  
Number of employees: 26  
Founded in: 2005  
Turnover in 2013: EUR 1 700 000  
Turnover in 2012: EUR 1 000 000  
Export volume 2013: EUR 1 700 000  
Export volume 2012: EUR 995 000  
Main markets: EU, Russia, USA,  
Japan, Brazil

Business profile: *Zabbix* core business is the development of open-source software for monitoring networks and applications. In addition, the company offers a wide range of professional services designed to fit every customer's unique business requirements, including implementation, integration, custom development and consulting services, as well as various training programmes. The company's flagship product, *Zabbix*, is one of the most popular open-source monitoring software programs in the world. It is already used by a vast number of companies, who have chosen it because of its real scalability, high and robust performance, ease of use, and extremely low cost of ownership. Seeking cooperation in: See Business profile. Desired markets: UK, Germany, France, Italy, Spain, Nordic countries, Russia, USA, Brazil, Japan

## zing

### ZING

Legal form: Ltd  
Address: Purva iela 12A,  
Valmiera, LV-4201, Latvia  
Phone: +371 25600777  
E-mail: info@zing.lv  
Website: www.zing.lv

Chairman of the Board:  
Mr Jānis Eiduks  
Contact: Mr Jānis Eiduks  
Position of the contact person:  
Chairman of the Board  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 3  
Founded in: 2012  
Turnover in 2013: EUR 25 000  
Main markets: Latvia

Business profile: We create sales-oriented websites for small and medium businesses – fast, high quality and for a reasonable price. Seeking cooperation in: We are interested in franchising our business system to other countries. Desired markets: Lithuania, Estonia, Russia, Belarus, Poland

## ZZ Dats

### ZZ DATS

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

Member of the Board:  
Mr Māris Ziema  
Contact: Ms Vita Jekimova  
Position of the contact person:  
Marketing Manager  
Languages spoken: Latvian, English,  
German, Russian  
Number of employees: 80  
Founded in: 1995  
Turnover in 2013: EUR 3 000 000  
Turnover in 2012: EUR 2 200 000  
Main markets: Latvia

Business profile: From the very beginning, the company has been working with the development, implementation and maintenance of original software. In 2001, the company started and still continues working in the area of the development of web solutions and electronic services, focusing on making local governments' business processes electronic, system security, quality and user satisfaction. Seeking cooperation in: We are looking for business partners in the IT industry to jointly develop projects. Certificates in use: ISO 9001, ISO 27001  
Desired markets: Germany, UK

# Useful Addresses

## LATVIJAS ELEKTROTEHNIKAS UN ELEKTRONIKAS RŪPNIECĪBAS ASOCIĀCIJA (LETERA)

Latvian Electrical Engineering and Electronics  
Industry Association

Address: Dzirnavu iela 93, Rīga, LV-1011, Latvia

Phone: +371 67288360

Fax: +371 67288392

E-mail: [letera@letera.lv](mailto:letera@letera.lv)

Website: [www.letera.lv](http://www.letera.lv)

## LATVIJAS INFORMĀCIJAS UN KOMUNIKĀCIJAS TEHNOLOĢIJAS ASOCIĀCIJA (LIKTA)

Latvian Information and Communications Technology  
Association

Address: Stabu iela 47-1, Rīga, LV-1011, Latvia

Phone: +371 67311821, +371 67291896

E-mail: [office@likta.lv](mailto:office@likta.lv)

Website: [www.likta.lv](http://www.likta.lv)

## LATVIJAS INFORMĀCIJAS TEHNOLOĢIJU KLASTERIS

Latvian IT Cluster

Address: Skolas iela 11, Rīga, LV-1010, Latvia

Phone: +371 67089815

Fax: +371 67089810

E-mail: [itcluster@itbaltic.com](mailto:itcluster@itbaltic.com)

Website: [www.itbaltic.com](http://www.itbaltic.com)

## LATVIJAS INTERNETA ASOCIĀCIJA (LIA)

Latvian Internet Association

Address: Brīvības gatve 214M, 206. kab., 2.stāvs,

Rīga, LV-1039, Latvia

Phone: +371 67281312

E-mail: [office@lia.lv](mailto:office@lia.lv)

Website: [www.lia.lv](http://www.lia.lv)

## SABIEDRISKO PAKALPOJUMU REGULĒŠANAS KOMISIJA

Public Utilities Commission (PUC)

Address: Ūnijas iela 45, Rīga, LV-1039, Latvia

Phone: +371 67097200

Fax: +371 67097277

E-mail: [sprk@sprk.gov.lv](mailto:sprk@sprk.gov.lv)

Website: [www.sprk.gov.lv](http://www.sprk.gov.lv)

## TECHHUB RIGA

Address: Kaļķu iela 12, Rīga, LV-1010, Latvia

E-mail: [hello@techhub.com](mailto:hello@techhub.com)

Website: <http://riga.techhub.com>

## ELEKTRONIKAS UN DATORZINĀTŅU INSTITŪTS

Institute of Electronics and Computer Science

Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia

Phone: +371 67554500

Fax: +371 67555337

E-mail: [info@edi.lv](mailto:info@edi.lv)

Website: [www.edi.lv](http://www.edi.lv)

## RĪGAS TEHNISKĀ UNIVERSITĀTE

Riga Technical University

Address: Kaļķu iela 1, Rīga, LV-1658, Latvia

Phone: +371 67089084

Fax: +371 67089701

E-mail: [rtu@rtu.lv](mailto:rtu@rtu.lv)

Website: [www.rtu.lv](http://www.rtu.lv)

## TRANSPORTA UN SAKARU INSTITŪTS

Transport and Telecommunication Institute

Address: Lomonosova iela 1, Rīga, LV-1019, Latvia

Phone: +371 67100661

Fax: +371 67100660

E-mail: [info@tsi.lv](mailto:info@tsi.lv)

Website: [www.tsi.lv](http://www.tsi.lv)

## VENTSPILS AUGSTO TEHNOLOĢIJU PARKS

Ventspils High Technology Park (VHTP)

Address: Inženieru iela 101, Ventspils, LV-3601, Latvia

Phone: +371 63664934, +371 63629661

E-mail: [info@vatp.lv](mailto:info@vatp.lv)

Website: [www.vatp.lv](http://www.vatp.lv)

# Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia

Address: Pērses iela 2, Rīga, LV-1442, Latvia

Phone: +371 67039499

Fax: +371 67039401

E-mail: [liao@liao.gov.lv](mailto:liao@liao.gov.lv)

[www.liao.gov.lv](http://www.liao.gov.lv)

[www.exim.lv](http://www.exim.lv)

[www.polarisprocess.com](http://www.polarisprocess.com)

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.

With over 20 years of experience in attracting of foreign direct investment to Latvia and promoting 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 Minsk (Belarus), Beijing (China), Copenhagen (Denmark), Paris (France), Berlin (Germany), Tokyo (Japan), Vilnius (Lithuania), The Hague (the Netherlands), Oslo (Norway), Warsaw (Poland), Moscow (Russia), Stockholm (Sweden), London (UK) and Kiev (Ukraine).

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 its own performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

We look forward to helping your company succeed in Latvia!

# Representative Offices of Investment and Development Agency of Latvia

Representative Office in Belarus  
Address: Посольство Латвийской Республики в Республике Беларусь  
Ул. Дорошевича ба,  
Минск 220013, Беларусь  
Phone: +375 172847654  
Fax: +375 172847494  
E-mail: by@liaa.gov.lv

Representative Office in China  
Address: Embassy of Latvia in The Peoples Republic of China  
71 Greenland Garden,  
Greenland Road 1A, Chaoyang District, Beijing, 100016, China  
Phone: +86 1064333863  
Fax: +86 1064333810  
E-mail: cn@liaa.gov.lv

Representative Office in Denmark  
Address: Letlands Ambassade i København  
Rosbæksvej 17, 2100  
København, Danmark  
Phone: +45 60220751  
E-mail: dk@liaa.gov.lv

Representative Office in France  
Address: Ambassade de la République de Lettonie en France  
6, Villa Saïd 75116 Paris, France  
Phone: +33 153645815  
Fax: +33 153645819  
E-mail: fr@liaa.gov.lv

Representative Office in Germany  
Address: Botschaft der Republik Lettland in der Bundesrepublik Deutschland  
Reinerzstraße 40/41, 14193  
Berlin, Deutschland  
Phone: +49 3060929421  
Fax: +49 3060929420  
E-mail: de@liaa.gov.lv

Representative Office in Japan  
Address: Embassy of the Republic of Latvia in Japan  
37-11 Kamiyama-cho, Shibuya-ku,  
Tokyo, 150-0047, Japan  
Phone: +81 334676888  
Fax: +81 334676897  
E-mail: jp@liaa.gov.lv

Representative Office in Lithuania  
Address: Latvijos Respublikos Ambasada Lietuvos Respublikoje  
M.K.Čiurlonio gatvė 76,  
LT 03100 Vilnius, Lietuva  
Phone: +370 52131140  
Fax: +370 52131130  
E-mail: lt@liaa.gov.lv

Representative Office in the Netherlands  
Address: Ambassade van de Republiek Letland in het Koninkrijk van Nederland  
Koninginnegracht 27,  
2514 AB's-Gravenhage, Nederland  
Phone: +31 703065007  
Fax: +31 703065009  
E-mail: nl@liaa.gov.lv

Representative Office in Norway  
Address: Republikken Latvias Ambassade i Kongeriket Norge  
Bygdøy Allé 76, Post Box 3163,  
Elisenberg, 0208, Oslo, Norge  
Phone: +47 22542286  
Fax: +47 22546426  
E-mail: no@liaa.gov.lv

Representative Office in Poland  
Address: Ambasada Republiki Łotewskiej w Rzeczypospolitej Polskiej  
Ul. Królowej Aldony 19,  
03-928 Warszawa, Polska  
Phone: +48 226164017  
Fax: +48 226171106  
E-mail: pl@liaa.gov.lv

Representative Office in Russia  
Address: Посольство Латвийской Республики в Российской Федерации  
Ул. Чаплыгина 3,  
105062 Москва, Россия  
Phone: +7 4957301834  
Fax: +7 4957301834  
E-mail: ru@liaa.gov.lv

Representative Office in Sweden  
Address: Lettlands Ambassad i Konungariket Sverige  
Odengatan 5, Box 191 67,  
104 32 Stockholm, Sverige  
Phone: +46 87006311  
Fax: +46 8140151  
E-mail: se@liaa.gov.lv

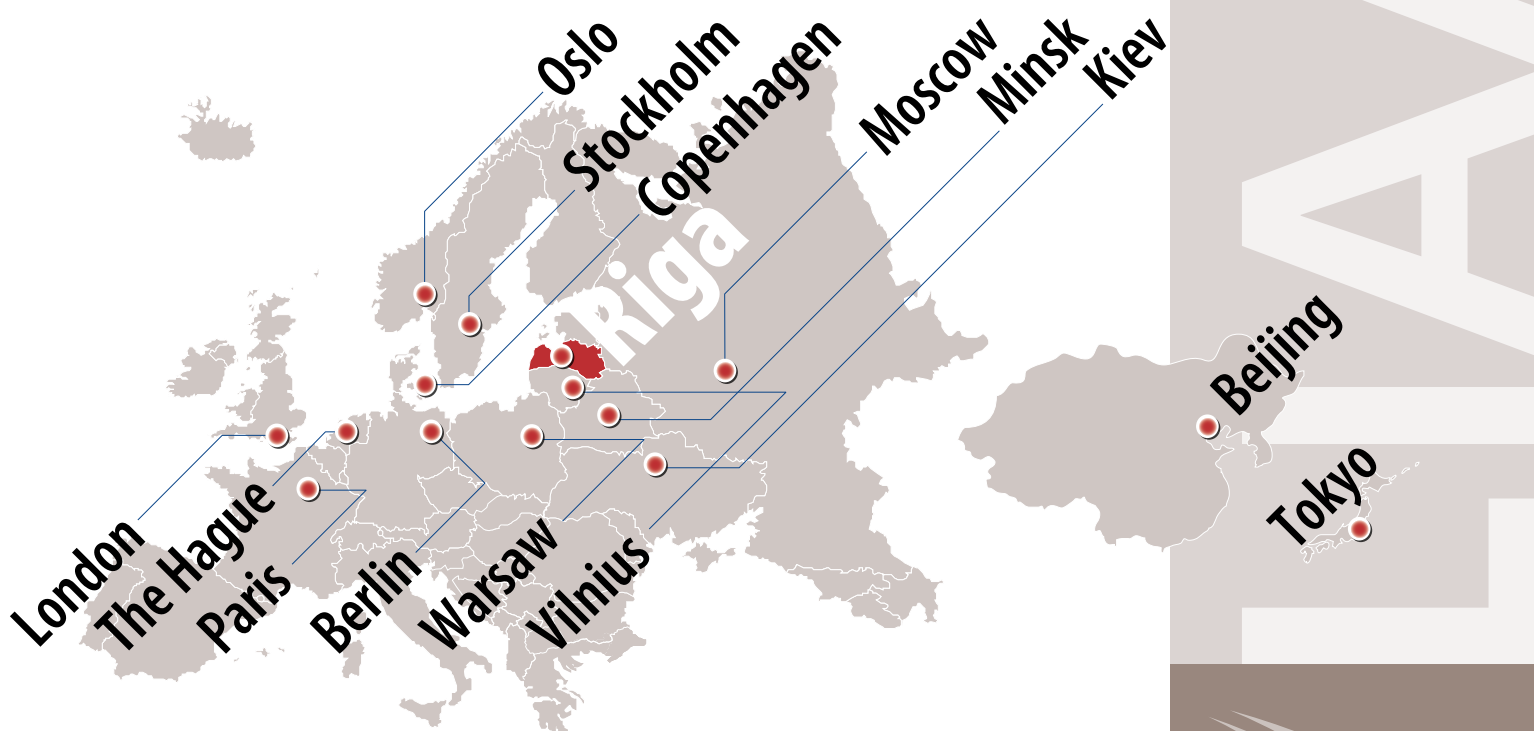
Representative Office in Ukraine  
Address: Посольство Латвійської Республіки в Україні  
Вулиця Івана Мазепи 6Б,  
01901, Київ, Україна  
Phone: +380 444960203  
Fax: +380 444960204  
E-mail: ua@liaa.gov.lv

Representative Office in the United Kingdom  
Address: 45 Nottingham Place,  
London, W1U 5LY, United Kingdom  
Phone: +44 2075631611  
Fax: +44 2073120042  
E-mail: uk@liaa.gov.lv

# Your best partner in LATVIA for

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- Business and trade expansion
- Commercialization of innovative ideas via EU and private funds

## Representative offices



Latvijas Investīciju un attīstības aģentūra  
Investment and Development Agency of Latvia

[www.liaa.gov.lv/en](http://www.liaa.gov.lv/en)

twitter:@LIAAglobal

[www.polarisprocess.com](http://www.polarisprocess.com)



# Exim

Latvian Export Import Directory

[www.exim.lv](http://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.

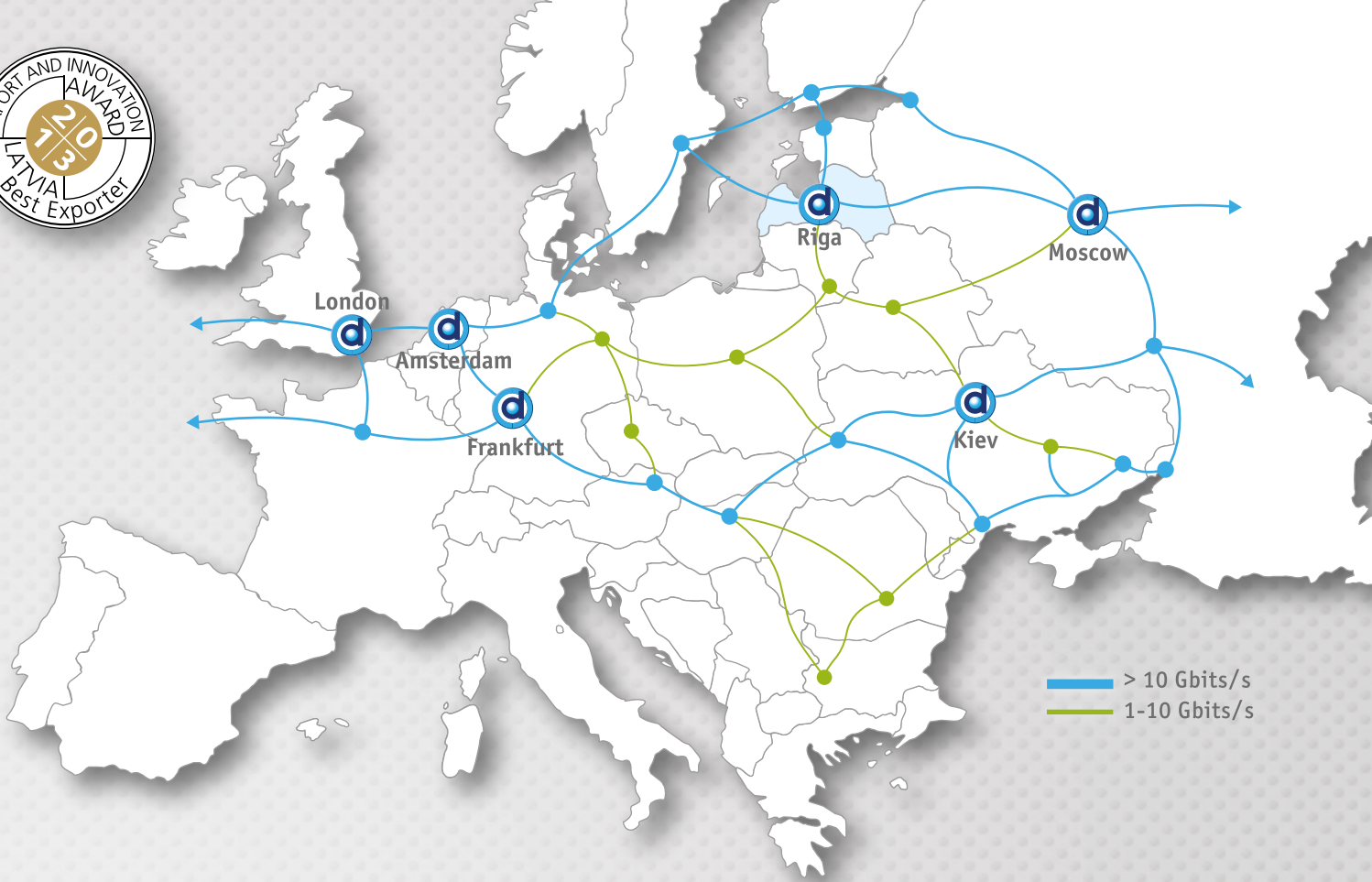
The main sections of the portal:

- 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!

 **LIAA**  
Latvijas Investīciju un attīstības aģentūra  
Investment and Development Agency of Latvia

Pērses iela 2, Rīga, LV-1442, Latvia; phone: +371 67039459, fax: +371 67039401, e-mail: [exim@liaa.gov.lv](mailto:exim@liaa.gov.lv), [www.liaa.gov.lv](http://www.liaa.gov.lv)



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OPERATOR



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virtualization platform



Business  
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Reliable  
data centers



Experienced  
IT experts



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