Minister of Foreign Affairs of Estonia Mr. Urmas Paet visit to India and Sri Lanka on the 11-15 of February 2013

Business delegation

1. Alekon Cargo OÜ

Name of the company:	Alekon Cargo OÜ
Address:	Saha-Loo tee 5B, 74114 Maardu, Estonia
Website:	www.alekon.ee
Established:	2007
Number of employees (2012):	29
Turnover (EUR, 2011)	1250000
Export turnover	1050000
Export destinations by countries:	worldwide
Business overview - detailed description of the company, information about main products and services	Warehousing Documentation Containers Transportation Forwarding
Competitive advantage of the company:	Favorable arrangement, modern building, modern equipment, skilled workers
Customer portfolio:	all types of transport
Awards/certificates/acknowledgement:	KTK, AA-credit rating, veterinary permission
Your expectations to the business trip:	new acquaintances and business contacts in logistic branch
What kind of information you would like to receive about the market?	what interests and opportunities are in the market for the logistic companies
Products/services for the target market:	cargo turnover
Business interests and desired contacts in the target market:	adjustment of contacts in transport and trade spheres
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	transport companies, Ministry of Foreign Affairs, logistic companies, trading companies
Representative of the company:	Mr Erkki Veismann
Position:	Member of the board
Phone:	+3726388977
E-mail:	cargo@alekon.ee

2. CF&S Estonia AS

Name of the company:	CF&S Estonia AS
Address:	Ahtri 12, 10151 Tallinn, Estonia
Website:	www.cfs.net
Established:	1997
Number of employees (2012):	90
Turnover (EUR, 2011)	36,35 Mio
Export turnover (%)	63%

Export destinations by countries:	European Union, Russia and CIS
Business overview - detailed description of the company, information about main products and services	Freight forwarding incl. rail and road transport, sea- and airfreight, warehousing and terminal services. Ship's and liner agency. FCL/LCL, high & heavy project cargoes. Company is specialized in transit to Russia and other CIS countries via Baltic Sea ports.
Competitive advantage of the company:	Good territorial coverage trhough its offices in the Baltics and Russia. Operating its own fleet of trucks and rail cars for the deliveries to Russia and other CIS countries incl Central Asia.
Customer portfolio:	Manufactures, traders, importers, exporters
Awards/certificates/acknowledgement:	EN ISO 9001:2008
Your expectations to the business trip:	Meeting manufactures, traders, freight forwarder dealing with exports to Russia and CIS.
What kind of information you would like to receive about the market?	Export commodities, volumes and flows to Russia and CIS. Current transport routes use for the deliveries.
Products/services for the target market:	Transportation and logistics
Business interests and desired contacts in the target market:	Meeting manufactures, traders, freight forwarder dealing with exports to Russia and CIS.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Meeting manufactures, traders, freight forwarder dealing with exports to Russia and CIS.
Representative of the company:	Mr Tarmo Nurmetalo
Position:	Chairman
Phone:	+372 501 9576
E-mail:	tarmo.nurmetalo@cfs.ee
Skype:	tarmo-nurmetalo-tallinn

3. ESC Global Security

Name of the company:	**ESC Global Security**
Address:	Soo 2, 10414 Tallinn, Estonia
Website:	www.escgs.com
Established:	1991 (2009)
Number of employees (2012):	120
Turnover (EUR, 2011)	3 Mio
Export turnover (%)	99,9%
Export destinations by countries:	Indian Ocean HRA and Atlantic Ocean, West Africa HRA.
Business overview - detailed description of the company, information about main products and services	ESC Global Security provides maritime anti-piracy security services. ESC Global Security is specialized in delivering state-of-the-art physical security for shipping companies operating in high risk areas around the Indian Ocean and West Africa.
Competitive advantage of the company:	The Best Price and Quality on the Market.
Customer portfolio:	European Shipping Companies. All types of vessels.
Awards/certificates/acknowledgement:	ISO 9001:2008 by Loyds Register SAMI First Stage Acreditation ICoC Signatory Recognized by main P&I Clubs.
Your expectations to the business trip:	Good contacts in Shipping Industry. Finding new clients and partners.
What kind of information you would like to receive about the market?	When Indian market for Private Maritime Security will be open?
Products/services for the target market:	Maritime Security

Business interests and desired contacts in the target market:	Ship Owners, Charterers, Managers of the Shipping Industry.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Ministers, High Officials Responsible for Maritime Industry.
Representative of the company:	Mr Jaanus Rahumägi
Position:	CEO
Phone:	+372 517 7779
E-mail:	jaanus.rahumagi@escgs.com
Skype:	jrahumagi

4. ESTEVE Terminal AS

Name of the company:	**ESTEVE Terminal AS**
Address:	Rae põik 10, 76806 Paldiski, Estonia
Website:	www.esteve.ee
Established:	1996
Number of employees (2012):	112
Turnover (EUR, 2011)	7 Mio
Export turnover (%)	35%
Export destinations by countries:	Finland, Netherlands, Germany
Business overview - detailed description of the company, information about main products and services	Port operator in the second biggest port of Estonia, providing full range of port services, including stevedoring, warehousing, and customs clearance; We handle RoRo, General and bulk cargoes; especial experience on handling high and heavy cargoes
Competitive advantage of the company:	Ice-free deep-water port on the cargo route between India/ Far East/ Western Europe and Russia/ Kazakhstan/ other CIS countries
Customer portfolio:	Ro Ro shipping lines: Transfennica (Holland), Mann Lines (UK), KESS (Japan/ Germany) Tallink (Estonia) Freight forwarders: DHL (Caterpillar), CFS (John Deere); Assistor (Toyota) Cargo owners: Kuusakoski (Finland, ferrous scrap), Stora Enso (wood pellets); Metsä Board (former M-Real, paper)
Your expectations to the business trip:	To gain some knowledge about Indian/ Sri Lanka's economy and find contacts for future cooperation
What kind of information you would like to receive about the market?	What are the main cargoes now and possibly in the nearest future moving between India/ Sri Lanka and Russia/ CIS countries and the biggest players on the field
Products/services for the target market:	Port services on a route between India/ Sri Lanka and Russia/ CIS countries
Business interests and desired contacts in the target market:	To find the cargo owners and freight forwarders who move cargoes, especially high and heavy or bulk cargoes, between India / Sri Lanka and Russia/ CIS countries; We are also interested in providing distribution centre services
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Forwarding companies, cargo owners, Ministries of Economic and Transport
Representative of the company:	Mr Üllar Raad
Position:	CEO, Member of the Management Board
Phone:	+372 654 1500
E-mail:	yllar.raad@esteve.ee

5. EVR Cargo AS

Name of the company:	EVR Cargo AS
Address:	Toompuiestee 35, 15073 Tallinn, Estonia
Website:	www.evrcargo.ee
Established:	1870
Number of employees (2012):	1000
Turnover (EUR, 2011)	91 Mio
Export turnover (%)	65% (incl Transit)
Export destinations by countries:	Russia, Ukraine, Kazakhstan, Uzbekistan, Afghanistan
Business overview - detailed description of the company, information about main products and services	EVR Cargo is the largest railway operator in Estonia. As a state-owned company it has historically been part of Estonian Railways Ltd. Annually transporting 18 million tons of different bulk cargo like oil products, oil-shale, fertilisers. Increasingly more important are becoming container transportation, which arrive by sea to Port of Tallinn and will be transported to Russia and Central Asia by rail. Company owns more than 3000 railway cars and 80 locomotives.
Competitive advantage of the company:	- Efficient locomotive fleet - Large selection of railcars - Regular container block trains to major destinations in Russia, Central Asia and Black Sea region - Efficient handling of both full-trains and single wagons - Long experience in handling bulk-cargo - Possibility to transport all over Russia, CIS
Customer portfolio:	All major freight forwarders in Estonia
Awards/certificates/acknowledgement:	Winner of the year 2012 Logistics Award in Estonia: establishment of a regular container block train from Estonia to Ukraine (Container block train ZUBR)
Your expectations to the business trip:	- Meet with producers exporting their cargo to Russia and Central Asian countries - Meet with logistics companies, freight forwarders who have business connections in Russia or Central Asia or who would like to establish business relationships in this region; - Understand the business specifics of these countries
What kind of information you would like to receive about the market?	- What are the main export commodities from these countries; - What are the possible imports from the Baltics or Russia to these countries (ie. raw materials)
Products/services for the target market:	International logistics and freight forwarding
Business interests and desired contacts in the target market:	- Logistics companies and freight forwarders - Producers, Exporters to Russia - Importers of raw materials
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Different companies that might be interested to cooperate with us
Representative of the company:	Mr Janek Ojamäe
Position:	Head of Intermodal business unit
Phone:	+372 512 1585
E-mail:	janek.ojamae@evr.ee
Skype:	janek.ojamae

6. Morbela OÜ

Name of the company:	Morbela OÜ
Address:	Tänassilma tee 13, Saku vald, 76406 Harjumaa, Estonia
Website:	www.morbela.ee
Established:	1993
Number of employees (2012):	18
Turnover (EUR, 2011)	10,6 Mio
Export turnover (%)	49
Export destinations by countries:	Latvia, Lithuania, Poland, Germany
Business overview - detailed description of the company, information about main products and services	Lubricants sales
Competitive advantage of the company:	Well trained staff, strong finances
Customer portfolio:	Marine, industrial and automotive (trucks+passanger cars), agriculture machines
Awards/certificates/acknowledgement:	
Your expectations to the business trip:	New contacts
What kind of information you would like to receive about the market?	General information
Products/services for the target market:	Different kind of lubricants
Business interests and desired contacts in the target market:	Lubricants export-import
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Companies who are interested same range of business (lubricants)
Representative of the company:	Mr Raul Voit
Position:	Director
Phone:	+372 504 2209
E-mail:	raul.voit@xom.ee

7. NURBAN (Nordic Urban Houses AS)

Name of the company:	NURBAN (Nordic Urban Houses AS)
Address:	J.Vilmsi 41, 10126 Tallinn, Estonia
Website:	www.nurban.me; www.nordichouses.eu
Established:	1999 (Nordic Houses group)
Number of employees (2012):	40 (Nordic Houses group)
Turnover (EUR, 2011)	5,1 Mio (Nordic Houses group)
Export turnover (%)	97%
Export destinations by countries:	Norway, Sweden, Finland, Germany, Netherlands, France
Business overview - detailed description of the company, information about main products and services	NURBAN combines Norwegian and Estonian resources and expertise to create modern living environments together with local real estate developers, investors and construction companies in our target markets.
Competitive advantage of the company:	Estonia is one of the largest and the most competitive exporter of wooden houses in Europe. NURBAN provides convenient access to these resources and expertise by delivering full solutions.
Customer portfolio:	Real estate developers, investors, construction companies and municipalities in our target markets

Awards/certificates/acknowledgement:	ETA (European Technical Approval)
Your expectations to the business trip:	- Overview of how to do business in India and Sri Lanka. - Exploring business opportunities in India and Sri Lanka. - Finding potential clients/cooperation partners.
What kind of information you would like to receive about the market?	Using wood in construction - what are the traditions, preferences, regulations and trends. Which regions of India have the best business potential for timber construction? How to find clients/cooperation partners in these markets?
Products/services for the target market:	- Prefabricated timber frame buildings (wooden houses produced in factory) for large scale residential and resort projects. - Full solutions include: architecture, engineering, prefabrication, transportation and construction of the timber frame buildings. - Types of houses include: cottages, private houses, villas, hotels, resorts, row houses, multistory apartment buildings.
Business interests and desired contacts in the target market:	Real estate developers Real estate investors Construction companies Architect companies Local governments (who undertake real estate projects)
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Real estate developers Real estate investors Construction companies Architect companies Local governments (who undertake real estate projects)
Representative of the company:	Mr Argo Saul
Position:	Chairman of the board
Phone:	+372 507 6680
E-mail:	argo@houses.ee
Skype:	argo_saul

8. Port of Tallinn

Name of the company:	**Port of Tallinn (Tallinna Sadam AS)**
Address:	Sadama 25,15051 Tallinn, Estonia
Website:	www.portoftallinn.com
Established:	December 1992
Number of employees (2012):	293
Turnover (EUR, 2011)	90 Mio
Export turnover (%)	80%
Export destinations by countries:	many countries incl. Russia, USA, Finland, Germany, Singapore etc.
Business overview - detailed description of the company, information about main products and services	Port Authority. Landlord port owning port infrastructure and developing areas for terminals, warehouses. Representing the interests of private cargo terminals which include most commodities incl. oil products, containers, coal, fertilizers, scrap, ro-ro, metals, timber, etc. Main country of origin and destination of the cargoes handled is Russia and other CIS countries. Transit consists 80% of the cargo turnover.
Competitive advantage of the company:	Geographical location between Europe and Russia. Natural and navigational conditions of the port compared to other ports in the region. The port's depth

	grants the most cost-efficient shipping of Russian raw materials and never existing ice problems grant in-time delivery of Russian import cargoes.
Customer portfolio:	shippers and consignees of almost all types of cargoes (see the commodities named above).
Your expectations to the business trip:	1) To study the Indian transport and logistic market; 2) to establish contacts with companies exporting and/or importing goods to our region, incl. Russia and who are controling or willing to control the supply chain of the goods (i.e. dictating or willing to dictate the terms of transportation and transportation routes); 3) to establish contacts with companies willing to expand their presence in our region and Russia, e.g. willing to start production in Estonia for the regional market or using regional raw materials (incl. Russia).
What kind of information you would like to receive about the market?	1)information on the overall transportation chain management of Indian export and import 2) information on companies meeting the interest described above
Products/services for the target market:	- transport corridor for India-Russia trade - warehousing and distribution services to the above international trade - providing land and facilitating greenfield investment projects related to port and port services
Business interests and desired contacts in the target market:	see above
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	see above cargo shippers, conignees, freight forwarders, production companies
Representative of the company:	Mr Erik Ringmaa
Position:	Chief Commercial Officer
Phone:	+372 631 8017
E-mail:	e.ringmaa@portoftallinn.com
Skype:	erik.ringmaa1

9. Reaalsüsteemid AS (Real Systems)

Name of the company:	Reaalsüsteemid AS (Real Systems)
Address:	Narva mnt 18, 10120 Tallinn, Estonia
Website:	www.realsystems.eu
Established:	1993
Number of employees (2012):	12
Turnover (EUR, 2011)	1,8 Mio
Export turnover (%)	90%
Export destinations by countries:	About 20 countries in Europe and in Asia overall
Business overview - detailed description of the company, information about main products and services	Development and distribution of software, VizKey™- visual criminal analysis and e-governance sytems
Competitive advantage of the company:	A leader in criminal analysis/ investigation software for law enforcement and visual analysis of mass information. Developer of several major e-governance solutions, long-term experience in public information systems and implementation of the applications for advanced information society.
Customer portfolio:	VizKey™- visual criminal analysis software

	e-governance: - eBusiness Register - ePrisons - eBailiffs - etc.
Awards/certificates/acknowledgement:	
Your expectations to the business trip:	We are searching for the partner in distribution of VizKey™- visual criminal analysis and investigation software. In case of interest we'd offer our e-governance solutions implemented in Estonia and elsewhere.
What kind of information you would like to receive about the market?	Overall information on e-governance and police software systems.
Products/services for the target market:	Specified above as expectations
Business interests and desired contacts in the target market:	As described in expectations.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	
Representative of the company:	Mr Tiit Vapper
Position:	Chairman of the Board
Phone:	+372 5656 0080
E-mail:	tiitvapper@vizcase.com
Skype:	Vappert

10. State Resource Centre Ltd (RRK Logistics Parks)

Name of the company:	State Resource Centre Ltd (RRK Logistics Parks)
Address:	Rävala 8, 10143 Tallinn, Estonia
Website:	www.rrk.ee
Established:	1992
Number of employees (2012):	12
Turnover (EUR, 2011)	3522486
Export turnover (%)	0
Export destinations by countries:	
Business overview - detailed description of the company, information about main products and services	The leading developer and landlord of logistics real estate. RRK Logistics Parks consists seven logistics parks all over Estonia. Total area of land is 1,200,000 sqm and area of warehouses 160,000 sqm.
Competitive advantage of the company:	Big selection of different type of warehouses and production premises with good location and raliway connections.
Customer portfolio:	Our customers are and have been well known logistics comapnies, expeditors, distributors and so on. Some exapmples are Katoen Natie, Kuehne + Nagel, DPD, Itella Logistics and all mayor estonian logistics companies
Awards/certificates/acknowledgement:	Most competitive Estonian SME service company 2004, RRK Logistics Parks have been in the list of best Estonian companies for years.
Your expectations to the business trip:	To understand the Indian export market, especially Indian export to Russia and CIS markets.
What kind of information you would like to receive about the market?	To understand the Indian export market, especially Indian export to Russia and CIS markets.
Products/services for the target market:	

Business interests and desired contacts in the target market:	Companies which are exporting goods to Russia and other CIS countryes and are considering to establish distribution centre close to the market.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Companies which are exporting goods to Russia and other CIS countryes and are considering to establish distribution centre close to the market.
Representative of the company:	Mr Tiit Karu
Position:	Chairman of the Board
Phone:	+372 666 3103
E-mail:	tiit@rrk.ee

11. Skivers Hides AS

Name of the company:	Skivers Hides AS
Address:	Kadastiku 57A, 21004 Narva, Estonia
Established:	1995
Number of employees (2012):	22
Turnover (EUR, 2011)	6 503 512
Export turnover	2 019 930
Export destinations by countries:	India, Turkey, China
Business overview - detailed description of the company, information about main products and services	Skivers Hides AS was founded in 1995 for work on the leather market. We trade different kind of goods in the regions of Eastern Russia and Baltic States. Main activity is collection of raw materia and producing on the 2 large contract tanneries wet blue. At the present day company has several warehouses for raw material in Western Europe; office and main stock locate in Estonia. Every month company produces approx 1 mio sq.ft of wet blue in different ranges.
Competitive advantage of the company:	- High professional sraff with experience for more than 20 years allows to do the high quality sorting, client service and quick transportation of goods to the customers by the fastest nd reliable way; - company collects all weights of wet salted cattle hides, produces different ranges of wet blue as calf, kips, ox hiefer, cow and bull, manufacturers upper shoe crust and sells different articles of leather
Customer portfolio:	Aero Club (India), Tata Inetnational (China), Faizan Shoes (India), Yarwood (UK), Borge Garveri A.S.(Norway), Habeeb Tanning Comany (India), Bhariya Inetrnational Ltd (India), Louis De Schutter (Belgium). Export of different goods to 39 countires.
Awards/certificates/acknowledgement:	- certificate SUCCESSFUL ESTONIAN COMPANY 2006 - certificate SUCCESSFUL ESTONIAN COMPANY 2011 -member of the ESTONIAN CHAMBER OF COMMERCE since 1996 - annual participant of international fairs FAIRS APLF (Hong Kong), Acle (Shanghai), Bologna (Italy)
Your expectations to the business trip:	Open new markets for our products and find new cooperation partners or potential customers or agent or suppliers
What kind of information you would like to receive about the market?	Companies as tanneries, leather agents, supplier of wet salted hides or wet blue, find companies using finish leather

Products/services for the target market:	Wet salted cattle hides, wet blue calf, kips, ox, cow, bull, crust for upper shoe 0.9-1.2mm, 1.2-1.4mm
Business interests and desired contacts in the target market:	Companies as tanneries, leather agents, supplier of wet salted hides or wet blue, find companies using finish leather
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Companies as tanneries, leather agents, supplier of wet salted hides or wet blue, find companies using finish leather
Representative of the company:	Mr Samil Valitov
Position:	Owner, Managing Director
Phone:	+372 357 6763
E-mail:	sh@skivers.ee

12. Vesimentor OÜ

Name of the company:	**Vesimentor OÜ**
Address:	Mõrra 2B, 80010 Pärnu, Estonia
Website:	www.vesimentor.ee
Established:	1997
Number of employees (2012):	20
Turnover (EUR, 2011)	1 200 000
Export turnover (%)	10%
Export destinations by countries:	Latvia, Lithuania, Poland, Finland, Sweden, Norway, Germany, Czech Republic, Slovakia, Ukraine, Romania, Bulgaria, United Kingdom etc.
Business overview - detailed description of the company, information about main products and services	Vesimentor OÜ is currently successfully manufacturing innovative high quality polyethylene products. The product range of Vesimentor OÜ includes 45 different products - rotation moulded (communication) cable manholes, optics access chambers, cable marker posts and crafted pump rooms, sewage-, drainage-, and rainwater chambers, tanks with different dimensions, water meter manholes, fire hydrant chambers, oil separators, etc. The company also sells high quality cast iron and plastic manhole covers. We offer our customers full solutions and completeness. With private customers in mind, Vesimentor OÜ has created the following polyethylene products - floating platforms, pontoons, cellars, (waste water) septic tanks, swimming pools, sledges, stork nests, feeding racks, snow shovels, big game sledges/ATV-sledges, etc.
Competitive advantage of the company:	Our main value is customer satisfaction through flexibility and personal approach to customers' needs. Innovative, new technology products, products development in cooperation with the Estonian University of Life Sciences, Technical University & flexibility.
Customer portfolio:	Today we have successful partnership with SLO Estonia, Latvia, Lithuania also Electroscandia, Siemens, Elion in Scandinavia, Citrus solutions, Norway Telecom, Orange and many others
Awards/certificates/acknowledgement:	Vesimentor OÜ owns quality management system ISO 9001:2008, environmental management system ISO 14001:2004, and NATO quality assurance requirements

	AQAP 2110 certificates.The company is based 100% on Estonian capital.
Your expectations to the business trip:	Find out more about Telecommunication industry in India. Meet Telecommunication network owners, telecommunication network builders and material wholesalers. Find out Telecommunication network condition today and development plans tomorrow. Also find out more about rules and regulations regarding Telecommunication networks.
What kind of information you would like to receive about the market?	All the information about telecommunication market. Contacts with telecommunication network owners and contacts with telecommunication material and accessories wholesalers. Also more information about network development plans
Products/services for the target market:	Products: Telecommunication network wells and other accessories also waterproof cellars for private sector . Target market: Telecommunication network owners, Telecommunication network builders and material wholesalers.
Business interests and desired contacts in the target market:	To have opportunity to make contacts and presentation among Telecommunication network owners and service providers about owe innovative products and manufacturing capabilities.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Ministry of communication, Indian Telecom and other Telecommunication network owners, network building, development and maintenance companies.
Representative of the company:	Mr Kristo Kirs
Position:	CEO
Phone:	+372 5647 7000
E-mail:	info@vesimentor.ee

13. Defendec Ltd.

Name of the company:	**Defendec Ltd**
Address:	Teaduspargi 6/1
Website:	www.defendec.com
Established:	2006
Number of employees (2012):	30
Turnover (EUR, 2011)	1
Export turnover (%)	1
Export destinations by countries:	West-Balkan, Asia (Singapore), EU (Romania), USA.
Business overview - detailed description of the company, information about main products and services	Defendec is an innovative company specializing in the development of world-class remote premises surveillance technology. The company operates globally with offices in Singapore, Estonia, Washington, D.C. Defendec's main product, Smartdec, has been securing NATO's and European Union's external borders for nearly two years. It is currently operational worldwide. Smartdec helps stop international smuggling, illegal trafficking, and acts of sabotage every day making it the technology of choice among border guards.
Competitive advantage of the company:	Patented technology, which enables low power security systems based on the wireless sensor networks.
Customer portfolio:	Different border police in Europe region (Romania,

	Albania, Montenegro, Estonia, Ukraine). Critical infrastructure companies in Azerbaijan, Caribbean, Albania, USA.
Awards/certificates/acknowledgement:	Top10 startup 2010 in Nordic Venture. Top5 enterprise 2010 in Europe by EVCC. Awarded badge of honor by Estonian Border Guard and Police Agency.
Your expectations to the business trip:	First time in India.
What kind of information you would like to receive about the market?	Border security challenges, government limits and current relationship status with EU regarding security assistance and cooperation. Border Police contacts. Critical Infrastructure companies challenges and future big projects.
Products/services for the target market:	Security systems: * Smartdec for border guard. * Reconeyez for critical infrastructure companies.
Business interests and desired contacts in the target market:	Border security challenges, government limits and current relationship status with EU regarding security assistance and cooperation. Border Police contacts. Critical Infrastructure companies challenges and future big projects.
What kind of companies/ organisations/ authorities/ ministries you would like to meet/ visit during the business trip?	Border Guard operational people. MIA border security people.
Representative of the company:	Jaanus Tamm
Position:	CEO
Phone:	+37253402633
E-mail:	jaanus.tamm@defendec.com
Skype:	tammjaanus