



electronics  
estonia



smart  
electronics  
from Estonia

# Estonian electronics industry

## Home of smart electronics

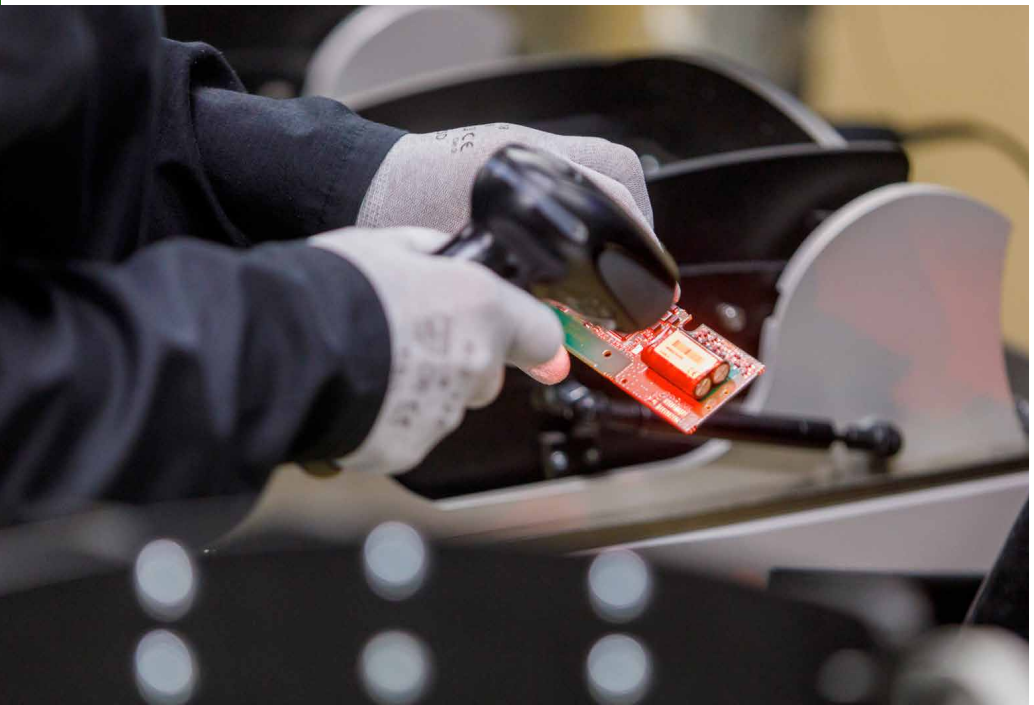
Estonian electronics companies -  
your dependable partners:

- Modern practices and innovation - LEAN, Six Sigma, Industry 4.0
- World-class Electronics Manufacturing Services (EMS) for professional segments
- Professional engineering and aftersales services  
Smart electronics and IT for different industries
- Conscientiousness for social and environmental factors
- Estonia is a great test site for the experimental deployment of new products and processes

# Electronics Industry in Estonia

Estonia has become the go-to country for those needing a partner for manufacturing or design of electronics products and systems in Europe. On the backdrop of our remarkable Nordic nature and world-leading e-government infrastructure, the high-tech industry stands out as the backbone of the Estonian economy.

With more than 250 companies and 12,000 employees, the electronics industry is one of the largest industrial sectors in Estonia with companies focused on growth. The success of the sector is attributed to its level of added value, efficient processes, highly responsive product development culture of electronics companies, and extending presence on the globalized markets.



# 93%

of the Estonian electronics industry's output is exported, giving 23% of all Estonian exports (2019). Main export destinations are the United States, Sweden, Finland, and Germany.

## The manufacture of electronic and electrical equipment is divided into two sub-branches:

Manufacture of computers, electronic and optical equipment makes up about 70% of the sector's turnover. Activities of the companies range from Electronics Manufacturing Services to producing telecommunications, industrial, medical and automotive equipment and components (PCBs, supercapacitors, power semiconductors, transformers, cables, etc.). The largest companies operating in the sector are Ericsson Eesti AS (mobile network equipment), Enics Eesti AS (electronic components for industrial and medical equipment), Scanfil OÜ (telecommunications equipment), Stoneridge Electronics AS (automotive electronics), AS Eolane Tallinn (communications equipment) and FLIR Systems Estonia OÜ (thermal imaging cameras, components, and imaging sensors).

Manufacture of electrical equipment makes up the remaining 30% of the sector. The largest companies in the sector are ABB AS (production of electrical distribution equipment and power generators), Ensto Ensek AS (electricity distribution equipment and control equipment), AS Konesko (electric motors and equipment), AS Draka Keila Cables (cables and cable harnesses), Amphenol ConneXus OÜ (interconnect products), AS Glamox (lighting solutions)

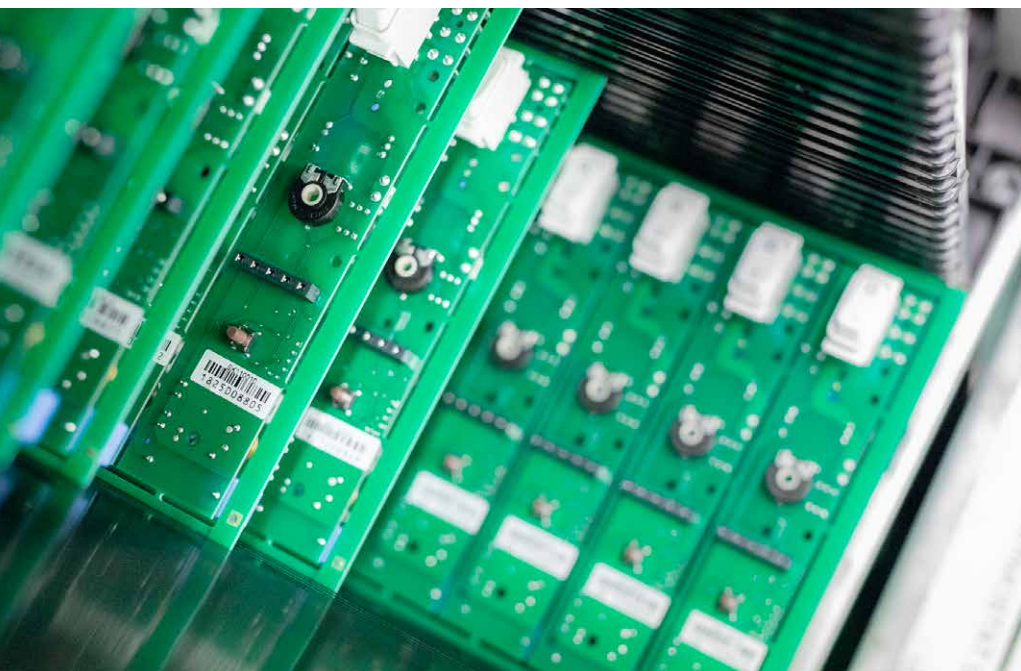
and AS Harju Elekter Elektrotehnika (electrical equipment for power distribution).

Electronics manufacture is dominated by local branches of international corporations managing large-scale production for exports. A number of these companies also have their own development teams in Estonia or use local engineering services. Estonian companies offer mainly engineering services and are eager to develop innovative products and technologies. Excellent skills, flexibility, and a highly efficient business environment make Estonian companies valuable cooperation partners. Companies established in Estonia generally benefit from simple labor and tax legislation combined with conservative economic policy. Modern ICT solutions make operating a business extremely efficient and convenient, saving time and money. For example, a company can be started within 15 minutes over the Internet. Local value chains work smoothly, from the development of an idea and manufacturing first prototypes to large-scale batch production. This is the reason why companies such as Ericsson, ABB, Stoneridge Electronics, Scanfil, NOTE, Enics, Eolane, and FLIR Systems operate in Estonia.

250+ companies  
12,000 employees  
Turnover: EUR 2 billion  
93% exported

## The Estonian Electronics Industries Association

The Estonian Electronics Industries Association is a voluntary non-profit organization with the primary objective of promoting cooperation between member companies, schools, and the public sector in order to increase the competitiveness of the Estonian electronics industry. The Association works closely with Government agencies and ministries, representing the views and interests of the electronics industry. Our over 70 member companies cover the value chain of the electronics industry in its entirety, including R&D, product development, testing, manufacturing, repair and recycling, logistics, supply of components, consumables, and equipment as well as education, professional training, and recruitment.



# ASSOCIATION OFFERS

- A single point of contact for potential customers, suppliers, partners, and investors
- Joint marketing activities for our members
- Contacts with governmental authorities and other organizations
- Facilitating R&D collaboration between members and external entities
- Seminars, conferences, and workshops

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12618 Tallinn, Estonia

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+372 56 665 778

ESTONIANELECTRONICS.EU



# ESTONIA AT A GLANCE

## OFFICIAL NAME

Republic of Estonia

## CURRENCY

Euro

## MEMBERSHIPS

EU, NATO, OECD, Schengen area

## AREA

45,339 square km neighbouring  
Finland, Sweden, Latvia and Russia

## POPULATION

1.3 million. Estonia is one of the least  
densely populated countries in the  
world.

## CAPITAL

Tallinn - 446,000 inhabitants

## OTHER MAJOR CITIES

Tartu (95,400), Narva (53,400),  
Pärnu (50,600), Kohtla-Järve (32,600)

## LANGUAGE

Estonian. Other languages such as  
English, Russian and Finnish are also  
widely spoken.

## TIME ZONE

GMT + 2 hours

## DISTANCES FROM TALLINN

Helsinki 85 km, Riga 307 km, St  
Petersburg 395 km, Stockholm 405  
km, Vilnius 605 km

## FLIGHT TIMES

Helsinki 35 min, Stockholm 1 h,  
Copenhagen 1 h 30 min, Moscow 1  
h 40 min, Amsterdam 2 h 20 min,  
London 2 h 45 min

## TAXES

Companies registered in Estonia do not  
have to pay income tax on re-invested  
profits. Today 95% of income tax  
declarations are submitted online.

## ELECTRONIC SERVICES

Documents can be signed digitally with  
the national ID-card which is considered  
legally equal to a normal signature. All  
web environments that offer e-services  
can be accessed with the ID-card.  
E-residency is available to foreign  
nationals who want to benefit from  
Estonian electronic services.

## BANKING

The Estonian banking sector is very  
IT-related, quick and flexible. 99% of  
banking transactions in Estonia are  
done electronically.

## CORE COMPETENCIES

- Component sourcing
- SMD Pick&Place, manual and automatic
- HMD soldering (wave, selective, hand)
- Automatic Optical Inspection
- Programming & Testing
- Repair (including BGA rework)
- Cable harnesses
- Mechanical assembly
- Boxbuild

## BUSINESS OVERVIEW

Established in 2007, ALK-Technic is active in the EU markets, offering assembly services for the electronics industry.

We are mainly orientated on fast prototypes, pilot batches, small and small-to-mid series, serving different clients from engineering bureaus and small workshops to supporting bigger enterprises at their peaks.

As a subcontractor, we can provide a wide range of value-added services to simplify your internal processes and meet your needs in order to achieve a smooth supply chain.

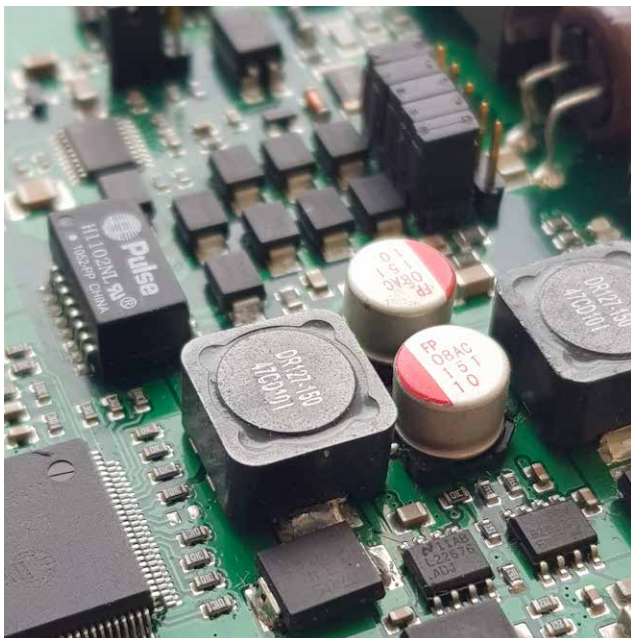
If You are in need of cost-effective, flexible solutions, ALK-Technic may be exactly the partner You need.

## ALK-TECHNIC OÜ

Piiri 9, 76606 Keila,  
Estonia

office@alktech.com  
+372 6560504

ALKTECH.COM



## FROM IDEA TO PRODUCT

We help customers turn their innovative ideas into tangible electronic products.

## KEY FACTS

- 20+ years
- 100+ clients
- 500+ projects
- 25,000+ devices

## PRODUCT EXAMPLES

- EMV ticketing systems
- Scientific equipment
- Smart home products
- Motor control boards
- E-paper signage
- VLC & FSOC devices
- P2P microwave links

## BUSINESS OVERVIEW

Artec Design is a product development company covering the complete design cycle of an electronic product, including conceptualisation, electronic, mechanical, FPGA and software design as well as production. Established in 1998, Artec Design has strived to constantly improve its standards in order to provide high quality services to clients from Finland, Germany, Japan, USA and many other countries. Furthermore, Artec Design has also been granted the ISO 9001 certificate.

## WE FOCUS ON

- Development and manufacture of devices for embedded applications
- Integration of software and hardware products based on customer requirements

Our portfolio includes devices developed to industries ranging from automotive, defence, telecom, non-invasive medicine as well as smart home solutions among others.

## WE OFFER

- Schematic design and PCB layout
- FPGA design
- Firmware and software development
- Industrial design
- Prototyping and production

## ARTEC DESIGN OÜ

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Tallinn 12618, Estonia

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+372 671 8550

ARTECDSIGN.EE



## EXPERIENCED AUTOMATION, MACHINERY AND EQUIPMENT PROVIDER

### BRANDS

- DMG MORI
- Universal Robots
- Mobile Industrial Robots
- Robotiq
- OnRobot
- Indeva

### OUR PRODUCTS

- Machining and turning centers
- Lasertec and Ultrasonic machines
- Additive manufacturing machines
- Collaborative robots
- Autonomous mobile robots
- Automation solutions

### BUSINESS OVERVIEW

Demek CNC supplies metal machine tools, accessories and equipment. We provide also automation solutions. We offer a complete solution that includes the selection of equipment necessary for production, its installation and maintenance, technology development, training, programming and automation of production.

### WE OFFER

- DMG MORI machining and turning centers, grinding, laser and additive manufacturing machines.
- Universal Robots collaborative robots.
- Mobile Industrial Robots internal transportation and material handling solutions.



### DEMEK CNC OÜ

Artelli 8c  
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+372 520 9121

DEMEK.EE



## CORE COMPETENCIES

- Quality
- Flexibility

## WE OFFER

- Cable assemblies
- Wire assemblies
- Wire harnesses

## CERTIFICATES

- ISO 9001
- ISO 14001
- UL-certified cable production

## BUSINESS OVERVIEW

Electronics Manufacturing Services and Cable Assemblies

## WE OFFER

- Full-service Contract Manufacturing of cable assemblies and electronic products from prototype manufacturing to large-scale volume production
- High-quality manufacture of customer specific cable and wire assemblies

## WE ARE

Reliable partner in cable assemblies and electronic products with more than 30 years of experience

## DICRO EESTI OÜ

Võidu 120  
44312 Rakvere, Estonia

sales@dicro.fi  
+358 9 224 88 20

DICRO.FI



# ELBEST

# elbest

**FOR A BETTER WORK ENVIRONMENT  
DEDICATED TO HUMAN WORKSPACE**

## BRANDS

- TRESTON
- AUER Packaging
- Kongamek
- Tellure Rota
- GLOBAL STOLE

## OUR PRODUCTS

- ESD technical furniture
- ESD storage boxes and containers
- ESD trolleys

## BUSINESS OVERVIEW

We have more than 15 years of experience supplying technical furniture and various ESD-accessories in Estonia and Latvia. Elbest is an authorized distributor of TRESTON, one of the world's leading suppliers of industrial furniture and workstations. Our customers can rely on us to provide them with expert services for building quality ergonomic work environments. Our wide range of ESD-products are suitable for use in ESD protected areas (EPA) and meet all requirements of the electronic industry.

Authorized distributor of TRESTON technical furniture  
Authorized distributor of AUER PACKAGING plastic storage products  
Authorized distributor of KONGAMEK trolleys

**ELBEST  
KAUBANDUS OÜ**

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info@elbest.ee

**ELBEST.EE**



## INTEGRATED CUSTOMER WORKSPACE

We help EMS professionals on every stage of product development from design to production

## BUSINESS OVERVIEW

ELFARO is aimed to help engineers and supply managers in their everyday operations. It drastically reduces the time spent to find electronic components and simplifies the paperwork.

## WE PROVIDE

Advanced electronics components search engine, sophisticated provenance, and procurement systems, and an all-in-one marketplace for PCBs, input controllers, bodies, cases, and services in the field of design and production of electronic products.

## ELFARO OÜ

Vesse poik 4d, Tallinn  
11415, Estonia

+372 5233 526  
aleksandr.gorbov@  
elfaro.ee

**WWW.ELFARO.EE**

## CORE COMPETENCIES

- UWB indoor positioning
- Embedded HW / SW customisation
- Radio planning
- Network monitoring &
- Preventive maintenance
- Sensing & signal processing in the IoT

## PARTNERS AND CUSTOMERS

- UWB Alliance
- Decawave / Qorvo
- Bosch
- Ericsson
- Dimension Data
- NTT Data
- Mobilaris Industrial Solutions
- Tallinn University of Technology

## OÜ ELIKO TEHNOLOOGIA ARENDUSKESKUS

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12918 Tallinn

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ELIKO.EE

## BUSINESS OVERVIEW

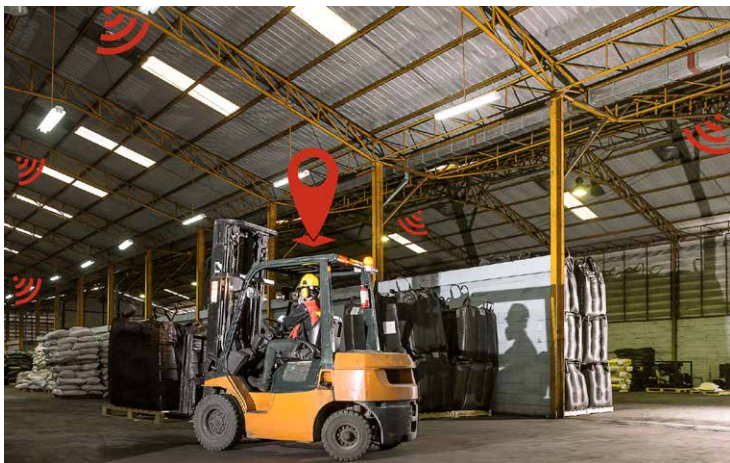
Eliko's mission is to bring game-changing indoor positioning networks to industrial organisations for higher transparency, safety and productivity. We empower production engineers and system integrators who need a reliable location tracking solution partner. Together, we offer end-to-end industrial automation solutions.

Founded in 2004, Eliko has an R&D background in IoT, Smart City and MedTech and our devices can be found across industries all over the world. Since 2014, we have mainly been focusing on developing tracking systems based on UWB technology.

## WE OFFER

Eliko offers precise location tracking networks based on Ultra-Wideband (UWB) radio technology for tracking vehicles, people and assets indoors. Our services include radio planning, UWB network design, installation and integration support and preventive maintenance.

UWB technology has several advantages: high precision and robustness and the ability to penetrate obstacles. It has very limited probability of interference with other wireless networks. Eliko's solution is capable of locating objects from room-level proximity detection to within an accuracy of 5-30 centimetres depending on the system set-up and environment.



## OUR PRODUCTS

- Blasting machines and line ohmmeters
- Radiation measuring devices
- Radiation gates

## WE PROVIDE

- Portable light-weight deflectometers.
- Pavement walking and stationary profilometers, leveling systems for graders and bulldozers.
- Vehicle sensors for security and area surveillance, traffic counters.

## ENGLO LLC IS A MEMBER OF

- Estonian Chamber of Commerce and Industry,
- Tallinn Science Park Tehnopol and
- Estonian Defence Industry Union

We are active in the production of electronic and fine mechanical devices and measuring devices that are used in

- mines and military,
- rescue,
- road construction quality control,
- building,
- area monitoring systems etc.

The LWD deflectometer INSPECTOR-5, blasting machine PONGO, the walking profilometer GAPMAN, the vehicle sensor MAMBA

## ENGLO LLC

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12618 Tallinn, Estonia

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+372 6702444

ENGLO.EU



## KEY FACTS

- Personnel: ~750
- Total area: 12,000 m<sup>2</sup>
- Products: ~1300

## AWARDS

- Silver Level in Estonian Sustainable Business Index 2019
- Certificate in Sustainable Entrepreneurship 2019
- German Economy Award 2016 in Estonia
- The most education friendly organization 2014 in Estonia

## CERTIFICATES

- ISO 9001 – Quality Management
- ISO 14001 – Environmental Management
- OHSAS 18001 – Occupational Health and Safety Management
- ISO/TS22163 IRIS – Railway

## ENICS EESTI AS

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61504 Elva, Estonia

Kristjan Erm  
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+372 524 4333

**ENICS.COM**

## BUSINESS OVERVIEW

**In the heart of industrial electronics, we provide our customers with integrated lifecycle services to cover the entire product lifespan. From the early stages of product design to industrialization, manufacturing and after sales support**

Enics is the partner of choice for industrial electronics manufacturing in the fields of Power, Safety & Security, Railway, Industrial Automation, Building Control, Medical, Instrumentation & Measurement, Elevators & Escalators, Drives.

Enics Eesti provides full range of electronics manufacturing services (EMS) focusing on higher volume production for market leading industrial customers. Our main focus is customer satisfaction through solid Quality-Delivery-Cost performance.

As one of the largest employers in South of Estonia, we are also part of Enics Group. Enics Group operates total of 8 manufacturing units in Europe and Asia.

## WE OFFER

Enics provides full range of Integrated Lifecycle Services starting from early engineering support, full-scale manufacturing and after-sales services to sourcing and supply chain management.

Our world-class offering includes fast prototyping, new product introduction (NPI), cost reduction services, test system development, printed circuit board (PCB) and box build assembly, also system assembly as well as product repair and maintenance.



## KEY FACTS

- 300+ employees
- 7600 m<sup>2</sup> facility
- Expansion +3600 m<sup>2</sup>

## AWARDS

- 2002 Estonian Quality Award
- 2006 Estonian Quality Award
- 2010 Estonian Quality Award
- Fontes equal pay 2017

## CERTIFICATES

- ISO 9001:2015 - Quality management
- ISO IATF 16949 - Automotive Quality Standard
- ISO 14001:2015 - Environmental management
- ISO 45001:2018 - Occupational health and safety management
- IATF 16949:2016

## EOLANE TALLINN AS

Suur-Paala 19,  
Tallinn, Estonia

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mihkel.maesalu@eolane.com  
+372 5684 9052

Sales.tallinn@eolane.com  
+372 684 9000

EOLANE.EE

## BUSINESS OVERVIEW

Our new factory is a great opportunity to offer to both our customers and our employees state-of-the-art conditions. With a production space which is planned to increase by one third every 3 years, we definitely have the ambition to foster and broaden even further our partnerships.

25+ years of experience in telecommunications remain an important part of our operations to this day.

In the last 5 years, we have developed our expertise beyond the historical telecom and multimedia market segment. Automotive electronics and LED-lighting applications are our most dynamic fields of activities. Meanwhile, we participate in the worldwide trend of connectivity and "green energy" development.

## WE OFFER

Eolane Tallinn offers wide range of electronics manufacturing services(EMS) from creating conception and prototypes for your project to dispatching final goods directly to end customer.

The company specializes in services consisting of low/ medium volume with medium/high-mix PCBA production, subassembly and systems assembly, testing, new product introduction, life cycle engineering, test system development, sourcing, supply chain management, logistics and repair including After Market Services.

## SEGMENTATION

Today we serve multiple different customers in 3 main sectors: Automotive, Telecom and Industrial



**IMAGINE POSSIBLE!**

## IMAGINE:

- Fully agile factories continually adapting to real-time customer insights. With limitless connectivity powering connected product ecosystems
- Experiential learning for all. With a globally connected Internet of Senses
- A paradigm shift in product creation. With real-time collaboration in the mirror world
- Being there, without being there. With immersive virtual experiences



## ERICSSON EESTI AS

Valukoja 8 Tallinn  
Estonia  
Ericsson.estonia@  
ericsson.com  
6 06 5000

**ERICSSON.COM**

## WE PROVIDE

a comprehensive portfolio with the breadth and depth to help communication service providers stay ahead of this fast-paced environment:

- 5G Radio Access Network
- 5G Transport
- 5G Core & Automation
- Dedicated Networks
- Mission Critical Communications
- Network & Managed Services
- Telecom Businesses Support System
- IoT Platform
- Enterprise Service Orchestration

We have 96 live 5G networks in 46 countries  
100 800 employees worldwide Of that, 26,000 are dedicated to research and development.  
We serve customers in more than 180 countries  
In 2020, our sales increased by 2% to 232 billion SEK.

## ERICSSON ESTONIA

- Through smart manufacturing Supply Site Tallinn provides hardware, software, and services to clients all around the globe.
- Our New product Introduction (NPI) Site is the enabler of industrialization of telecom products development. Supply Site Tallinn is an innovation center with cutting-edge technology and world-class experts developing new Ericsson Radio System products.
- 250 prototype builds per month
- 2190 employees from 59 different nationalities

## ERICSSON ESTONIA IS PROUD OF

- Best Work Environment 2020
- Environmentally Friendly Enterprise 2020
- Foreign Investor of the Year 2020
- Responsible Business Index Golden level (2016/ 2017; 2019/ 2021)
- ISO 9001; 14001; 45001; 27001

## PRODUCTION AND INSTALLATION OF LED INDUSTRIAL LIGHTING

We manufacture and install standard ES LED luminaires for indoor and outdoor lighting. We offer modern European quality lighting systems at affordable prices.

→ on the European market since 2012;

→ serial production of lamps with guaranteed European quality, availability of CE certificates;

→ the main office is located in Tallinn (Estonia), representative offices: Lublin (Poland), Kiev (Ukraine);

→ an integrated approach: it meets all the infrastructure requirements at once;

→ we control the full cycle: from product development to serial production;

→ for all our products we provide a guarantee from 2 to 5 years.

## E-SYNERGO OÜ

Tallinn, Estonia  
Ehitajate tee 114-2

info@e-synergo.eu  
+372 699 15 89

**E-SYNERGO.EU**

## BUSINESS OVERVIEW

E-synergo creates and maintains digital solutions for various business problems.

Our specialists have extensive experience in the development of high-load systems and architecture of web applications and mobile applications.

## WE OFFER

- Experience with cloud systems: AWS, Heroku.
- JavaScript (ES6), PHP (5.6, 7)
- Using Node / PHP frameworks (Express, Koa, Laravel, Slim, CodeIgniter).
- Front-end development: React, Vue.js.
- Mobile Development: React Native, Ionic Framework
- Experience in asynchronous programming.
- Writing unit tests (Mocha, Chai, Sinon).
- Knowledge of algorithms, design patterns.
- Using package managers (Npm, Yarn, Composer), package systems (Webpack, Gulp)
- Database design.
- Working with caching systems (Memcached, Redis).
- Working with version control systems (git, mercurial)
- Search engines (Elasticsearch, Solr)
- Logging systems (ELK)
- Docker, Vagrant
- Integration, writing your own API services. (Rest, GraphQL)
- Code deployment (Jenkins, CircleCI)
- "1C-Bitrix" Integration
- "1C-Bitrix" Corporate portals
- "1C-Bitrix" Hosting for "Bitrix" Composites
- Administration of Bitrix
- Bitrix24 servers

## **CORE COMPETENCIES**

- Prototyping and engineering
- PCB assemblies manufacturing
- Cable harness assemblies
- Box build assemblies
- Product Lifecycle Management

ISO9001:2015  
ISO14000:2015

Personnel 80  
Total area 4000m<sup>2</sup>

## **FINELTEC BALTIC OÜ**

Tiigi 3 Koeru, 73001,  
Estonia

info@fineltec.fi  
+3725184122

**FINELTEC.EE**

## **BUSINESS OVERVIEW**

Fineltec provides Electronics Manufacturing Services (EMS), comprising contract manufacturing and assembly services for electronics, electro-mechanics and wiring harnesses. We manufacture product concepts containing electronics and mechanics, and we can take the responsibility for the design and lifecycle service of a product. We monitor our quality throughout every production stage.

## **WE OFFER**

PCB Assemblies, High-quality and flexible Printed Circuit Board Assembly (PCBA) services for your various needs. System Integrations, Integrating PCB assemblies, wire harnesses and mechanical enclosures into a ready-made product.

Wire Harnesses, Flexible and custom-made manufacturing services for wires and cables including round, flat and coaxial cables.

Prototypes & NPI, Our goal is to improve the time-to-market, quality and cost efficiency of your products



## CORE COMPETENCIES

- Staffing,
- Search & Executive Search,
- Payroll,
- Relocation,
- Coaching

Finesta has national staffing licence in every country of operation

## SELECTED CLIENT PORTFOLIO

- ABB
- Ericsson
- Eolane
- Enics
- Note
- Leab

## MEMBERSHIPS

Estonian Staffing Association,  
Estonian Employers' Confederation, Estonian Electronics Industries Association, Federation of Estonian Engineering Industry, Finnish-Estonian Chamber of Commerce

## FINESTA BALTIC OÜ

Pärnu mnt 158/1  
11317 Tallinn

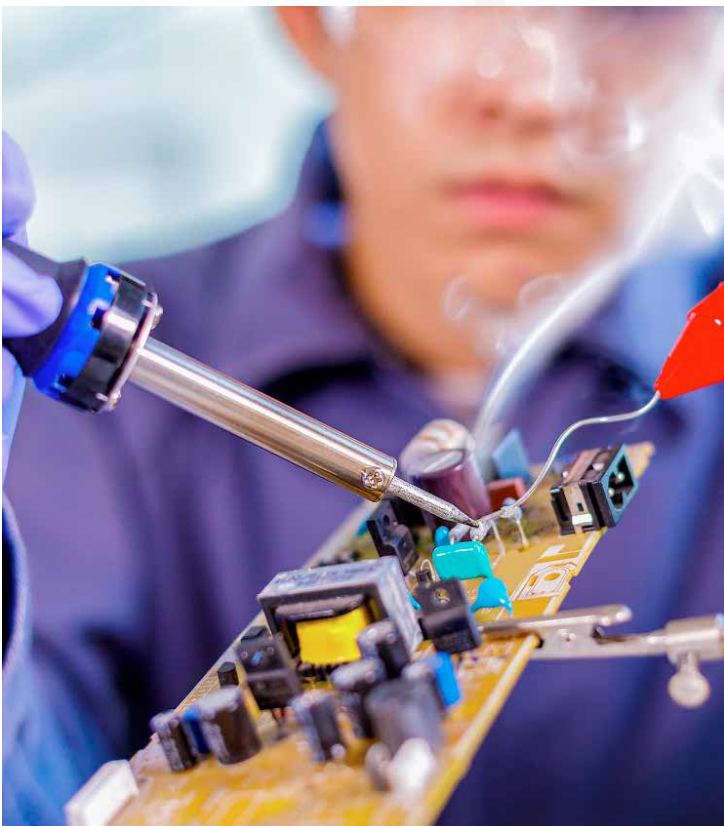
info@finesta.ee  
+372 6 806 232

FINESTA.EE

## BUSINESS OVERVIEW

Finesta is one of the biggest providers of temporary workforce and recruitment services in the Baltics. Established in 2008, we have offices in Estonia, Latvia, Lithuania, Finland and Switzerland.

Temporary workforce with valid work contracts and permits  
Rapid and cost effective recruitment process with guarantee  
Cross-border sourcing and relocation process



## CORE COMPETENCIES

- Workforce services
- Training — electronics, robotics, welding, metal CNC milling

## HANSAVEST IN NUMBERS

- Over 5000 employees recruited
- 150 clients
- 38 team members
- 15 years of quality services
- Operating in 4 countries

## CERTIFICATES

- ISO 9001:2015

## HANSAVEST RENTAL OÜ

Juhkentali 52  
10412 Tallinn

info@hansavest.com  
+372 5165 855

HANSAVEST.COM

## BUSINESS OVERVIEW

Hansavest is specialized in offering workforce solutions to manufacturing and industrial companies since 2005. Our goal is to provide flexible and smart options to our clients — either it's the need for long-term specialists or short-time help — we are ready for cooperation. Hansavest is operating in addition to Estonia also in Latvia, Finland, and Sweden.

We are recruiting, training, and offering custom made workforce solutions and mainly for electronics, metal, wood, and other industries. We have our own training center where we are testing and improving skills of our employees, to be sure that our client's vacancies are filled with the right competencies.

Smart workforce solutions!



# HANZA Mechanics

**HANZA**  
**ALL YOU NEED**  
**IS ONE™**

**All you need is one!**

## **CERTIFICATES**

- ISO 9001:2015  
Quality management
- ISO 14001:2015  
Environmental  
management
- ISO 45001:2018  
Occupational health  
and safety  
managemen

## **BUSINESS OVERVIEW**

We have a very important role in our community to empower innovation and sustainability. We do this by helping product owners (our customers) to focus their time, resources and expertise on developing and marketing new innovative products rather than manufacturing.

We work long term to create sustainable manufacturing clusters with many gathered technologies, resulting in a minimum of transportation and impact on the environment. The advisory services we develop and provide gives product owners a faster and more cost-effective journey towards their goal: A more innovative, competitive and sustainable business model.

## **WE OFFER**

Cluster Baltics offers manufacturing services for large variety of products and technologies - sheet metal, machining, welding, powder painting, surface treatment, cable assembly and also final assembly of complex products containing parts of the previously mentioned technologies.

## **HANZA MECHANICS TARTU AND NARVA**

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**HANZA.COM**



## AUTOMATION MADE SIMPLE - FROM IDEA TO INSTALLATION.

### CORE COMPETENCIES

- Factory Automation
- Machine Building
- Service

### PRODUCT EXAMPLES

- Automated Cells
- Assembly Lines
- Test Automation
- Robot Systems
- Mobile Robots
- Machine Vision
- Conveyor Systems

### CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

### BUSINESS OVERVIEW

HOOB is a trusted partner for industry - we help our OEM customers to develop and manufacture machinery for implementing technologies into real life applications. Our strategy is to provide turnkey automation solution — design, manufacturing, installation and after-sales support. Our product portfolio includes standardised solutions that are adapted to each customer's specific requirements.

### WE OFFER

Factory Automation - HOOB is your full-service partner in factory automation. We develop and manufacture automated manufacturing solution and robotics systems for production applications.

Machine Building - We offer design and contract manufacturing service for machines and equipment so that the customer can focus on the core business of their company.

### HOOB OÜ

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75312 Harjumaa, Estonia

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HOOB.EE



## CORE COMPETENCIES

- Prototyping and engineering
- PCB assemblies manufacturing
- Box-build assembly
- Customized solutions
- Engineering services
- After sales

## AWARDS

- Golden Label of Family-Friendly Company
- Responsible Business Index, Silver Level 2021
- Best Entrepreneur of Saaremaa 2020
- Best Employer of Saaremaa 2019

## CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001
- ISO 13485

## CLIENT PORTFOLIO

- Industrial electronics
- Consumer electronics
- Medical electronics

## INCAP ELECTRONICS ESTONIA

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Kuressaare Estonia

salesestonia@incapcorp.com  
+372 452 1723

INCAPCORP.COM

## BUSINESS OVERVIEW

Incap Electronics Estonia is part of Incap Corporation. Incap is a trusted partner and one-stop-shop in electronics manufacturing services. As a global EMS company Incap supports customers ranging from large multinationals and mid-sized companies to small start-ups in their complete manufacturing value chain. Incap offers state-of-the-art technology backed up by an entrepreneurial culture and highly qualified personnel. The company has operations in Finland, Estonia, India, Slovakia, the UK and Hong Kong and employs approximately 2,000 people. Incap's share has been listed on Nasdaq Helsinki Ltd stock exchange since 1997.

## COMPETENT AND COMPETITIVE SERVICES IN INNOVATIVE ESTONIA

- Experience in electronics manufacturing since 1994
- 7,300 m2 of total floor space
- 90% of production exported all over the world
- Customers operating in Europe and Scandinavia as well as in North-America
- Ranging from large multinationals to small start-ups

## WE OFFER

Incap offers electronics manufacturing services from prototyping to mass production. Full services from engineering to testing and logistics solutions for PCBA and box-build products.



## CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 13485:2016

In our opinion, quality is not merely about functioning, sustainable products with a long life span. It's also about delivery precision, optimized economy and good customer relations. As part of our ISO certification we continuously measure customer satisfaction — as it is you, the customer, who judges whether or not we are achieving the quality we strive for.

## CLIENT PORTFOLIO

- Industrial and consumer electronics
- Medical electronic equipment
- Machinery and equipment construction

## INISSION TALLINN OÜ

Sõstramäe 8  
13816 Tallinn, Estonia

info.tallinn@inission.com  
+372 606 44 20

[INISSION.COM/EN/  
CONTACT/TALLINN/](https://inission.com/en/contact/tallinn/)

## BUSINESS OVERVIEW

Inission is a total supplier of tailored made customer solutions in the field of advanced industrial electronics and mechanics. We aim to be a strategic partner that strives for total economic efficiency throughout the whole value chain. Inission has business units located in Sweden (5 units), Estonia (2 units), Norway (1 unit), Finland (1 unit) and Denmark (Sales office).

## WE OFFER

demanding industrial customers tailor-made development and manufacturing services for complete electronic and mechanical products that guarantee the best business value and overall economy.



## CORE COMPETENCIES

- Interflux® soldering process materials
- Ersa manual soldering and rework stations
- Ersa soldering machines
- KOLB cleaning machines
- KOLB cleaning chemistry
- SAKI 3D AOI machines
- PVA conformal coating machines
- Piergiacomini ESD hand tools
- Technical support and advice

## BUSINESS OVERVIEW

Interflux Eesti OÜ (OÜ ja lisatühik ära võtta) was established in 2002 and is a leading supplier to the electronics industry. The company is a part of the Interflux Electronics® group

## WE OFFER:

- a complete solution for the soldering and rework processes
- a complete solution for stencil, PCB and machine parts cleaning processes
- 2D and 3D component inspection
- fluid dispensing and selective conformal coating solutions
- Installation, spare parts and maintenance of machines
- Consumables for the electronics industry



## INTERFLUX EESTI OÜ

Piiri 9 76610  
Keila Estonia

[INTERFLUX.EE](http://INTERFLUX.EE)



## CORE COMPETENCIES

- Electrical cabinets
- Electrical backplates
- Box-build assemblies
- Cable-harness assemblies
- Various electro mechanical assemblies

## CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001
- ISO/TS 22163 IRIS
- UL 508A
- EN 15085

## CLIENT PORTFOLIO

- Industrial electronics manufactures
- Railway equipment manufactures
- Energy/Green energy equipment manufactures

## INTERCONNECT PRODUCT ASSEMBLY AS

Peetri village, Rae parish  
75312 Estonia

Roman Klepikov,  
MB Member  
Roman.Klepikov@ipa.ee  
+372 52 65 085

IPA.EE

## BUSINESS OVERVIEW

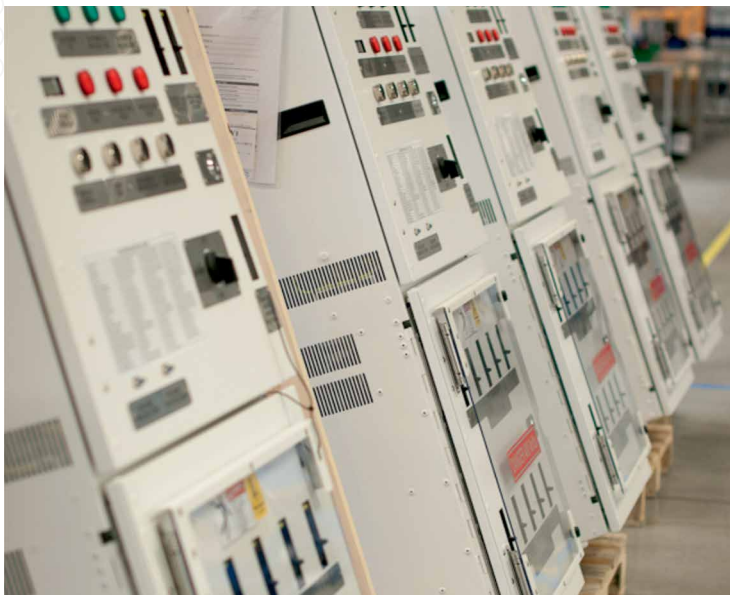
Established in 1999, Interconnect Product Assembly AS is an independent privately owned company specializing in the production of electromechanical solutions from simple cable harnesses to complex fully functional assemblies.

Modern purpose built facility of 5,600 m<sup>2</sup> is located 1 km from Tallinn International Airport and 5 km from Tallinn city center.

95% of IPA products are exported across the world (Europe, USA, Asia and Australia). Along with manufacturing service IPA provides design and development support to the customers.

## WE OFFER

- Design support at prototype stage
- Sustainable manufacturing service
- Manufacturing optimization — cost and time
- 100% electrical and complete functional testing
- Efficient and cost effective logistics solutions
- Delivery to the final user site



## CORE COMPETENCIES

- Cleanroom equipment
- Component Placement
- Conveying
- Depaneling
- Dispensing
- Laser marking
- Part Feeding
- Pin Insertion
- Plastic laser welding
- Press Fit
- Pressing
- Soldering
- Test Fixtures
- Test Handlers
- Testing (In Circuit, Functional, Final, Programming)
- Welding

## CERTIFICATES

- ISO 9001

## BUSINESS OVERVIEW

IPTE supplies automated production equipment around the world for the manufacturing industry.

We offer standard systems, custom-designed assembly systems and turnkey test and automation that ensures high quality products, delivered on time and on budget.

## WE OFFER

IPTE is present worldwide, with factories in close proximity to customers' manufacturing sites, each providing 24-hour accessibility and fast responses.

Long-standing partnerships with customers enable a continuous evolution of equipment and technology as we together identify new opportunities. We constantly assess new processes and process improvements to offer competitive automation solutions based on our three main competences:

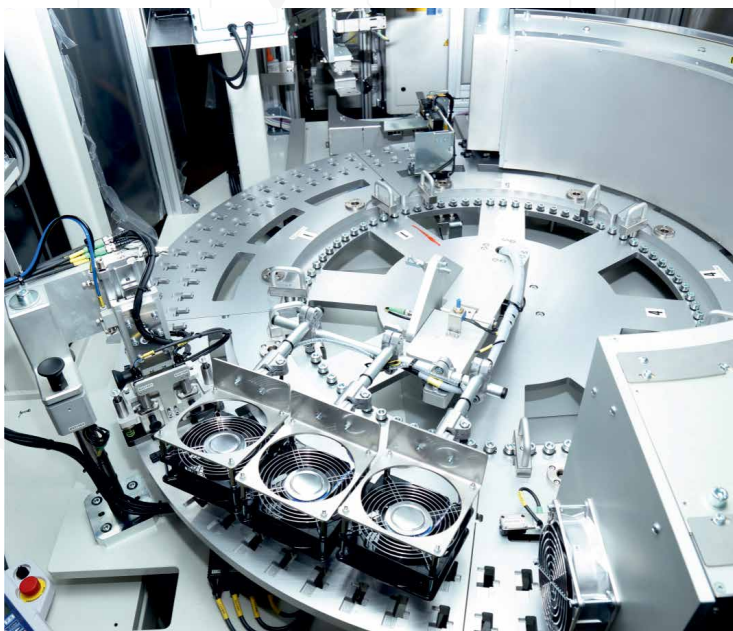
- Test
- Production Processes
- Assembly

## IPTE AUTOMATION OÜ

Peterburi tee 34/11A  
11415 Tallinn, Estonia

info@ipte.com  
+372 (0) 6 391 770

IPTE.COM



## ELECTRONICS MANUFACTURING SERVICES WITH SPEED AND EXPERTISE SINCE 1984

### CERTIFICATES

- ISO 9001:2015
- ATEX (EN ISO/IEC
- 80079-34 (2011)

## BUSINESS OVERVIEW

Efficient and flexible EMS production - Jotel is your trusted partner in the production of professional (industrial) electronics products. We provide all needed Electronics Manufacturing Services (EMS) in house or with our partners. We focus on medium volume production for industrial customers. Jotel Tallinn is part of Jotel Group with factories in Tampere, Finland and in Tallinn, Estonia.

## WE OFFER

Jotel provides the following services:

- engineering (with partner network)
- fast prototyping
- new product introduction (NPI)
- printed circuit board (PCB) assembly
- testing
- box build
- sourcing and supply chain management

A reliable partner from design to delivery of finished products.

## JOTEL OÜ

Peterburi tee 66  
11415 Tallinn, Estonia

antti.vuola@jotel.com  
orders@jotel.com  
+372 5300 0309

**JOTEL.COM**



## CORE COMPETENCIES

Our engineers have many years of experience as system developers and manufacturers in helping clients successfully complete hundreds of automation projects in every major industry.

- Motor Control Systems
- Power Electronic
- Embedded Systems
- Software Development
- Digital Signal Processing
- Motors / Generators

## BUSINESS OVERVIEW

KASKOD-MTRONIX - a fast-growing high-tech Mechatronic Engineering Company. We provide cost-optimised embedded motor control systems based on modern microcontrollers and processors. The complexity of our products ranges from inexpensive single-microcontroller systems to networks of many hundreds of subsystem controllers that autonomously operate in harsh environment. We offer technically innovative mechatronic solutions based on Switched Reluctance Motors/ Generators that rely on the integrated electrical and computer control systems critical to their operation.

## WE OFFER

We offer a full range of services for the development, manufacture and support of customized highly reliable Embedded computers, Embedded Systems and Switched Reluctance Drive/Generator systems for low, medium and high RPM applications.

- Embedded Electronic Systems
- Power Electronic Solutions
- Build-in Switched Reluctance Motors / Generators

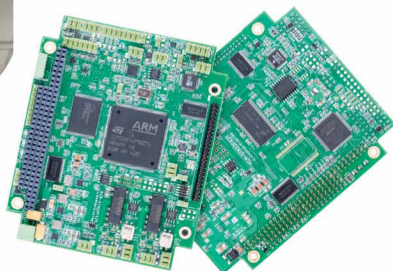
**Constant improvement, optimal efficiency and an environmental conscience you will always meet in our company.**

## KASKOD-MTRONIX OÜ

Posti 27, 74805,  
Loksa, Estonia

info@kaskod.ee  
+372 556 639 18  
+372 519 600 48  
+372 533 386 77

**KASKOD.COM**



# Kat Metal Estonia



## CORE COMPETENCIES

- Electronic Waste
- Recycling
- PCB Purchasing
- Quality

## CERTIFICATES

- ISO 9001
- ISO 14001
- Strongest in Estonia  
2021 AA

## PORTFOLIO

- Electronic Waste  
Recycling companies
- PCB Waste Trading  
Companies
- PCB Producers

## BUSINESS OVERVIEW

Kat Metal Estonia is an electronic waste recycling company. It's main business is buying and processing electronic waste that contain precious metals. The materials produced from processing will then be reused and recycled.

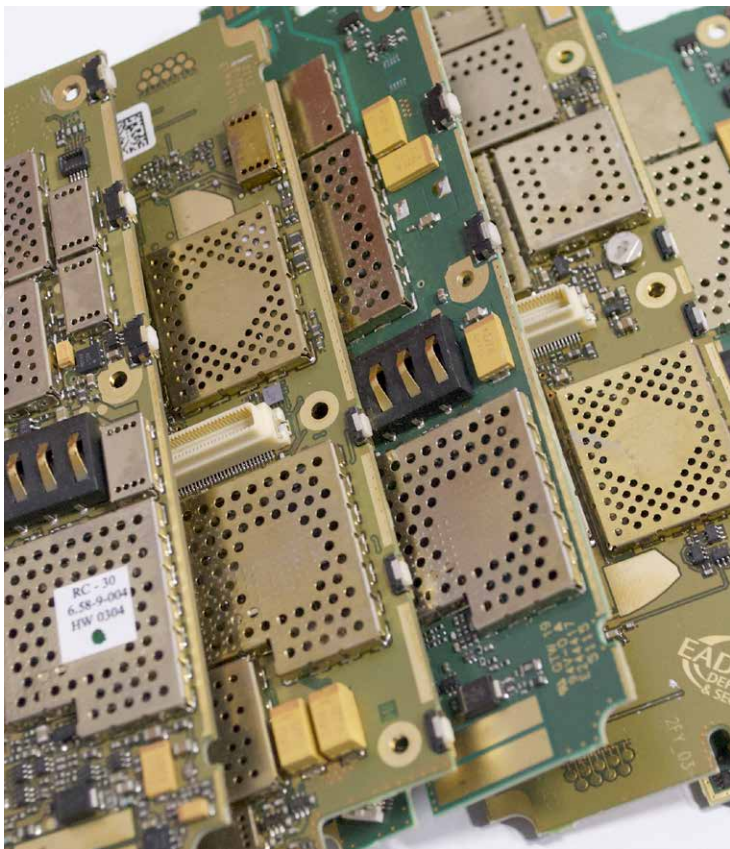
## WE OFFER

- Purchase of electronic waste
  - Consulting in electronic waste management
- Environmentally friendly recycling

**KAT METAL  
ESTONIA OÜ**

Tallinn, Estonia  
[info@katmetal.ee](mailto:info@katmetal.ee)

[KATMETAL.EE](http://KATMETAL.EE)



## SECTORS:

- Urban mobility
- Smart city
- Unmanned aerial system
- Space technology
- Consumer IoT
- Marine electronics
- Automation

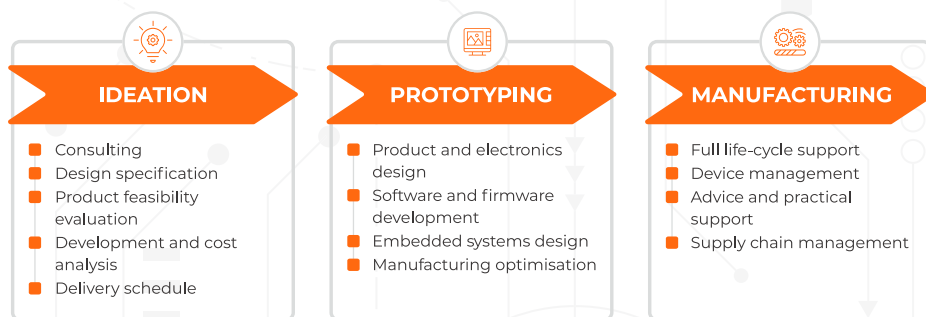
## BUSINESS OVERVIEW

We help startups and enterprises achieve business success with unmanned platforms, unmanned robots, and IoT products.

Our ability to collaboratively bring products to market rapidly, solve technical challenges, and achieve business success sets us apart from other design, product development and engineering agencies.

Our comprehensive approach to working with the full product lifecycle (planning, development, production, supply-chain and scaling) is what helps our customers succeed.

## WE OFFER



**LET'S BUILD YOUR NEXT IOT SOLUTION TOGETHER**

**KRAKUL OÜ**

info@krakul.eu  
+372 5552 2620

**KRAKUL.EU**



**Electronics when failure is not an option.**

## CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

## BUSINESS OVERVIEW

Leab Eesti OÜ specializes in contract manufacturing of electronics for customers with high demands on quality, delivery performance and environmental durability. We specialize in manufacturing of products in mid-size to large series with high work content.

A large share of the electronics produced at our plant is designed to perform in extreme conditions, including moisture heat and vibrations.

## WE OFFER

### Industrialisation

- Project management
- Production adaption
- Preproduction preparations
- Prototype manufacture
- New product introduction (NPI)

### Electronics manufacturing

- Material supplies
- X-rays and automated optical inspection (AOI)
- Function testing and in-circuit testing (ICT)
- Coating and moulding
- Final assembly of finished products (box build)

### Distribution and service

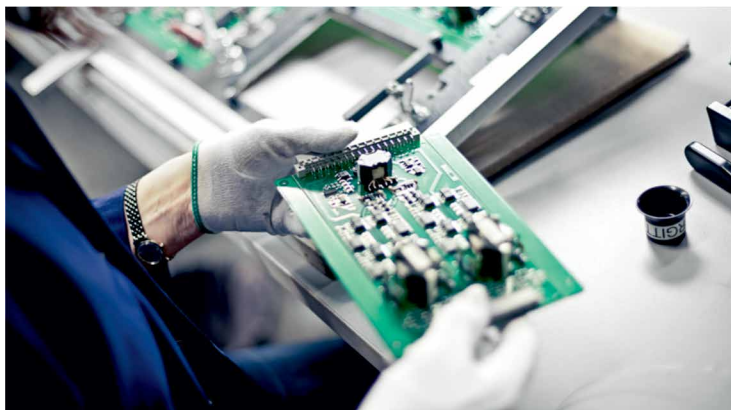
- Distribution and warehouse handling
- Distribution to customer's customers
- After market service

## LEAB EESTI OÜ

Põikmäe 1, Tännassilma  
76406 Saku vald, Estonia

info.est@leab.se  
+372 6503 200

LEAB.SE



## BUSINESS OVERVIEW

Electronics experts that speak your language Since 1992.

LEMONA electronics has been the go-to partner of successful companies that choose to grow through innovation. From a wide selection of electronic products to custom solutions, to honest advice — you get it all in every branch you visit, be it Lithuania, Latvia, Estonia, or online. We are here to be your trusted technology expert that will help you put your business on the map of the future.

## WE OFFER

Lemona Electronics - a leading international company in the Baltic region. Fast and prompt delivery of goods is ensured by a large stock of goods consisting of more than 15,000 different items stored in a central warehouse. Long-term and consistent work and excellent trade relations with partners around the world allow us to order more than five million different items. The main activities are wholesale and retail of various electronic components, tool materials, smart home and business solutions.

### LEMONA EESTI OÜ

Tulika 19C, Tallinn  
10613, Estonia

tatjana.luts@lemona.ee  
+37258835955

LEMONA.EE



Your business and supply chain booster!

One of the largest logistics companies in Estonia with key competencies in warehousing, customs clearance, e-commerce solutions and production support solutions.

## AWARDS AND CERTIFICATES:

- Estonian
- Environmentally Friendly Enterprises Award,
- ISO 9001:2015,
- ISO 14001:2015;
- AEOF certificate,
- Regulated Agent.

## CLIENT PORTFOLIO:

- Stoneridge Electronics,
- Flir Systems Estonia,
- Parcelsea,
- AQ Trafotek etc.

## LOGISTIKA PLUSS OÜ

Punane st. 73, 13619  
Tallinn, Estonia

info@logistikapluss.ee  
+37259187600

LOGISTIKAPLUSS.COM

## BUSINESS OVERVIEW

Logistika Pluss operates in the field of warehousing and production logistics.

Our staff of 160 people and space of 40000 sqm A-class warehouses can provide solutions for any long term or urgent solutions.

## WE OFFER:

We make your supply chain efficient and transparent through warehousing services, customs formalities and production support solutions. Our clients are local and international medium and larger companies engaged in production or trade.



## CORE COMPETENCIES:

**Solutions for  
manufacturing industry  
with more than 30 years  
of experience.**

- Robotics
- Automation
- Standard & Custom  
component Feeders

## CLIENT PORTFOLIO

- EMS and OEM  
industry globally.

## PRODUCTS

- M-G HiFlex 1000 in-  
line/off-line
- M-G HiFlex 1500 in-  
line/off-line
- M-G 1000 BR, PCB  
Bottom Router
- M-G 1500 DSBR,  
Dual Shuttle PCB Bottom  
Router & Saw
- Standard & Custom  
component Feeders
- M-G FA, Final  
Assembly Line

## MEREO-GROUP OÜ

Kassi 8, 12618 Tallinn,  
Estonia

MJ@mereo-group.com  
+358 40 480 3060

**MEREO-GROUP.COM**

## BUSINESS OVERVIEW

Mereo-Group design and manufacture robotics and automation equipment for electronics manufacturing industry End Of the Line (EOL) process. Our factory is located in Tallinn, Estonia.

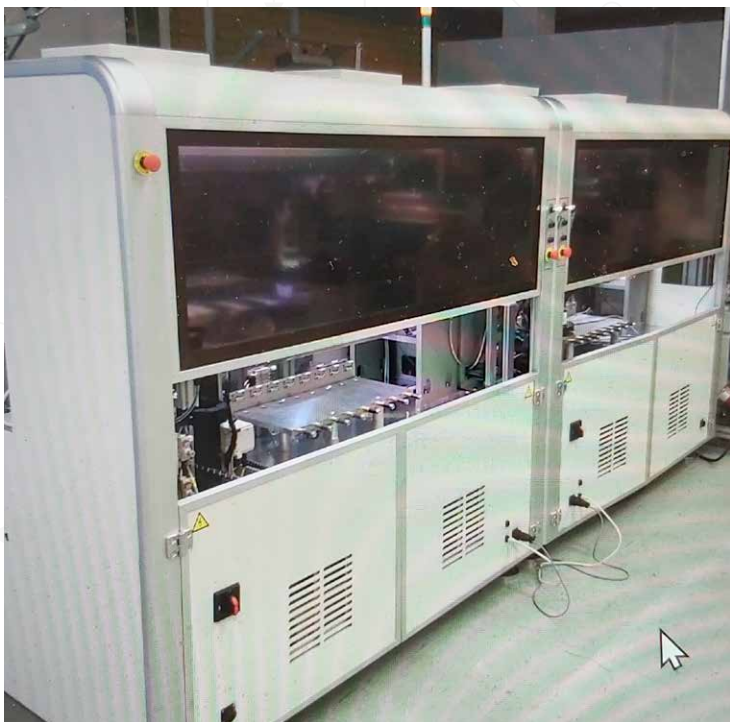
## WE OFFER:

Full solutions for processes after SMD line with our new HiFlex product family:

- Odd-Form pick&place
- Final assembly
- Laser marking
- Dispensing
- Coating
- Selective soldering
- PCB depaneling
- Screw insertion
- Label placement
- Multi-Function
- Packing

### Component Feeders:

- Radial/Axial
- Metal strip
- Tray/Tube/Bowl
- Label
- Custom



## CORE COMPETENCIES

Electronics

Manufacturing

Services:

- Manufacturing and engineering services
- PCB assembly
- NPIs
- Box build
- After-sales
- Build-to-order
- Configure-to-order

## CERTIFICATES

- ISO 9001:2008
- ISO 14001:2004
- ISO 45001
- ISO TS 16949 compliance

## NOTE PÄRNU

Laki 2, Pärnu 80010  
ESTONIA

Heiki.Hiimae@  
note-ems.com  
+372 56 955 105

**NOTE-EMS.COM**

## BUSINESS OVERVIEW

NOTE Pärnu is a business unit of NOTE Group focusing on industrialisation and volume manufacturing. Our Pärnu site offers complete, low-cost manufacturing solutions with easy access to the European market. We have 4300m<sup>2</sup> of production area (full ESD space) and 280 employees. We provide our on-site sourcing services in close cooperation with NOTE Central Sourcing Commodity Managers.

## WE OFFER

- High-mix manufacturing solutions supporting the needs of customers in and outside EU
- Two main activities are:
  - Electronics Assembly with Box Build
  - Electromechanical Assembly

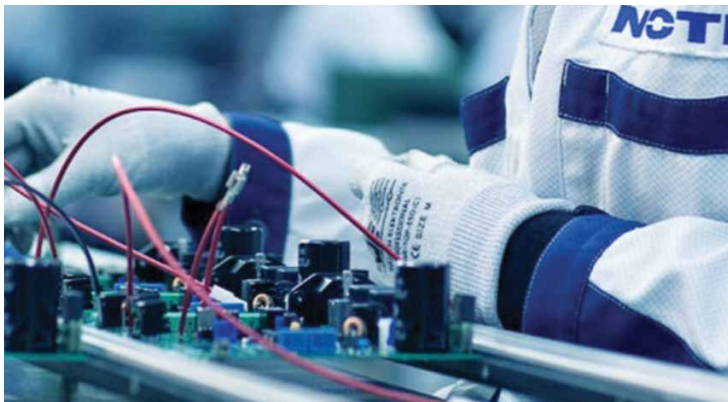
## OUR CORE VALUES

**COMMITTED** - We are solution oriented and create a stimulating working environment, internally and for our customers, locally and globally.

**PROACTIVE** - We communicate early to do business in a way that is professional, transparent and fair.

**QUALITY FOCUSED** - "Get it right from the start". There is focus on the quality in everything we do.

**FLEXIBLE** - We are always looking for the most cost-efficient way to satisfy customer demand, adjusting setups as required.



# OPTIMO Robotics



## CORE COMPETENCIES

- Automatic Screwdriving Solutions
- Part Feeding Solutions
- Collaborative and industrial Robotics
- Mobile Robots
- Linear Axis
- Machine Vision
- Test Fixtures
- Manual/Automatic Workstations
- Conveying
- Dispensing
- Machine Building

## CERTIFICATES:

- Certified Universal Robots integrator in Estonia

## OUR KEYWORDS

- Electronics
- Automotive

## OPTIMO ROBOTICS

Reti tee 9, Peetri,  
Rae vald, Estonia

info@optimo.ee  
+372 52 54 790

**OPTIMO.EE**

## BUSINESS OVERVIEW

Robotic integrations and special automation solutions for manufacturing companies.

OPTIMO Robotics specializes in robotics and factory automation.

## WE OFFER

- Turnkey robotic solutions for different industries
- Mechanical engineering
- Electrical engineering
- Programming
- Machine building
- Installation
- After-sales



# Oshino Electronics Estonia



## CORE COMPETENCIES

- Fast and High-level prototyping
- Design and implementation of testing equipment
- Product industrialisation
- Automotive electronics design
- Component and material supply

## AWARDS

- Responsible Business Index Bronze Level 2018
- Initial Label of Family-Friendly Employer

## CERTIFICATES

- IATF 16949
- ISO 9001
- ISO 14001

## OUR KEYWORDS

- Electronics
- Automotive

**OSHINO  
ELECTRONICS  
ESTONIA OÜ**

J.V.Jannseni 26  
Pärnu, Estonia

info@oshino.ee  
+3725012476

**OSHINO.EE**

## BUSINESS OVERVIEW

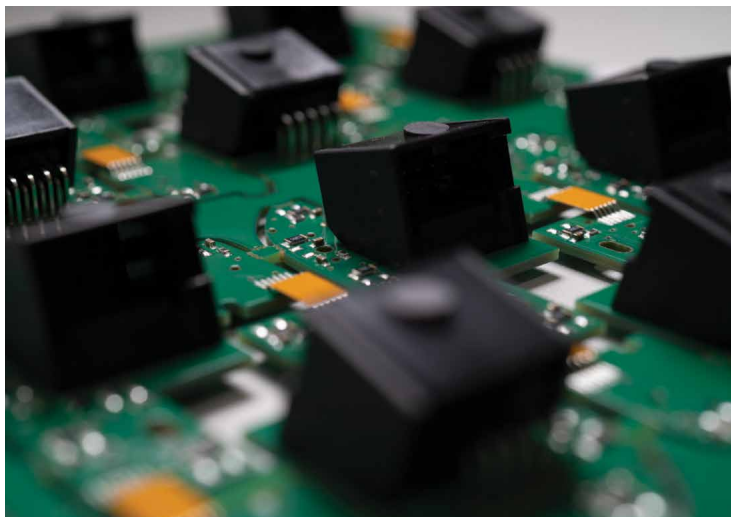
OSHINO Electronics Estonia is a full service electronics contract manufacture company. Services range from labour-only to turnkey solutions which involve all phases of the PCB manufacturing and testing depending on the client's needs.

WORKERS TODAY: 60  
3600M2 OF PRODUCTION AREA

## WE OFFER

- Satisfaction from environmentally friendly and professional contract manufacturing services
- Our highly motivated staff is prepared to expand our organization's framework, competences and technologies to satisfy the growing needs of our customers and meet regulative demands

**OSHINO Electronics Estonia is an approved supplier to the European Automotive industry**



## CORE COMPETENCES

Manufacture of control devices for heating and ventilation equipment. The devices are mostly designed by Ouman.

170 employees

- SMD assembly
- Manual assembly
- Wave soldering
- Selective soldering
- Conformal coating
- AOI
- Test equipment
- Material procurement
- Logistics solutions

## CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

## CLIENT PORTFOLIO

Major HVAC companies in Finland, Scandinavia, Central Europe, Baltic states and Russia.

## BUSINESS OVERVIEW

The devices are mostly designed by Ouman. We are a company which manufactures electronic devices for heating and ventilation equipment. We cooperate with other companies inside Ouman group who have designed most of our products.

## WE OFFER

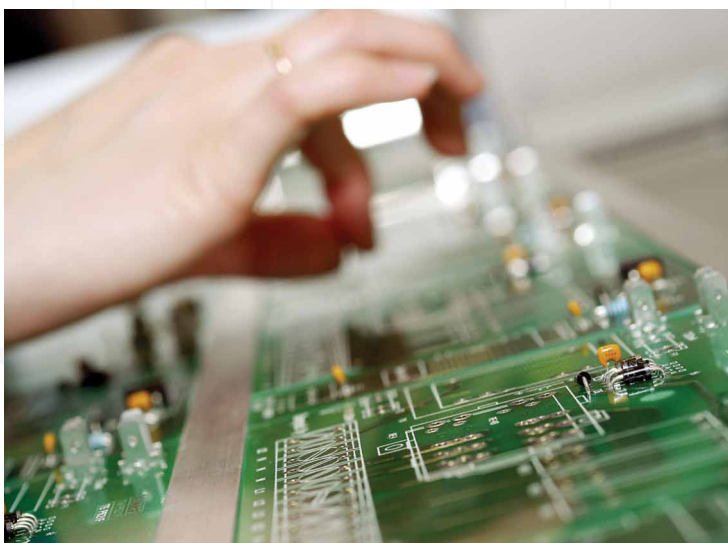
WE OFFER design, implementation of new products, manufacture and development of test solutions for control devices of heating and ventilation equipment.

## OUMAN ESTONIA OÜ

Kalevi põik 7  
93815 Kuressaare,  
Estonia

info@ouman.ee  
+372 4524405

**OUMAN.EE**



## CORE COMPETENCIES

- Product development
- Engineering and prototyping
- PCB assemblies and Box-build
- Firmware and software development
- Extensive portfolio of Rantelon own COTS products
- Customized solutions

## AWARDS:

2020 EDA Defence  
Innovation Prize"

## CERTIFICATES

- ISO 9001
- ISO 14001
- AQAP 2110

## CLIENT PORTFOLIO

- Industrial electronics
- Telecoms and network operators
- Military and Homeland Security

## RANTELON OÜ

Põllu 132  
10917 Tallinn, Estonia

info@rantelon.ee  
+372 681 3650

RANTELON.COM

## BUSINESS OVERVIEW

A scientist-owned SME founded in 1995. Rantelon is a premier manufacturer of radio frequency (RF) and microwave solutions for government, industrial, military and commercial customers. As a turn-key solutions provider, Rantelon can take an idea from the concept stage through design and development, prototyping and to a final - small to medium scale production in a swift and cost-effective manner.

## WE OFFER

Rantelon provides quick-tempo design and engineering services that address the most demanding customer requirements, especially with regard to high-performance, power reduction, compact design, demanding environment and cost-effective solutions. Rantelon provides a large selection of microwave amplifiers, antennas, filters, LTE, GSM, UMTS, TETRA, WI-FI, SDR, FPGA products and designs



**PARTNERSHIP IS THE KEY TO SUCCESS  
WITH 30 YEARS EXPERIENCE.**

## OUR SERVICES AND PRODUCTS INCL

- Harnesses, spiral cables & equipment cables
- Electromechanical assembly
- Sensor assembly
- Insert & injection molding
- Power & connection cords
- Design & product development

## CERTIFICATES

- ISO 9001
- ISO 14001
- OHSAS 18001
- UL
- CSA
- IPC/WHMA-A-620
- FI, S & N

## CLIENT PORTFOLIO

- Manufacturing industry
- Military industry

## REIMAX ELECTRONICS OÜ

Mäealuse 6, 12618  
Tallinn, Estonia

aare.kaljurand@  
reimax.net  
+372 66 51 641

REIMAX.NET

## BUSINESS OVERVIEW

Reimax is a full-service house for electronics and mechanics. We are certified to manufacture products for extreme conditions when water-, dust-, chemical-, or weather conditions set the requirements.

## WE OFFER

Quality and delivery reliability, 100% testing, automated production methods, also low volume high mix range, flexibility, early supplier involvement, wide expertise. UL & CSA approved production, personal quality certificate IPC620

Armed with decades of experience, Reimax Electronics offers tailored solutions in electronics and mechanics, as well as injection moulding technology to cater for the needs of various industries. Owing to our extensive know-how we are a unique company in our field, because we are capable of offering customers everything they need in a flexible manner — all the way from designing up to the final assembly. Our constantly improving production practices, and the high level of quality we offer, make us a valued partner for our customer. By contributing into quality and taking care of our environment, we will continue to be a reliable and dependable option for years to come. Please tell us about your “electronic” challenges, and let us solve them for you.

Our versatile machinery for wire and cable processing is modern and allows us to produce fast and cost-effectively. For demanding conditions, we also manufacture injection moulds and cable overmoulds. In our production we contribute a lot in quality. All our products are 100% tested.

Our production is mostly driven by customer specifications, but we do follow IPC standards and we have implemented ISO 9001, ISO14001 and OHSAS18001 standards in our company. We have UL- & CSA approved production and our products are FI, S and N certified.

**We are our customers' preferred choice.**

## **CORE COMPETENCIES**

**Contract manufacturer and systems supplier for:**

- Urban applications
- Energy & Automation
- Networks & communications
- Other industries

## **CERTIFICATES**

- ISO 9001
- ISO 14001

## **AWARDS**

- Kone excellence award - Silver
- ABB supplier of the year 2014
- Ericsson supplier of the year 2005
- Vacon supplier of the year 2013
- Vaisala supplier of the year 2019

## **SCANFIL OÜ**

Vana-Sauga 40  
80010 Pärnu, Estonia

info.ee@scanfil.com  
+372 44 26 810

**SCANFIL.COM**

## **BUSINESS OVERVIEW**

Scanfil was founded in 1976 in Finland and now has 8 factories in Sweden, China, Poland, USA and Germany. Estonia factory has 16 000 m<sup>2</sup> and ~600 employees.

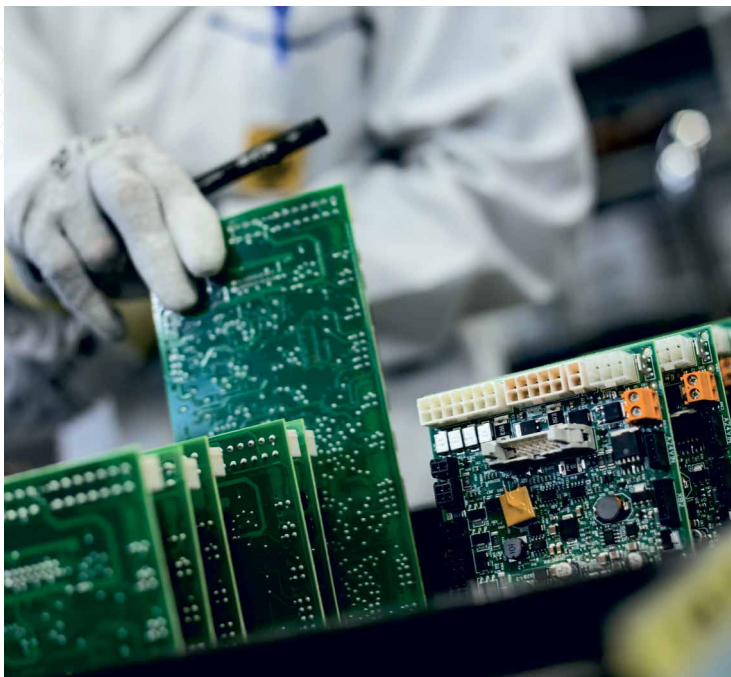
## **WE OFFER**

Scanfil enables customers to succeed by providing effective and innovative solutions that bring products to life and to market.

We provide global manufacturing and supply chain solutions along with a comprehensive range of related services from design to aftermarket services.

Our specialty in Pärnu is complex system integrations from production of sheet metal details, busbars, cables, electronics up to integration of modules and testing.

Our production portfolio is mainly low/medium volume high mix production for over 20 different customers. We are focusing on customer satisfaction by being flexible in demand and product changes.



## CORE COMPETENCIES

- Stencil design
- Laser cut stencils
- Multilevel stencils
- Stencil surface treatment
- Stencil repair

## CLIENT PORTFOLIO

- Variety of customers of all sizes

## BUSINESS OVERVIEW

Established in 2005, Sincotron OÜ is a leading supplier of high-quality stencils, production equipment and production supplies for the electronics industry.

Sincotron OÜ is a part of Sincotron Group, established in 1969, operating in Finland, Sweden, Norway, Estonia, Latvia and Lithuania.

## WE OFFER

- Stencil design
- Laser cut stencils using the latest stencil laser technology available
- Milled and welded multilevel stencils
- Stencil surface treatment with nano-coating
- Stencil repair
- 100% AOI quality control

We are located in Tallinn, Estonia. This location gives us the possibility to serve Nordic and Baltic customers equally fast. Most complex step stencils can be delivered within 72 hours to Baltic and Nordic countries.

Here are some of the equipment and consumables manufacturers we represent.

## SINCOTRON OÜ

Kaluri tee 5, 74001  
Haabneeme, Viimsi  
parish,  
Harjumaa, Estonia

stencil@sincotron.eu  
+372 68 25 165  
+372 68 25 166

SINCOTRON.EU



**We develop reliable  
electronic devices  
reducing production  
costs  
Your idea will come to  
life and will be realized  
High tech electronics  
development**

## BUSINESS OVERVIEW

- Solving the problems of developing electronic devices for specific applications in the industry.
- Mass production opportunity.
- Modern element base.
- The best features.
- Low cost.
- 20 years of professional experience.
- Intelligent Resistive Load Regulator IRRL 1.0

## WE OFFER

The device controls a self-regulating heating cable. Eliminates high inrush currents. It reduces power consumption 5 times. Extends cable lifespan. Reduces overall heating costs. Ultrasonic vibrating liquid level switch LUPS. Stainless steel sensing element. Minimum liquid density 300 kg / m<sup>3</sup>. The temperature of the process is -196°C ÷ +500°C. Pressure up to 450 atm. Explosion-proof designs.

Induction heater for check valve

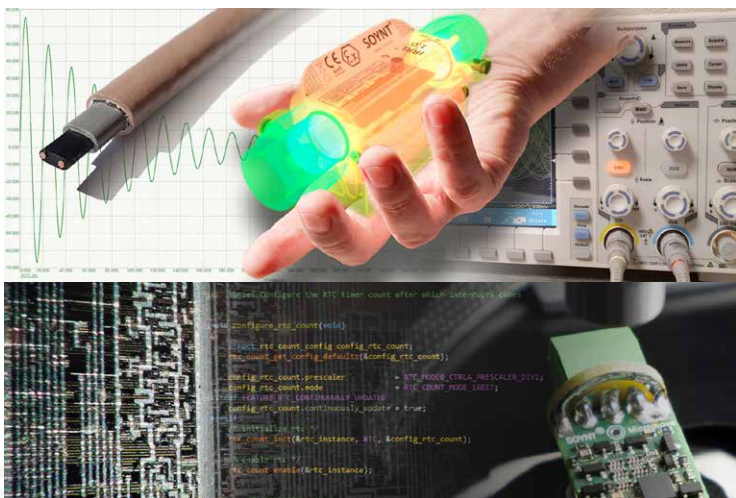
- It can be mounted in 10 minutes. Reduces the cost of
- periodic check valve maintenance. Thanks to spot heating,
- it reduces energy consumption up to 10 times. Suitable for
- spot heating a section of a steel pipe.

## SOYNT OÜ

Outokumpu 17 - 58,  
Kohtla-Järve

alex@soynt.com  
+372 560 61 750

**SOYNT.COM**



## CORE COMPETENCIES

- Hardware Engineering: electronics design and prototyping
- Internet of Things
- Software Development: Android and iOS apps, custom software, embedded software
- Computer Vision: industrial processes automation, objects counting, objects identification, quality control

## CLIENT PORTFOLIO

- ABB
- Lemminkäinen
- Bellus
- Proscreen
- Nordic Shelter
- Widex"

## SP ENGINEERS OÜ

Tööstuse 47A-39, 10416  
Tallinn, Estonia

info@spengineers.eu  
+372 516 9995  
+372 526 4992

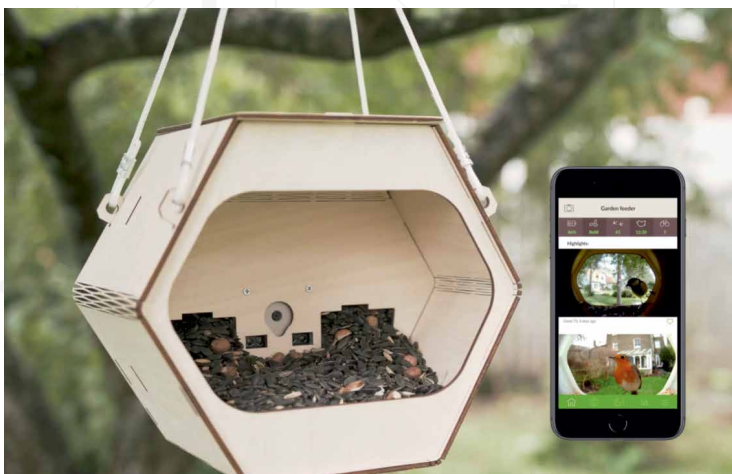
**SPENGINEERS.EU**

## BUSINESS OVERVIEW

SP Engineers/ Skeemipesa offers Internet of Things (IoT), electronics and software products development services since 2014. We create industry automation and quality control solutions. We analyze thoroughly your concept and choose the most suitable technologies to create a reliable and user-friendly product.

## WE OFFER

- IoT devices development: can be used to collect and share any type of data; battery, solar or mains powered; work in most harsh and demanding environments; experience on measuring, controlling, tracking and smart farming field,
- Software products development: iOS and Android apps, single-page dynamic web applications, web-based administration interfaces, analytics dashboards, integrations between various systems,
- Electronics devices development: consumer electronic devices; industrial testing, control and measurement devices; portable devices; touchscreen, mobile app and server-based control options; experience on industrial testing, healthcare and consumer electronics field



# Starship Technologies

GLOBAL LEADER IN AUTONOMOUS DELIVERIES

## STARSHIP IN BRIEF

- 500 employees
- millions of commercial deliveries annually
- leading autonomous driving company by commercial kilometers driven
- engineering, manufacturing and operating the robots”  
“In-house engineering:
- 16 diverse engineering disciplines across five groups
- hardware engineering group
- autonomous driving group
- apps & services group
- data science and engineering group
- manufacturing & servicing group

## BUSINESS OVERVIEW

Starship is on a mission to redefine convenience in the places we live, study and work by automating on-demand delivery with our fleet of autonomous robots. The company is the leading autonomous delivery company and drives millions of autonomous kilometers per year. The company operates its fleets across five countries - in cities and in academic / industrial campuses.

## ENGINEERING

Starship is developing systems to deploy useful autonomy in unstructured environments (i.e., robots that are not caged nor have an environment that's tailored to them). The company has pioneered operations in outside environments where it co-exists with the wider community in a safe manner to bring people some everyday magic.

On a daily basis, the engineering teams are developing systems to add extra capabilities, do high-performance engineering based on CPU/GPU, ARM, FPGAs, neural network accelerators, radar and optical system processing, sensor fusion, fleet orchestration, payments, data science, consumer experience, pedestrian interaction and so much more.

The company has the strategic advantage of having a wide deployment footprint with useful real-world feedback that speeds up its innovation cycle.

**STARSHIP  
TECHNOLOGIES OÜ**

Teadusparki 8 Tallinn  
12618 Estonia

**STARSHIP.XYZ**

# STARSHIP



# Stoneridge Electronics



## CUSTOMERS

- Volvo
- Scania
- MAN
- DAF
- Ford

## PRODUCT PORTFOLIO

- Instrumentation and Displays
- Tachographs and Telematics
- ECUs and Power Modules
- Switches
- Actuators

## CERTIFICATES

- IATF 16949

## BUSINESS OVERVIEW

Stoneridge is a leading supplier to the automotive, truck, bus and off-road markets. We are proud to supply products and systems to the majority of the most well-known Vehicle producers like Volvo, Scania, Daimler, MAN, Ford. We are well established in Europe and being a part of the Stoneridge Group enables us to work with customers worldwide. Stoneridge Inc. has about 4500 employees worldwide and has a turnover of approximately 700 million USD.

## WE OFFER

Our products range from telematic systems, driver information systems, and tachographs through electronic control modules and power distribution centers to multiplex systems, cockpit switch modules and aftermarket products.

## COMPETENCIES

- Embedded Software Design and Verification
- Hardware Design
- Mechanical Design
- Product Testing and Validation
- Industrialisation
- Pre- and Final assembly
- Testing
- Manufacturing Engineering
- Quality Control
- Logistics
- Procurement, Finance Services

## STONERIDGE ELECTRONICS AS

Valdmäe 5  
Saku vald, Harjumaa

estonia@stoneridge.com  
+372 669 4080

**STONERIDGE.COM**



**Innovative and easy to  
deploy Narrowband-  
IoT solutions**

## **CORE COMPETENCIES**

- IoT
- Narrowband-IoT
- Industry 4.0
- Smart City
- Special sensors
- Software

## **BUSINESS OVERVIEW**

Superhands core competences help our partners and customers to provide innovative products mainly to healthtech, agriculture and energy sector. Additionally using our sensor, software and analytics technologies, cities and industries can optimize their business processes, use preventive maintenance and increase efficiency.

## **WE OFFER**

- Environment monitoring solutions and sensors,
- Full Internet of Things solutions starting from smart devices to IoT platforms and mobile applications,
- Smart factory solutions - preventive maintenance, people and asset tracking, energy and utilities monitoring,
- Medical device, sensor and software development,
- Special sensors and software development including mobile applications

## **SUPERSPOT**

Easy-to-deploy and install reliable connected devices for agriculture, forestry, security, manufacturing, energy and climate monitoring.

## **SUPERHANDS OÜ**

Artelli 19  
10621 Tallinn, Estonia

info@superhands.ee  
+3725179277

**SUPERHANDS.EE**



## CORE COMPETENCIES

- Programming and spoken human language technology
- Design and test of embedded systems
- Signal processing
- Biorobotics
- Biomedical technology
- Cyber security and digital forensics
- E-governance
- Situational awareness
- Agent-based modelling
- System administration and development
- Information systems analysis

## TALLINN UNIVERSITY OF TECHNOLOGY

Ehitajate tee 5  
19086 Tallinn, Estonia

### Gert Jervan

Dean of the School of IT  
Gert.Jervan@taltech.ee

### Sirli Kasepuu

Business Development  
Coordinator  
sirli.kasepuu@taltech.ee  
+372 620 2270

TALTECH.EE

## BUSINESS OVERVIEW

Tallinn University of Technology (TalTech), the only technological university in Estonia, is the core of Estonian engineering and technology education. Here the synergy between different fields (ICT, technology, natural and social sciences) is created and new ideas are born.

TalTech is driven by internationalization, entrepreneurship and innovation. With over 10,000 students and 1800 academic staff members, TalTech is an internationally recognized research university and a promoter of economic development and innovation in Estonia and globally. The University's approximately 70,000 alumni have shaped the economic landscape of present-day Estonia.

## RESEARCH AND INNOVATION

We have initiated opportunities to use university's campus for developing smart environment through different scenarios how sensors, devices and communication technologies could be integrated into the smart city concept. For example, how last mile autonomous vehicles interact with humans, how do vehicles „talk“ to each other and with the infrastructure etc.

At the moment, it is possible to test-use 5G, NB-IoT and LTE Cat-M1 radio networks in cooperation with Telia and Ericsson at the TalTech campus. In parallel with testing the communication use cases, Laboratory of Proactive Technologies is developing smart sensor solutions. The evolving smart TalTech campus will include autonomous vehicles (drones, buses, cars), robots, intelligent security systems, intelligent street lights or crossings.

The data collected by intelligent electronics and sensor networks can be utilized for traffic management, monitoring of air pollution and noise level, optimization of street lighting power consumption, etc.

TalTech's ICT research groups have analyzed, how wearable robots can assist or substitute human motor function or how underwater robots could track oil spill in the ocean. We are also involved in R&D about the energy efficient wearable sensors for healthcare/lifestyle applications and robot companions of the future.

**Simplifying life with  
embedded control  
systems engineering.**

## **CORE COMPETENCIES**

- Embedded devices
- Software development
- Electronics
- Mechanics
- Physics
- Product management

## **PRODUCTS**

Handheld controller kit  
Impeller anemometer  
Airflow tunnel

## **BUSINESS OVERVIEW**

Tauria is an engineering office of embedded systems started in 2010. We can handle every aspect needed for embedded device development: physics, electronics, mathematics, mechanics, software development and agile international project management.

## **WE OFFER**

- Technology evaluation for new solution.
- Embedded software development.
- Electronics and mechanical design.
- Embedded product development and supply.

**TAURIA OÜ**

tauria@tauria.eu  
+372 55 611 689

**TAURIA.EU**



## CERTIFICATES:

- ISO 9001
- ISO 14001

## ADVANTAGES:

- Fast service
- Efficient, high-quality testing ability
- Product performance and testing data availability
- High technical competence
- High quality
- Independent player
- Competitive, cost-effective resource structure

## BUSINESS OVERVIEW

TDR was founded in 2011 and it is a privately owned company having sites in Estonia, Finland and Russia. TDR offers professional services for professional telecom and industrial electronics suppliers

## WE OFFER

We at TDR strive to provide unique advantages for our customers who operate in the demanding electronics and robotics industries. As a strategic partner, we adjust seamlessly to our customers' systems and processes, securing technology-neutral flexibility, operational efficiency and excellent customer service.

### Repair and testing services

Professional repair and testing services is one of TDR's core competence. High experience and competence in testing solution development for specific customer needs.

### Assembly services

TDR electromechanical assembly services offer full service from prototype to complete and fully tested final products including NPI, purchasing, spare parts and EOL management.

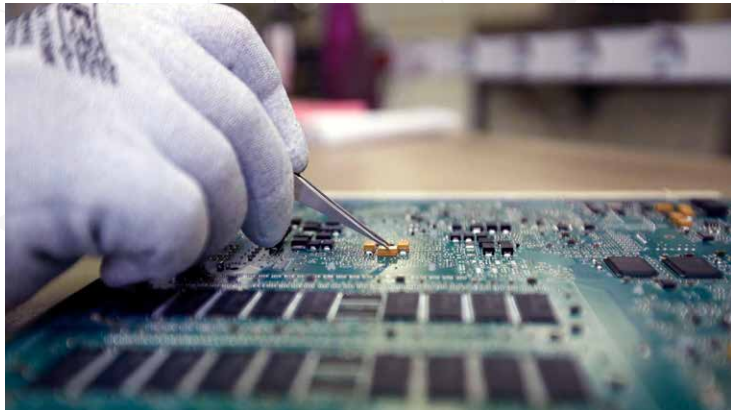
### Engineering services

Our tailored engineering services are used e.g. for screening, testing, verifications, product upgrades, product design changes and maintenance services.

## TDR ESTONIA OÜ

Papiniidu 5, 80042 Pärnu,  
Estonia  
[Info@tdr.fi](mailto:Info@tdr.fi)

[WWW.TDR.FI](http://WWW.TDR.FI)



- Automated production fixtures
- Manual production jigs
- Design and production of Printed Circuit Board assembly tooling

## BUSINESS OVERVIEW

Teamster is geared for flexibility. Over the 15 years we have built up technical expertise which is unique in its field, and today we are the Estonian leading manufacturer of assembly tooling.

With the resources and know-how for sophisticated projects and new challenges. Teamster lives up to the requirements of the market for quality and reliable delivery.

## WE OFFER

Company Teamster from Estonia would like to offer you cost-efficient and fast solutions for the design and production of

- automated production fixtures
- manual production jigs
- PCB assembly tooling

## TEAMSTER OÜ

Tapri 9 Tallinn 11415 Estonia

teamster@teamster.ee  
+37253444423

WWW.TEAMSTER.EE



**PRODUCT DEVELOPMENT MADE SIMPLE. FROM  
CONCEPT TO MASS PRODUCTION.**

## KEY FACTS

- 14+ countries
- 13+ years of experience
- 100+ clients
- 200+ projects

## PRODUCT EXAMPLES

- Consumer electronics
- Gaming equipment
- Smart home products
- Robots for consumer and professional use
- IoT devices
- Rugged devices
- Medical devices
- Equipment for defense sector

## CERTIFICATES

- ISO 9001:2015

## TEN TWELVE OÜ

Tõnismägi 3a  
10119 Tallinn, Estonia

tarmo@tentwelve.ee  
+372 5397 8627

TENTWELVE.EE

## BUSINESS OVERVIEW

Ten Twelve is an interdisciplinary product development firm from Tallinn, Estonia. Our key strength is integrating industrial design, mechanical and mechatronics engineering in a truly balanced proportion into an agile package. Combined with uncommonly strong background in DFMA and engineering support for production we help to deliver desirable, reliable and cost-effective products. Not to mention making the whole process from concept development to commercial products more streamlined and predictable. Both from schedule and finances perspective.

We are deeply focused on user-centered technology devices for serial manufacturing ranging from consumer electronics and robotics to medical devices, and various solutions for the defense sector. Among other things we have helped to design and develop the world's smallest general purpose computer, thermostats found in tens of thousands of homes, sensors that are used to survey borders of 30 countries around the world and designed medical devices for well-known brands.



## CORE COMPETENCIES

- Modern production equipment
- Highly skilled personnel
- Cost-effective production

## CERTIFICATES

- ISO 13485 quality standard for medical devices
- ISO 9001
- IPC-7711/7721
- IPC-A-610
- IPC J-STD-001

## BUSINESS AREAS

- Medical devices (EMS)
- Industrial electronics (EMS)
- LED electronics contract manufacturing
- LED electronics development and design
- LED products (AC and passive LED modules, LED drivers)

## TEPCOMP OÜ

Pihlta tee 43  
93815 Kuressaare,  
Estonia

info@tepcomp.ee  
+37258855772

TEPCOMPGROUP.COM

## BUSINESS OVERVIEW

Tepcomp Group is an experienced and innovative contract partner for electronics manufacturing that has been operating since 1985. As a contract manufacturer specialized in electronics, we have been focusing on LED electronics, health care technology and industrial electronics.

## WE OFFER

### Electronic manufacturing services (EMS) of medical devices

Tepcomp Group has been manufacturing healthcare and wellness technology equipment for over thirty years. We have all the necessary knowledge and skills covering the entire production process of demanding medical equipment. Tepcomp is, in particular, known for cost-effective equipment manufacture and uncompromising compliance with requirements.

### LED electronics Contract manufacturing

Tepcomp has implemented versatile and demanding LED lighting projects utilizing both passive LED module electronics assembly and integrated power sources.



## KEY FACTS

- ## COMPETENCIES

- FPGA
- VHDL
- Verilog
- Test & Measurement
- Functional Test
- Embedded Instrumentation
- JTAG
- Boundary Scan
- Flying Probe Test
- IJTAG
- IEEE 1687
- IEEE 1149
- Fault Tolerance
- Fault Management
- Service & Maintenance

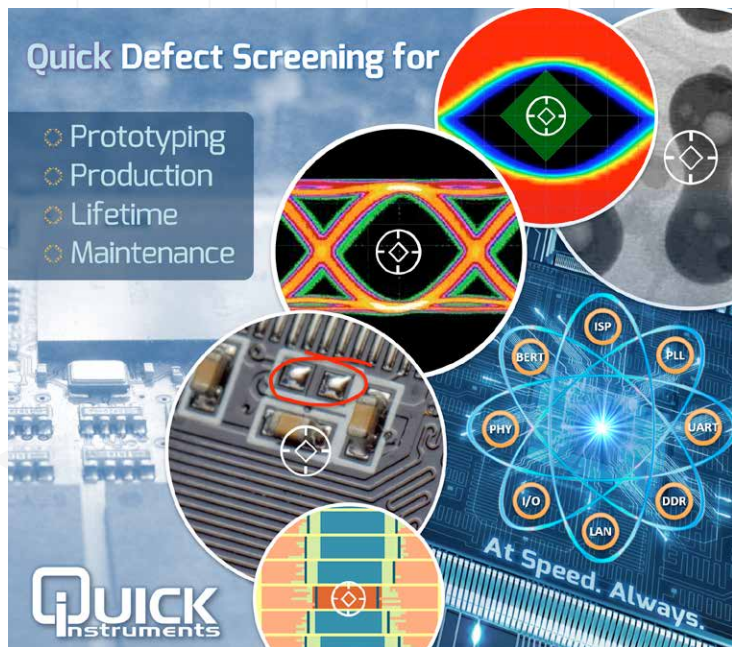
We have a deep and almost unbearable passion towards three things: FPGAs, testing and innovation. As a result, Testonica invented and brought in 2011 to market Embedded Virtual Instrumentation technology. Later, we started to build the industry's first instrument synthesis cloud. Today, thanks to 15 years of industrial experience with hundreds of solutions delivered worldwide, we possess a huge in-house library of test & measurement instrumentation IPs forming a solid basis for a fully automated test system. As the result, we are bearing the full responsibility for the test solution quality on our shoulders.

- Functional Test firmware and SW development
- JTAG / Boundary Scan test program development
- Test program development for Flying Probe Testers
- Testability improvement and test cost reduction
- Test strategy optimization

TESTONICA LAB OÜ

artur@testonica.com  
+372 517 9012

TESTONICA.COM



## INTEGRATED SOLUTIONS AND UNIQUE DEVELOPMENTS

- Aircraft ground servicing power units
- Railway transport equipment
- Induction heating and electrothermal equipment
- Electric drive equipment
- Power semiconductor devices

## CERTIFICATES:

- ISO 9001
- ISO 14001
- ISO 45001

## TET ESTEL AS

Kuuli 6, 13619  
Tallinn Estonia

estel@tet-estel.com  
+372622 8300

TET-ESTEL.COM

## BUSINESS OVERVIEW

Tallinn Electrical Engineering Factory «Estel» was founded in 1870. Today, Company develops, manufactures and supplies a broad range of power converter equipment and power semiconductors, focusing on complex technological solutions and production “turnkey” delivery.

Over the years, the company has implemented hundreds of projects in various industries. In total, TET Estel has delivered more than 80,000 pieces of electrotechnical equipment worldwide and produced over 50 million pieces of power semiconductor devices. TET Estel trademark is registered in 37 countries. The company's products are sold to more than 40 countries around the world. More than 200 types of power semiconductor devices have been developed and supplied.

## WE OFFER:

Due to it's high scientific and technical potential and more than a century and a half of experience, TET Estel provides comprehensive solutions for the widest range of technological tasks in such industries like:

- Mechanical engineering
- Transport
- Aviation
- Energy
- Oil & Gas
- Mining
- Metallurgy



## CORE COMPETENCIES

Tim-Nordic is an expert in production technology. Our specialists help the customer to find the right products and solutions to meet their needs.

## CLIENT PORTFOLIO

Electronics industry in the Baltic states, Finland and Sweden.

## BUSINESS OVERVIEW

Tim-Nordic is a private company founded in 2009. We provide a wide range of production materials and equipment for electronics production.

Our product portfolio consist of numerous world class suppliers and Tim-Nordic is eg. the exclusive distributor in Estonia and Finland for Zestron cleaning chemicals. We have offices in Tallinn, Estonia and Jorvas, Finland.

## WE OFFER

Solutions for the electronic industry.

## TIM-NORDIC OY

Akadeemia tee 33  
12618 Tallinn, Estonia

[sales@timnordic.fi](mailto:sales@timnordic.fi)  
+372 509 8153

[TIMNORDIC.FI](http://TIMNORDIC.FI)



# TTK University of Applied Sciences



## PARTNERS

Harju Elekter  
Elektrotehnika AS,  
Siemens OY, ABB Group,  
VKG Energia OÜ, Elering  
AS, Eesti Energia AS,  
Elektrilevi OÜ, Nordic  
Networks OÜ,  
AS Ecomatic, AS  
Connecto Eesti,  
Leonhard Weiss OÜ,  
ITK inseneribüroo OÜ,  
Interconnect Product  
Assembly AS, Stik-Elekter  
AS, OÜ Keskkonnaprojekt,  
Ericsson Eesti AS etc.

## TTK UNIVERSITY OF APPLIED SCIENCES

Pärnu mnt 62  
10135 Tallinn, Estonia

tktk@tktk.ee  
+372 666 4500

Institute of Technology,  
director  
Vello Vainola  
vello.vainola@tktk.ee

TKTK.EE

## BUSINESS OVERVIEW

Our everyday activities include initiating research, innovation and creative activities in the university, and developing applied technological solutions for enterprises to be implemented in real-life business environments.

## WE OFFER

The main role of the TTK University of Applied Sciences is to promote cooperation between private and public sector. We offer the following: applied research, consultation services, testing services, product development solutions, in-service training and lifelong learning courses.

TTK UAS wishes to be a partner for enterprises in developing the society and economics, and in implementing the results of research and development activities by supporting these processes with necessary activities and services.

- Completed secondary education in Estonia or education of an equivalent level obtained in a foreign state Electrical Engineering, 210 ECTS credits.
- Knowledge on Machines and Technology is the Key to Innovation in Production!
- Studies in the Institute of Technology are conducted in four specializations: Mechanical Engineering, Automotive Engineering, Electrical Engineering and Robotics Engineering.
- Conduct in-service training courses of electric engineering, design of electrical machines, robotics, automatics and basics of programming.

Research and development ideas:

- 6 kV Power Grid Project for the Veskiposti Development;
- Optimization of a 630 A Rated Low Voltage Switchboard Intended for a Solar Power Plant;
- Hecon Light MCC Solution Project and Thermal Tests.

# Tallinn Polytechnic School

Tallinna Polütehnikum



## COMPETENCIES:

- Training
- Certification
- Consultation

## CERTIFICATES:

- IPC-A-610, IPC-A-600,
- IPC-7711/21, IPC/
- WHMA-A-620,
- J-STD-001

## CERTIFICATION FOR:

- Expert
- Instructor
- Specialist



**TALLINN  
POLYTECHNIC  
SCHOOL**

Pärnu mnt. 57, Tallinn  
10135, Estonia

info@tptlive.ee  
+3726103601

TPTLIVE.EE

## BUSINESS OVERVIEW

Tallinn Polytechnic School is one of the oldest engineering and technical education provider in Estonia founded in 1915. With more than 100 years of combined experience in the fields of electrical engineering, automation, telecommunication, information technology and electrical engineering, Tallinn Polytechnic School has become a fully authorized and internationally recognized IPC Training Center which supports the electronics industry across the region.

## WE OFFER

Tallinn Polytechnic School offers IPC training and certification classes to professionals and companies in different formats like classroom training, e-training and combined options. IPC training and certification programs are industry-developed and approved to assure understanding of IPC criteria in the industry's most popular IPC documents. All IPC training programs lead to an industry traceable IPC certification for the instructors, standards experts, specialists or operators.

### **Tallinn Polytechnic School offers training and certification for five the most widely used IPC standards:**

IPC-A-610, Acceptability of Electronic Assemblies  
IPC-A-600, Acceptability of Printed Boards  
IPC/WHMA-A-620, Requirements and Acceptance for Cable and Wire Harness Assemblies  
IPC J-STD-001, Requirements for Soldered Electrical and Electronic Assemblies (including Space Addendum requirements)  
IPC-7711/IPC-7721, Rework of Electronic Assemblies/ Repair and Modification of Printed Boards and Electronic Assemblies



## CORE COMPETENCIES

- PCB assembly
- SMD
- THT
- Reflow soldering
- Wave soldering
- AOI
- Testing
- Final assembly
- Packaging
- Powder Coating
- Production of advertising letters with LED light

## CERTIFICATES:

- ISO 9001:2015
- ISO 14001:2015

## TRADEX AS

Lähtru tee 25e  
EE90802 Palivere,  
Lääne-Nigula parish,  
Läänemaa county,  
Estonia

tradex@tradex.ee  
+3724720470

TRADEX.EE

## BUSINESS OVERVIEW

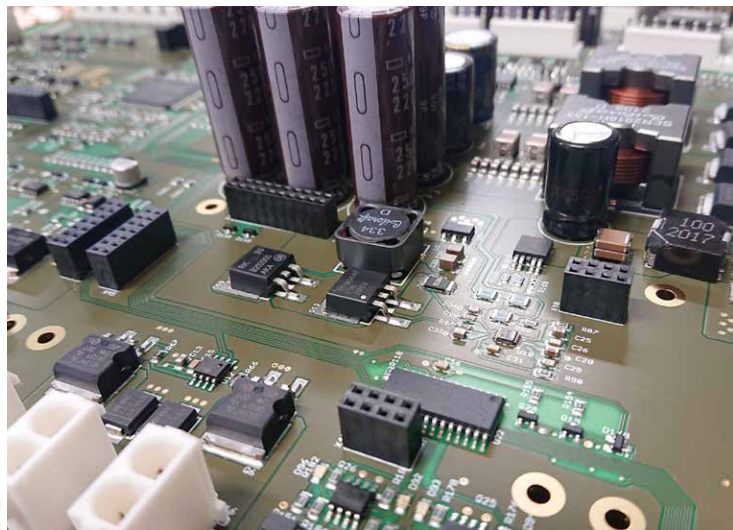
Electronics Manufacturing Services

## WE OFFER

- Electronic components and materials management and procurement
- PCB assembly. Including: SMD components pick and place. Soldering of SMD components using reflow oven and wave soldering machine in nitrogen atmosphere. Automated optical inspection (AOI) of SMD components. Manual placing and wave soldering in nitrogen atmosphere of THT components. PCB protective coating. Electrical testing and setup of assembled PCBs according to client instructions
- Assembly and packaging of the final product
- Fabrication of cable and wire and mounting them on PCBs and devices
- Assembly and packaging of electrical accessories
- Production of advertising letters with LED light

Additional and ancillary activities:

- Powder Coating



## COMPETENCES:

- Module Level Power Electronics;
- DC microconverters;
- DC grids

## PARTNERS:

- Schneider;
- DC systems;
- Eaton

## GOAL:

Powering Energy Transition

## BUSINESS OVERVIEW

UBIK is addressing the fastest growing solar module-level power electronics (MLPE). We are one of a few companies in the world, fully dedicated to DC electric power systems and allowing consumers directly use renewable energy without the unnecessary back and forth conversions. UBIK developed patented OptiVerter® Technology, a hybrid that gathers the key advantages of power optimizers and microinverters under the hood of our first offering.

The device integrates all the critical functionalities needed to solve current PV energy challenges into an all-in-one design that reduces upfront costs, while its plug-and-play capabilities make installation as easy as it gets.

## WE OFFER

UBIK S350 OptiVerter® - also being the first Current/OS DC microgrid compatible PV microconverter available on the market.



## UBIK SOLUTIONS OÜ

Pirita Olümpiakeskus,  
Masti 17, Tallinn 11911,  
Estonia

[info@ubiksolutions.eu](mailto:info@ubiksolutions.eu)

[UBIKSOLUTIONS.EU](http://UBIKSOLUTIONS.EU)



## CORE COMPETENCIES

Robotics, mechatronics, automation, electronics, IT, electronics, computer engineering, multiscale modelling, Feasibility studies, project management and product development

## PROJECTS AND PRODUCTS

- SHEE.eu
- fits.me
- Open source robot Robotont.ut.ee
- Solar Powered Car Solaride.ee
- Contactless Robot Bar Yanu.ai

## KEY FACTS

- 13 400 students
- Over 13600 students
- 3000 employees
- Over 3 400 research publications in 2020

## UNIVERSITY OF TARTU

Ülikooli 18  
50090 Tartu, Estonia

info@ut.ee  
+(372) 737 5100

UT.EE

## OVERVIEW

UT is Estonia's leading centre of research and education. It preserves the culture of the Estonian people and spearheads the country's reputation in research and as a provider of higher education. UT belongs to the top 1.2% of the world's best universities.

As Estonia's national university, UT stresses the importance of international cooperation and partnership with reputable research universities all over the world. The robust research potential of the university is evident from the fact that the University of Tartu has been invited to join the Coimbra Group, a prestigious club of renowned research universities.

UT has been coordinator and partner in several international technology projects, including IT, engineering, biotechnology and materials science. It is our advantage to carry out research and development projects with multidisciplinary teams.

## WE OFFER

We offer research and development support on the basis of bilateral or multilateral contracts. Several support measures and wide range of research partners are available to enhance collaboration between university and companies.

Our primary areas of development are robotics, automation, IT mechatronics, electronics, computer engineering, space technology, smart building and environment, but also fashion industry etc.

We have state of the art competence in several computer simulation techniques starting from macro-scale mechanical models, finite element, Monte Carlo models, up to atomic scale modelling techniques. The typical modelling areas are mechanical calculations, heat transfer, acoustics, electronic processes, high electrical fields, control theory, etc. For more information, contact directly.

We can provide full research and development cycle, starting from applied research, prototype development and finishing with full product development, including setting up a subcontracted production line.

# Vesimentor

**VESIMENTOR IS HIGH- TECH PLASTIC  
MANUFACTURING COMPANY WITH VERTICALLY  
INTEGRATED PROCESSES AND SERVICES**

## **CERTIFICATES**

- ISO 9001,
- ISO 14001,
- AQAP 2110

## **PARTNERS:**

Schneider; DC systems;  
Eaton

## **GOAL:**

Powering Energy  
Transition

## **BUSINESS OVERVIEW**

Vesimentor started its operation in 1997 and is based in the Estonian capital. We are plastic manufacturing and product development company with vertically integrated processes.

Design development support & DFM, NPI, Manufacturing, Tool maintenance, After sales service.

We help You to design, develop & manufacture products in Northern Europe, Estonia.

## **WE OFFER**

Injection molding, foam sealing and potting, high-Frequency welding, rotational molding, vacuum metallizing, vacuum forming, CNC cutting

## **VESIMENTOR OÜ**

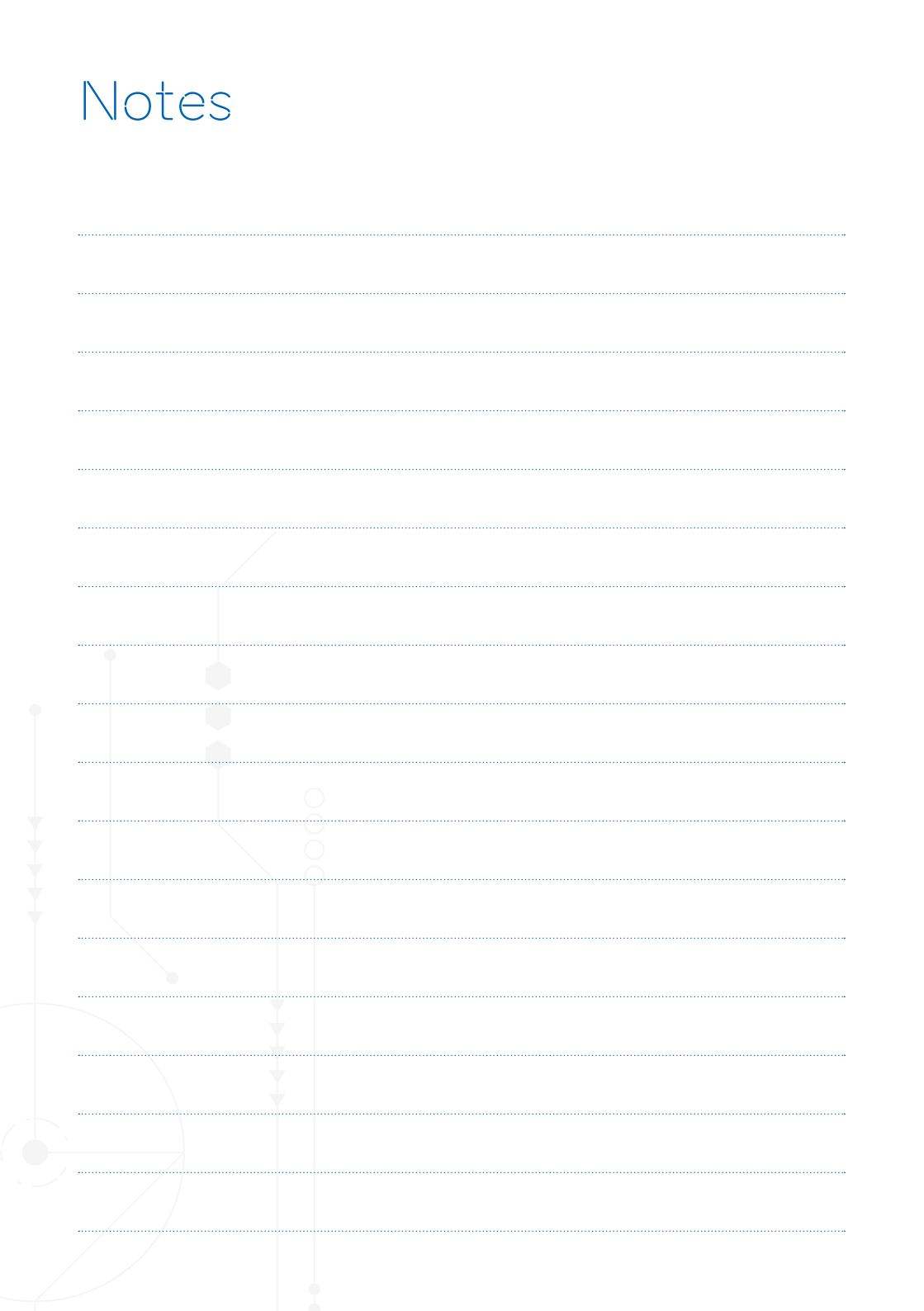
Kase tn 10, 80047 Pärnu,  
Estonia

info@vesimentor.ee  
+372 5687 4999

**VESIMENTOR.EE**



# Notes



The background is a complex, abstract representation of a digital circuit or data network. It features a dense web of glowing green and blue lines that branch out and connect various points, resembling a printed circuit board (PCB) or a fiber-optic network. The lines vary in thickness and brightness, creating a sense of depth and movement. Small, glowing circles are scattered throughout, acting as nodes or data points. The overall color palette is dominated by vibrant green and blue, with a dark, almost black, background that makes the glowing lines stand out. The composition is dynamic, with lines flowing from the top left towards the bottom right, suggesting a flow of information or data.

Estonian Electronics Industry  
Nordic. Efficient. Innovative.



2021