
electronics
estonia
ESTRONICS
cluster for smart electronics
smart
electronics
from Estonia

Welcome to the Estonian electronics industry

Dear reader,
It is my pleasure to welcome you to the world of Estonian electronics — an industry with more than a century of experience and a decades-long track record of successful work with customers and partners around the world.

Today, more than 270 electronics companies employ around 12,000 people here, and 94% of the industry's output is exported. Estonian companies are used to adapting quickly, solving practical problems and meeting demanding customer requirements. Our ecosystem covers the journey from R&D and engineering to prototyping, testing, manufacturing and systems integration. Whether you are looking for an engineering partner, additional manufacturing capacity, a European second source or a partner to take a product from prototype to production, there is a good chance you will find the right capability here. And because Estonia is compact, so is our industry: the distance between an engineer, a specialized supplier and a manufacturing partner can be surprisingly short. Sometimes the shortest supply chain starts with knowing whom to call.

That matters more today than it did a few years ago. Companies are rethinking where critical technologies are developed and manufactured, how resilient and trustworthy their supply chains really are, and who they want beside them when circumstances change. Estonia can offer engineering expertise, flexible manufacturing and companies accustomed to earning their place in international value chains.

These capabilities are increasingly relevant also in defence and dual-use applications, from secure communications and sensing to autonomous systems and power electronics. Estonia already has expertise in these areas and the potential to play a larger role in European and allied industrial cooperation.

This brochure is our way of putting that ecosystem into your hands. It offers an overview of Estonia and its electronics industry, but the most important part is the companies behind it. In the following pages, you will find businesses with different capabilities, experience, and ambitions. Some may become your suppliers, others your customers or development partners — and some may simply be useful people to know. At the Estonian Electronics Industries Association, our role is to help make those connections.

So, take a look around. If something in these pages makes you stop and think, "we should talk", then this brochure has done its job.

I wish you an interesting read — and, hopefully, a few valuable new connections along the way.



Otto Pukk
Chairman of the Council
Estonian Electronics Industries Association

WELCOME TO ESTONIA!

1.37 MILLION
POPULATION

TALLINN
CAPITAL

EU · NATO · OECD · SCHENGEN
MEMBER

EURO
CURRENCY

45,335 KM²
AREA

ESTONIAN
OFFICIAL LANGUAGE, WITH ENGLISH WIDELY SPOKEN IN BUSINESS

100% OF STATE SERVICES AVAILABLE ONLINE
A HIGHLY DIGITAL PUBLIC AND BUSINESS ENVIRONMENT MAKES ADMINISTRATION AND CROSS-BORDER COOPERATION EFFICIENT.

PART OF THE EU SINGLE MARKET
ESTONIAN COMPANIES OPERATE WITHIN THE EUROPEAN REGULATORY AND ECONOMIC FRAMEWORK AND ARE CLOSELY CONNECTED TO NORDIC AND EUROPEAN MARKETS.



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THE ESTONIAN ELECTRONICS INDUSTRY

270+ companies | 12,000 employees | EUR 2+ billion annual exports | 94% exported

With more than 115 years of electronics industry experience, Estonia has developed a highly export-oriented manufacturing base integrated into international value chains. International technology companies operate alongside specialised Estonian engineering and manufacturing companies, combining large-scale export production with local expertise across electronics development and manufacturing.

Today, the industry serves customers across telecommunications, industrial and medical electronics, automotive, energy, aerospace and other technology-intensive sectors. Its capabilities span R&D and engineering, product development, prototyping, testing, component and electronics manufacturing, and system integration.

Estonia's compact electronics ecosystem brings these capabilities close together. Within a radius of 175 kilometres, companies can access expertise ranging from engineering and prototyping to manufacturing, testing and system integration.

INDUSTRIAL CAPABILITIES

Electronics manufacturing & EMS
25 EMS companies offer manufacturing from prototypes and pilot series to high-mix and volume production, including PCB assembly, final assembly, testing and supply chain management. IPC standards are widely applied across electronics manufacturing, assembly and related workforce training.

Components & electronics
Capabilities include PCB manufacturing and assembly, power electronics and semiconductors, transformers, cables and interconnects, sensors, imaging technologies, embedded electronics and control systems. Estonia also has more than 10 wire and cable harness manufacturers.

Engineering & product development
R&D and engineering capabilities support the development of products from initial design and prototypes to industrial production.

Communications & RF
Estonia has established engineering and manufacturing capabilities in telecommunications, radio-fre-



Photo: Renee Altrov

quency and microwave electronics and connectivity solutions.

Semiconductor & chip design
Capabilities include ASIC design and development, hardware security, functional verification and chip testing, supported by the Estonian Chip Competence Center KIIP.

Power & electrical systems
Existing capabilities include power electronics, electrical distribution equipment, motors and generators, cables, harnesses and related systems.

DEFENCE & DUAL-USE

Estonia's electronics capabilities are also relevant to a range of defence and dual-use applications. These include secure communications and connectivity, unmanned and autonomous platforms, sensing and imaging systems, embedded control systems, power management and distribution, and electronics integration for complex systems.

Companies can contribute at both component and subsystem level, supporting the development, adaptation and production of electronics for integration into larger platforms and systems.

Estonia's combination of electronics, embedded systems, sensors, communications and software expertise supports the development and production of electronics and subsystems for unmanned and autonomous platforms.

As a NATO member and home to the NATO DIANA Regional Hub in Tallinn, Estonia is also closely connected to the Alliance's defence innovation and dual-use technology ecosystem.

A PARTNER FOR RESILIENT SUPPLY CHAINS

Estonia's combination of engineering expertise, flexible manufacturing and a compact electronics ecosystem provides a strong foundation for diversifying and strengthening supply chains.

Existing capabilities across components, electronics manufacturing, testing and system integration can support alternative sourcing, co-production and integration into wider production networks.

With experience serving international customers and operating within European value chains, Estonian companies can contribute from specialised components and subsystems to product adaptation, pilot production and industrial scaling.

THE ESTONIAN ELECTRONICS INDUSTRIES ASSOCIATION

The Estonian Electronics Industries Association (EEIA) represents companies and organisations across Estonia's electronics industry. Established in 2010, the Association brings together industry, research and education to support the development and international competitiveness of the sector.

Our **84 members** represent the entire electronics value chain, from R&D, engineering and product development to components, manufacturing, testing, system integration, after-sales services and recycling. The network also includes suppliers, technology and equipment providers, logistics, education, training and recruitment.

Together, our members form a broad network of electronics expertise and industrial capabilities in Estonia.

THE ASSOCIATION OFFERS:

- a single point of contact for international customers, partners, suppliers and investors looking for relevant Estonian companies and capabilities
- support for international business development, joint marketing and participation in trade fairs and industry events
- representation of the electronics industry in dialogue with government and public-sector organisations
- facilitation of cooperation between industry, R&D and education
- support for the development of Estonia's semiconductor ecosystem through the Estonian Chip Competence Center KIIP
- initiatives promoting electronics education and attracting the next generation of skilled professionals to the industry
- industry seminars, conferences and networking events, raising competitiveness
- Regular sector-specific information bulletins covering relevant R&D, innovation and regulations topics.

Akadeemia tee 23
12618 Tallinn, Estonia
info@estonianelectronics.eu
+372 56 665 778
ESTONIANELECTRONICS.EU

EESTI ELEKTROONIKA-TÖÖSTUSE LIIT
ESTONIAN ELECTRONICS INDUSTRIES ASSOCIATION

ADDform



BUSINESS OVERVIEW

ADDform offers high-quality 3D printing, component assembly, 3D scanning, and design services without compromise. We operate the most advanced Multi Jet Fusion system in the Baltics, enabling high precision, consistent quality, and efficient production of demanding end-use parts. In addition, our state-of-the-art post-processing capabilities include multi-color dyeing, wet painting in matt and gloss finishes, clear protective coatings including ESD coatings, and vapor fusing.

By combining advanced manufacturing technology, material expertise, and industry knowledge, we deliver reliable, high-performance parts from concept through to finished product.

WE OFFER

- Printing
- CNC Machining, Lathe and Mill
- Print product design support
- Scanning and reverse engineering Services
- Assembly and post processing, dyeing, coloring, vapor smoothing

COMPETENCES

- Additive Manufacturing
- 3D Printing
- Supplier
- Subcontract
- MJF
- SLS
- SLA
- Polyjet
- FDM
- CNC
- Lathe
- Mill
- Drone
- UAV
- Military/ Defence
- Assembly services
- 3D Scanning and Design Services

APPLICATIONS AND MARKETS

Applications examples

- End-user parts
- Jigs, fixtures, alignment and assembly tools
- Bridge tooling
- Potting molds
- Custom 5S organizational tools
- Inspection

ADDFORM OÜ

Värvi tn 5, 10621 Tallinn, Estonia
jason.clark@addform.eu | +372 5697 5887
ADDFORM.EU

LAINISALO

EST 1990



BUSINESS OVERVIEW

Founded in 1990, Lainisalo is a leading subcontracting paint- and surface treatment shop specialising in large scale surface coating. Our customers' products can be found on all continents and conditions around the world and they represent almost all sectors you can think of consumer, medicine, military, shipping, construction, automotive and electronics to name a few.

We have a modern wet paint shop at our disposal together with a robotic painting system, and we also offer silk and tampo press services.

Our powder paint shop handles both large capacity automated painting as well as small paint jobs by hand.

ADDITIONAL SERVICES:

- Special Surface Treatments
- Expert Services and Product Development
- Logistics and Other Support Services

CORE COMPETENCIES

- Powder Painting
- Wet Painting solutions
- Ceramic Coating
- Viralsafe Coatings, own patented material
- Piranha Stealth, own patented material

BUSINESS SECTORS:

- Consumer
- Medicine
- Military
- Marine
- Civil engineering
- Automotive
- Electronics
- Robotics

LAINISALO INDUSTRIAL PAINTING OÜ

Peterburi tee 66/70, Tallinn 11415, Estonia
evelyn@lainisalo.fi | +372 525 7809

LAINISALO POWDER PAINTING OÜ

Ämma tee 78B, Iru küla, Harju maakond 74206, Estonia
eve.vahar@lainisalo.fi | +372 5884 9916
LAINISALO.EE



BUSINESS OVERVIEW

MS Balti Trafo is part of Tech Power Electronics Group (TPEG). Our location in Vändra, Estonia was founded in 1996. Company employs ~100 people and operates in a modern 5.500 m² production facility. Across six TPEG locations, the group has approximately 25,000 m² of production space and around 750 employees with experience since 1969.

We design and manufacture passive and custom magnetic solutions for critical applications in aerospace, railway, advanced industrial systems, energy and e-mobility. We support customers from concept and engineering through scalable production and after-sales support.

With experts around the world we are your reliable partner for tailored electronics — from the first sketch to after-sales support.

WE OFFER

From standard components to build-to-print industrialization, custom-engineered products, and full system integration and electromechanical assembly, we support our customers at every stage. Our in-house design and engineering capabilities include simulation, prototyping, validation, and design-for-manufacturability, ensuring smooth transitions from concept to scalable production.

We are offering different supply chain solutions depending on specific customer needs

Whether you need a ready-to-use part, a trusted partner to industrialize your concept, or end-to-end support from idea to production, TPEG adapts to your process and performance goals.

CORE COMPETENCIES

- Custom transformers & chokes
- Prototyping to serial production
- Application-specific engineering
- Potting, varnishing, PCB assembly
- Fast & flexible lead times

PRODUCTS:

- Toroidal & laminated transformers
- Output & PFC chokes
- Isolation & safety transformers
- Custom inductors
- Industrial, energy, e-mobility, welding, transport

CERTIFICATES:

- ISO 9001
- ISO 14001
- ISO 45001

MS BALTI TRAFO OÜ

Vihtra tee 3a, 87701 Pärnu County, Estonia
tpee@tpe.group | +372 447 1660
WWW.TPE.GROUP

TOGETHER, WE ARE CREATING A SUSTAINABLE WORLD BASED ON OUR PASSION FOR TECHNOLOGY AND INNOVATION



BUSINESS OVERVIEW

Phoenix Contact is a global family-owned company providing innovative products, solutions, and digital expertise for electrification, networking, and automation across industries and infrastructure. With around 20,000 employees, production network and more than 50 sales subsidiaries worldwide, we combine global presence with local support. Together with our partners, we develop future-ready solutions based on advanced connection and automation technologies. Our products, engineering expertise and services support sustainable progress in transportation, e-mobility, renewable energy, smart grids, clean water management and energy-efficient manufacturing.

WE OFFER

The product range consists of components and system solutions for generating, transporting, and distributing energy, for device manufacturing and machine building, and for control cabinet building. Our offering includes:

- PCB terminal blocks, PCB connectors, cable connection technology, and installation accessories
- Terminal blocks, electronic interfaces, power supplies, automation and control systems, safety solutions and surge protection
- Products, systems, and solutions supporting digital transformation

As a leading provider of device connection technology, we deliver solutions for signal, data, and power transmission, complemented by configuration tools and custom product development. From concept to series production, we are your trusted Design-in partner.

CORE COMPETENCIES

- Industrial Automation & Control Systems
- Electrification & Connectivity
- Cybersecurity & Safety
- Digitalization & Cloud Services
- Sustainable Innovation
- Global Customer Proximity

APPLICATIONS AND MARKETS

- Building automation
- Factory automation
- Charging infrastructure
- Communication infrastructure
- Renewable energies
- Process automation
- Transportation infrastructure
- Video surveillance
- Solutions for electrical installations
- Energy and energy efficiency
- Industrial security
- Smart city
- Battery energy storage
- Data center
- Direct current grids

PHOENIX CONTACT

Tartu str. 74, 10144 Tallinn, Estonia
balticinfo@phoenixcontact.com
+372 520 4452
WWW.PHOENIXCONTACT.COM

AURIGHTEC



BUSINESS OVERVIEW

Our modern facility, inaugurated in 2018, is designed with client needs in mind. We are committed to supporting our established customers while building new partnerships that create long-term value. With 30+ years of experience in telecommunications, it remains an important part of our operations to this day. In the last 10 years, we have developed our expertise in the multimedia and automotive market segment. Automotive electronics, LED-lighting applications, and mission-critical communication equipment are our most dynamic fields of activities. Meanwhile, we participate in the worldwide trend of connectivity and green energy development.

WE OFFER

Aurightec provides end-to-end electronics manufacturing services (EMS), from product design support and prototyping to delivering finished products directly to the end customer. Our expertise covers low- and medium-volume, medium- and high-mix PCBA production, subassembly and system assembly, testing, new product introduction, lifecycle engineering, test system development, sourcing, supply chain management, logistics, repair, and aftermarket services.

Aurightec is committed to consistently high quality, reliable delivery, and continuous improvement. Our management systems and daily operations are aligned with internationally recognized standards.

SEGMENTATION

Today, we support customers across three main sectors: Automotive, Critical Communication Systems in Telecom, and Industrial.

KEY FACTS

- 30 years of experience with 3400 m² production space + possibility to quickly expand to 6900 m²
- 200 employees
- PCBA manufacturing with 5 modern SMT lines and 2 selective soldering lines
- Fully automated inline control
- Complex Box build assembly
- Supply chain services
- Test development
- NPI , Industrialization and DFX
- Key partnership with big European R&D houses.

AURIGHTEC

Suur-Paala 19, 11415 Tallinn, Estonia
Oleg Sorokin
oleg.sorokin@aurightec.eu
+372 5680 6738
contact.europe@aurightec.eu
sales@aurightec.eu
+372 5684 9000
WWW.AURIGHTEC.COM

EMS

Photos: Renee Altrov

Estonian Electronics Industry
Nordic. Efficient. Innovative

BUSINESS OVERVIEW

At GPV, we enable you to accomplish more through excellent performance across the high-mix EMS value chain. Our ambition is clear and straight-forward: We must be the most trusted, powerful, and top-of-mind EMS partner to our customers.

GPV is the partner of choice for industrial electronics manufacturing in segments of Industrial technologies, Building Tech, Transportation, Measurement&Control, CleanTech, Medical Technologies, HighTech Consumer. Our focus is customer satisfaction through solid Quality-Delivery-Cost performance.

As one of the largest employers in South of Estonia, GPV Estonia is part of GPV Group. GPV Group has 14 manufacturing and engineering units across the world in Europe, Asia and Americas.

GPV Estonia provides a full range of Lifecycle Services starting from early engineering support, serial manufacturing and after-sales services to logistics and supply chain management. Our world-class offering includes electrical and mechanical design andengineering, fast prototyping, new product introduction (NPI), cost reduction services, test system development, printed circuit board (PCB) and box build assembly, system assembly as well as product repair and maintenance.

In addition to electronics at GPV Estonia, GPV Group has in-house cable harness and mechanical production.



KEY FACTS

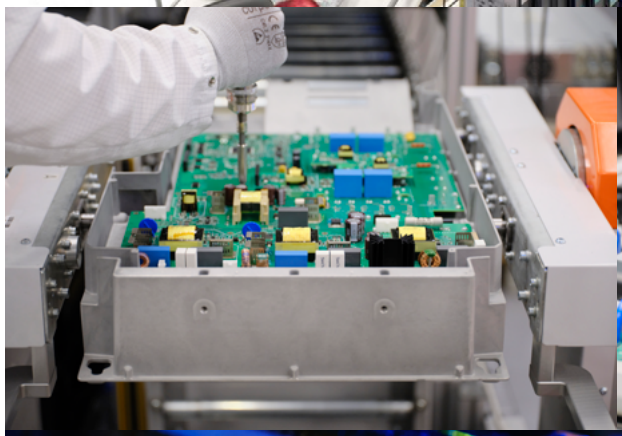
- Personnel - 850
- Total area - 15 000m^2
- Active products - 1300

MAIN SERVICES

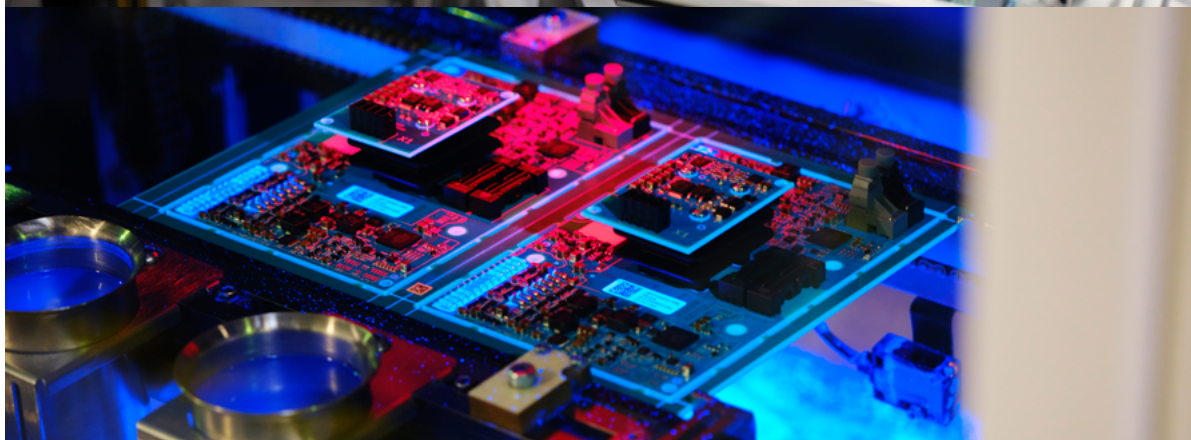
- PCBA and box build assembly
- Test system development
- Supply chain and logistics services (buffers, safety stocks, VMI etc)

CERTIFICATES

- ISO 9001 - Quality Management
- ISO 14001 - Environmental Management
- ISO 45001 - Health and Safety Management
- ISO 22163 - Railway quality management system







EMS

GPV ESTONIA

Valga mnt 7a, 61504 Elva, Estonia
+372 5620 6864 | anti.korve@gpv-group-com
GPV-GROUP.COM

INCAP



BUSINESS OVERVIEW

At Incap Electronics Estonia, we deliver agile and cost-effective electronics manufacturing services for industrial, medical and technology-driven applications, with key strengths in power and energy systems, industrial electronics, monitoring and metering, and emerging defence-related solutions.

Our entrepreneurial mindset and decentralised operating model keep decision-making close to the customer, enabling faster decisions and agile cooperation. We support customers from prototyping and industrialisation to stable serial production, with most output exported across Scandinavia, Europe and North America.

As part of Incap Corporation, with factories in Estonia, India, Slovakia, the UK, the USA, Germany and Romania, and offices in Finland and Hong Kong, we provide local support and global reach.

Sustainability is embedded in our operations through energy-efficient production, responsible sourcing and continuous improvement.

WE OFFER

- **Prototype to serial production —** end-to-end support from engineering and NPI to logistics.
- **Box-build integration —** complex assemblies delivered as complete, ready-to-deploy products.
- **NPI and controlled ramp-up —** prototyping, testing and industrialisation for a smooth move into serial production.
- **Custom engineering support —** tailored solutions for manufacturability, efficiency, and long-term reliability.

CORE COMPETENCIES

- Prototyping & NPI
- PCB assembly & high-mix manufacturing
- Box build & product integration
- Testing, calibration & electronics protection
- Engineering & lifecycle support

KEY FACTS

- 26+ years of electronics manufacturing experience
- 7,300 m² production facility in Kuressaare
- High-mix, low-to-medium-volume manufacturing
- Part of Incap Corporation's global manufacturing network

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 13485:2016
- ABS Manufacturing Assurance Certificate

INCAP ELECTRONICS ESTONIA

Tehnika 9, 93815 Kuressaare, Estonia
salesestonia@incapcorp.com
+372 45 217 23
INCAPCORP.COM

EMS

INISSION

ONE PARTNER FOR ELECTRONICS, MECHANICS AND COMPLETE ASSEMBLIES.



BUSINESS OVERVIEW

Inission Tallinn is an integrated manufacturing partner with two specialised facilities in Estonia. Together, we combine electronics manufacturing, electromechanical assembly and precision sheet metal production within one organisation, allowing customers to manage a larger share of their product manufacturing through one accountable partner. We work with customers across industrial electronics, medical technology, machinery and equipment, typically supporting technically demanding products with long lifecycles and high requirements for quality and continuity.

As part of Inission Group, listed on Nasdaq Stockholm Main Market and operating in 8 countries, we stay close to customers locally while providing access to additional capacity and specialised capabilities across the Group.

WE OFFER

- **One integrated manufacturing partner —** electronics, mechanics and complete assemblies managed within one organisation, with fewer supplier interfaces and clearer responsibility.
- **Efficient NPI and ramp-up —** engineering and test support from prototype and NPI through to serial production.
- **Complete product solutions —** box-build, system integration, functional testing, final configuration, packaging and logistics.
- **Long-term manufacturing partnership —** stable serial production, continuous improvement and lifecycle support, with capacity and capabilities developed in line with customers' long-term plans and growth.

CORE COMPETENCIES

- Electronics manufacturing and PCBA
- Precision sheet metal fabrication and enclosures
- Box-build and system integration
- NPI, industrialisation and testing
- Aftermarket and product support

CERTIFICATES

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

INISSION TALLINN OÜ

Sõstramäe 8, 13816 Tallinn, Estonia
sales.tll@inission.com
INISSION.COM/EN/CONTACT/TALLINN/

EMS

JOTEL
DRIVEN BY ELECTRONICS

FLEXIBLE EMS PARTNER FOR INDUSTRIAL, HIGH-RELIABILITY AND DEFENCE ELECTRONICS, FROM NPI TO SERIES PRODUCTION.



BUSINESS OVERVIEW

Jotel is a flexible European electronics manufacturing services (EMS) partner supporting customers from NPI and prototyping through series production. We provide PCB assembly, box build, system integration, testing and supply chain management from our manufacturing operations in Estonia and Finland. Our focus is on demanding industrial, automation, measurement, energy and high-reliability applications, including defence and ATEX environments. Manufacturing is supported by ISO 9001, ISO 14001 and ATEX EN ISO/IEC 80079-34 certified quality systems.

WE OFFER

- **NPI & Prototyping**

Structured product industrialisation, DfM support, prototyping and NPI. Helping customers move efficiently from design to repeatable series production.

- **Electronics Manufacturing & Box Build**

SMT and THT PCB assembly, mechanical and electrical sub-assemblies, box build, system integration and flexible prototype & series production.

- **High-Reliability & Special Processes**

Manufacturing for demanding industrial, ATEX and defence applications, including selective conformal coating, potting, AOI, functional testing and IPC Class 2/3 workmanship.

QUALITY & CAPABILITIES

- ISO 9001 & ISO 14001
- ATEX EN ISO/IEC 80079-34
- IPC Class 2&3 Manufacturing
- Selective Conformal Coating & Potting
- AOI & Functional Testing
- Industrial Automation
- Measurement & Safety-Critical Electronics
- Energy & Infrastructure
- Defence & High-Reliability Electronics
- Manufacturing in Estonia & Finland

JOTEL OÜ
Peterburi tee 66, 13816 Tallinn, Estonia
info@jotel.com | +372 53098551
WWW.JOTEL.COM

EMS

NOTE

ELECTRONICS MANUFACTURING FOR DEMANDING INDUSTRIAL AND MEDICAL PRODUCTS



BUSINESS OVERVIEW

NOTE supports European OEMs from NPI and industrialisation through serial production and aftermarket services. We manufacture PCB assemblies, tested subassemblies and complex box-build products for industrial, medtech, communication and greentech applications.

Our teams support product transfers, DFM, customer-defined test implementation and production ramp-up. Advanced inspection and testing ensure consistent product quality.

GLOBAL SOURCING. LOCAL SUPPORT.

Local cooperation backed by NOTE Group's international manufacturing network and central sourcing organisation, including component lifecycle monitoring and alternative-component support.

CORE CAPABILITIES

Npi & Industrialisation
- DFM and production readiness
- Product transfer and ramp-up
- Test implementation

Manufacturing
- SMT and through-hole assembly
- Complex mechanical and electrical box build
- Programming and final assembly

Product protection
- Washing and conformal coating
- UV-curable coating
- Epoxy potting

Lifecycle support
- Component lifecycle management
- Product maintenance
- Aftermarket services

KEY FACTS

- Established in 1992
- 250 employees
- High-mix, medium-volume manufacturing
- Industrial, medtech, communication and greentech experience

CERTIFICATES

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

INSPECTION & TESTING

- SPI and inline 3D AOI
- X-ray inspection
- In-circuit and flying probe testing
- Functional testing
- Environmental stress screening

NOTE PÄRNU OÜ
Laki 2, 80010 Pärnu, Estonia
Mart.Ulm@note-ems.com
+372 5199 3974
NOTE-EMS.COM

EMS

OSHINO Electronics Estonia OÜ

FLEXIBLE EMS PARTNER | NPI & PROTOTYPING | PCB ASSEMBLY (SMT & THT) | BOX BUILD & SYSTEM INTEGRATION | SUPPLY CHAIN MANAGEMENT



BUSINESS OVERVIEW

Oshino is a family owned Japanese company. In Pärnu we opened the factory in 2005. Historical focus has been mostly on the automotive industry (interior illumination LED modules). Currently moving towards different industries - EV chargers and various consumer electronics.

Oshino has 3,200 m2 production space, currently 70 people. Oshino has been growing approximately 20% per year due to our investments and new customer segments. In 2025 OSHINO opened a brand new factory where all modern electronics manufacturing conditions are fulfilled.

WE OFFER

Our core businesses are PCB design, assembly of both SMT and TH, sourcing, high level prototyping, test equipment design.

Almost 20 years automotive experience, EV chargers, illumination solutions.

CORE COMPETENCES

- PCBA Design and engineering
- Sourcing and logistics
- Prototyping
- Batch Production
- Lifecycle management
- After sales
- SMD assembly
- AOI
- Manual assembly
- Selective and wave soldering
- Test equipment design and building

CERTIFICATES

- IATF 16949:2016
- ISO 9001:2015
- ISO 14001:2015
- Terminal Quality Management

CUSTOMER BASE

- Automotive
- Industrial
- Consumer
- Infrastructure
- IoT

EMS

OSHINO ELECTRONICS ESTONIA OÜ
Savi 20/4, 80010, Pärnu Estonia
+372 5342 2286 | info@oshino.ee
OSHINO.EE

OUMAN

ELECTRONICS MANUFACTURING FOR INDUSTRIAL AND RESIDENTAL HVAC PRODUCTS.



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

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

CORE COMPETENCIES

- Manufacture of control devices for heating and ventilation equipment.
- The devices are mostly
- designed by Ouman.
- 140 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
- ISO 45001:2018

CLIENT PORTFOLIO

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

EMS

OUMAN ESTONIA OÜ
Kalevi põik 7, 93815 Kuressaare, Estonia
info@ouman.ee | +372 452 4405
OUMAN.EE

SCANFIL







BUSINESS OVERVIEW

Scanfil is Europe's leading electronics manufacturing services (EMS) company and a trusted manufacturing partner for global customers in Industrial, Energy & Cleantech, and Medtech & Life Science markets.

With manufacturing facilities in Europe, Asia, Australia and North America, Scanfil provides an extensive range of services from product design support and industrialization to manufacturing, testing, supply chain management and lifecycle services. Scanfil's vertically integrated operating model enables quality, flexibility and cost efficiency throughout the product life cycle.

WE OFFER

Scanfil Pärnu is a vertically integrated manufacturing site combining electronics, mechanics and cable assembly under one roof. The factory offers a broad range of engineering and manufacturing services, supporting customers from new product introduction and prototyping to full-scale production and system integration.

Core capabilities include SMT and PCB assembly, sheet metal and busbar manufacturing, cable assembly, mechanical assembly, surface treatment processes, testing and system integration. With more than 600 employees and 19,500 m² of production space, Scanfil Pärnu provides flexible and efficient manufacturing solutions for demanding industrial and technology sectors.

CORE COMPETENCES

- Electronics Manufacturing (PCBA & Testing)
- Sheet Metal & Busbar Manufacturing
- Cable Assembly
- Mechanical Assembly
- System Integration
- Engineering Services (NPI, DFM, Prototyping)
- Supply Chain Management
- Repairs & Refurbishment

CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001

AWARDS

- EcoVadis Gold 2025
- CyberVadis Silver 2024
- Danfoss Supplier Award 2024
- Vaisala Supplier Award 2023

EMS

SCANFIL OÜ

Vana-Sauga 40, Pärnu 80010, Estonia
info@scanfil.com | +372 5687 3666
SCANFIL.COM

TDR



BUSINESS OVERVIEW

TDR provides tailored, high-quality and flexible manufacturing services for top tier customers in electronics and electromechanical industries. TDR was founded in 2011 and today has operational sites in Pärnu, Estonia and Kemi, Finland and sales activities in Tallinn, Estonia.

WE OFFER

TDR Assembly Services offer turnkey solutions from prototypes to complete and fully tested final products. TDR is valued strategic manufacturing partner to its customers. Wide capability portfolio contains products such as automation equipment, electromechanical cabinets, power systems and robot control units.

TDR Repair and Testing Services offer high expertise and competence in repair and testing for customers in telecom and industrial electronics segment.

CORE COMPETENCIES

- Manufacturing Services
- Box Build
- Electrical Assemblies
- Electronics Assemblies
- Mechanical Assemblies
- Repair and testing Services
- Telecom and Industrial electronics

CERTIFICATES

- ISO 9001
- ISO 14001

EMS

TDR ESTONIA OÜ

Pärlimõisa tee 2, 80010 Pärnu, Estonia
info@tdr.fi
TDR.FI

TEPCOMP professional electronics



BUSINESS OVERVIEW

TEPCOMP is an experienced and innovative contract manufacturer specializing in professional Electronics Manufacturing Services (EMS). With 40 years of expertise, we are dedicated to delivering reliable and agile services to our customers throughout the entire product life cycle.

TEPCOMP's modern production facilities locate in Turku, Finland and Kuressaare, Estonia, allowing us to efficiently serve our local and global customers. Both plants are renowned for their flexible operations and advanced manufacturing technology. Responsible use of resources, reduction of material waste, reuse and recycling are at the heart of our operations. We are committed to the principles of sustainable development and continuous improvement ensuring that our operations meet industry standards and contribute to a sustainable future.

WE OFFER

Tepcomp has a long and successful history in the professional electronics manufacturing, serving domestic and international customers across various industries. Our vast experience in working with global companies and our robust quality system make us an ideal partner for demanding industrial and medical device manufacturing.

We have a thorough understanding of the industry-specific requirements, which allows us to provide high-quality customer-focused solutions. We have successfully implemented complex, tailored solutions that demonstrate our extensive expertise.

We can help you streamline your operations and enhance efficiency to reach your business goals.

CORE COMPETENCES

- Engineering Support
- Sourcing
- NPI- New Product
- Introduction
- Manufacturing &
- Quality Assurance
- Warehousing &
- Logistics
- After Sales &
- Lifecycle extension

CERTIFICATES

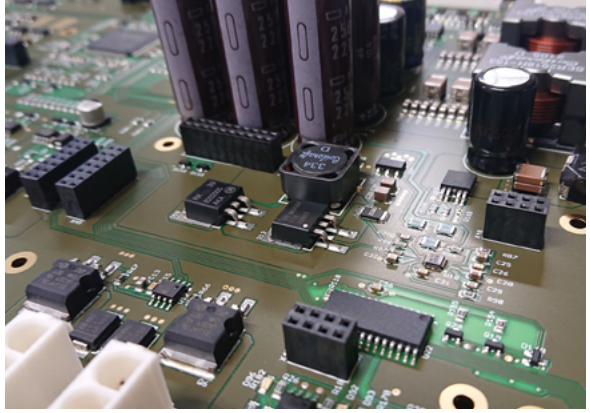
- ISO9001 quality standard
- ISO14001 environmental standard
- ISO13485 medical devices standards

TEPCOMP GROUP

Pihtla tee 43, 93815
Kuressaare, Saaremaa,
Estonia
sales@tepcomp.fi | +358
(02) 275 8300
TEPCOMP.FI

EMS

Tradex



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 LED illuminated advertising letters

ADDITIONAL AND ANCILLARY ACTIVITIES:

- Powder Coating

CORE COMPETENCIES

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

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

TRADEX AS

Lähtru tee 25e, 90802 Palivere, Lääne-Nigula parish, Laanemaa county, Estonia
tradex@tradex.ee | +3724720470
TRADEX.EE

EMS

ARTEC DESIGN



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, Switzerland, 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 medical as well as smart home solutions among others.

WE OFFER

- Schematic design and PCB layout
- FPGA design
- Embedded Linux and firmware development
- Industrial design
- Prototyping and production

FROM IDEA TO PRODUCT

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

KEY FACTS

- 28+ years
- 150+ clients
- 500+ projects
- 65,000+ devices

PRODUCT EXAMPLES

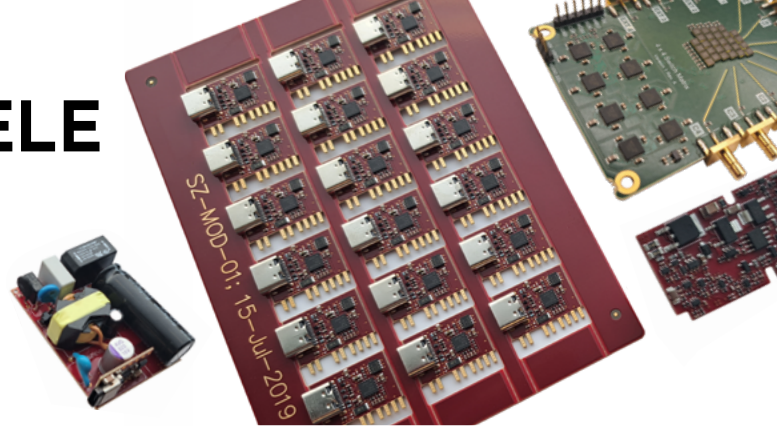
- EMV ticketing systems
- Scientific equipment
- Smart home products
- Motor control boards
- E-paper signage
- VLC & FSOC devices
- European Space Agency's projects



ARTEC DESIGN OÜ

Akadeemia 21/1, 12618 Talinn, Estonia
info@artecdesign.ee | +372 671 8550
ARTECDESIGN.EE

CONVELE



BUSINESS OVERVIEW

The passion of Conversion Electronics is to create value by offering high quality electronics design services.

SYSTEM DESIGN

- Feasibility Studies
- High Level Architectural Design
- Compilation of Technical Specifications

HW DESIGN

- Simulations
- Schematic Capture
- PCB Layout

PROTOTYPE PRODUCTION

- Production Management
- Testing and Verification
- DFM, DFA, DFT

CONSULTATION

- Compliance to Standards - EMC, Safety
- Quality Management Systems
- Accreditation
- Technical Marketing

CORE COMPETENCIES

- Power Electronics
- IoT
- RF
- Embedded Systems
- Mixed Signal

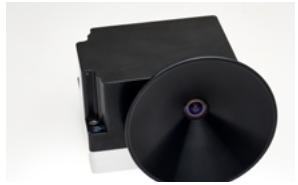
CONVERSION ELECTRONICS

info@convele.eu | +372 553 3080
WWW.CONVELE.EU

insero
design and engineering







BUSINESS OVERVIEW

Established in 2012, Insero OÜ is an engineering company specializing in machine design, product development, and prototyping. We serve a broad range of industries with expertise in custom mechanical solutions.

WE OFFER

Machine Design and Engineering
We specialize in the design and development of custom machinery for various industries, from automated assembly lines to precision positioning systems.

Product Development
Whether creating a new product or enhancing an existing one, we bring ideas to life through rapid prototyping using various technologies. In addition, we incorporate Design for Manufacturing (DFM) principles to ensure that the products are optimized for large-scale production without compromising quality.

3D Scanning and Digitalization
Our 3D laser scanners enable detailed, accurate models for industrial and infrastructural projects. From large-scale industrial facilities to intricate machinery parts, we ensure precise integration in every project.

BUSINESS SECTORS

- Electronics
- Medical
- Space
- Consumer
- Marine
- Manufacturing

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018,
- AQAP 2110:2016

CORE COMPETENCIES

- Assembly automation
- Fixtures and jigs
- Product enclosure design
- Custom industrial machinery
- 3D-scanning

Engineering

INSERO OÜ
Ehitajate tee 114, 13517 Tallinn, Estonia
info@insero.ee | +372 622 9505
INSERO.EE

KASKOD MTRONIX



BUSINESS OVERVIEW

Kaskod-Mtronix OÜ develops and manufactures electric drive systems and embedded electronics for concrete cutting systems (brand «CUTTRONIX») and serial hybrid and mechatronic transmissions . Our core technology is the switched reluctance machine. We design SRM traction motors and SRG generators with integrated power electronics, digital control and gearing: 96-97% efficiency, IP68, CAN interface, liquid cooling, up to 500 kW, 200-800 V. Having no magnets and no rotor winding, SRM/SRG are free of rare-earth cost and supply risk, simple to produce, highly reliable, easy to repair, and efficient over a wide speed range. On this base we build serial hybrid and mechatronic transmissions for wheeled and tracked vehicles: engine-driven generator, independent wheel or track drives, energy storage (battery, supercapacitor or kinetic), regenerative braking and an electronic differential - system efficiency above 95%, fuel savings up to 40%.

WE OFFER

We offer a full range of services for the development, manufacture and support of customised electric drive systems and embedded electronics — from concept and prototype to series production. Switched Reluctance Motors / Generators (SRM/SRG) with integrated electronics, digital control and gearing, for low, medium and high RPM applications Serial hybrid and mechatronic transmissions for wheeled and tracked vehicles, with electronic differential and energy recovery Embedded computers, microprocessor controllers, I/O and DSP modules Power electronics: converters, inverters and motor control units Mechanical engineering: gearboxes, housings, FEA and 3D design Embedded software: firmware, drivers, libraries and development tools Constant improvement, optimal efficiency and an environmental conscience you will always meet in our company.

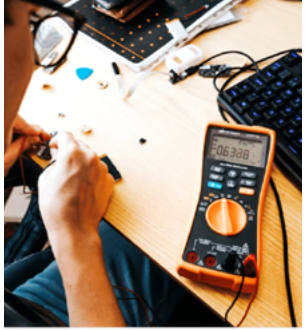
CORE COMPETENCIES

- Hybrid & Mechatronic Transmissions
- Switched Reluctance Motors / Generators
- Motor Control Systems
- Power Electronics
- Embedded Systems
- Digital Signal Processing
- Software Development

Engineering

KASKOD-MTRONIX OÜ
Posti 27, Loksa, 74805
Harjumaa, Estonia
info@kaskod.ee
+372 5196 0048
+372 533 8677

Krakul | BERCMAN ENGINEERING





PRODUCT DEVELOPMENT TAILORED TO YOUR NEEDS

BUSINESS OVERVIEW

Krakul | Bercman Engineering is a product development partner for companies creating advanced electronic products and autonomous systems. We unite electronics, embedded software, mechanical and industrial design, system architecture and connectivity in one experienced team.

We take products from concept and prototype to production or add the expertise and capacity your R&D team needs. Our transparent process aligns engineering decisions with business goals, user needs, cost targets, compliance and manufacturability from the start. Since 2013, Krakul has delivered more than 100 projects for clients worldwide in diverse and technically demanding industries. Krakul is part of Bercman Technologies, listed on Nasdaq Baltic First North.

WE OFFER

- Product conceptualisation — ideas turned into clear requirements, architecture and an actionable plan.
- Electronics design — reliable, scalable electronics, PCB design and embedded firmware.
- Software development — embedded, cloud, web and mobile solutions.
- Industrial design — user-focused mechanical design built for usability and manufacturing.
- Manufacturing & support — sourcing, pilot builds, production scaling and lifecycle support.
- Compliance & certification — testing, documentation and guidance for global market access.

INDUSTRIES

- Defence & aerospace
- Sustainable energy
- Robotics
- Industrial systems
- MedTech & medical devices
- Autonomous vehicles
- Smart cities & micro-mobility

KRAKUL OÜ

Pärnu mnt 186, 11314 Tallinn
info@krakul.eu
+372 558 3208
KRAKUL.EU

superhands







INNOVATIVE AND SCALABLE IOT SOLUTIONS

BUSINESS OVERVIEW

Superhands empowers companies and cities with smart technologies that drive innovation and efficiency. We plan, develop and support IoT (Internet of Things) products throughout their lifetime - from electronics and software to certification, industrialization, manufacturing and quality. Our experience spans mobility, tracking, camera and sensor systems, Smart City, health-tech, robotics and applied AI. Special skills include extremely compact and energy efficient solutions development.

WE OFFER

- **Product Partnership:** Long-term technical ownership from product planning and architecture to lifecycle support.
- **Electronics and Software:** Custom devices, embedded systems, connectivity, cloud platforms and mobile applications.
- **Industrialization and Certification:** Design transfer, compliance planning and preparation for scalable production.
- **Quality and Supply:** Test platforms for production monitoring plus established manufacturing and sourcing partners.
- **Robotics and AI:** Robot integrations, machine vision and intelligent automation for practical business use cases.
- **Domain Solutions:** Connected products for mobility, tracking, camera, sensor, Smart City and health-tech applications.

CORE COMPETENCIES:

- Mobile connectivity,
- Custom sensors
- Firmware development
- Electronics and embedded systems development
- Product lifecycle management
- Connected software platforms
- Industrialization and certification
- Production quality and testing
- Manufacturing and sourcing
- Robotics
- Applied AI solutions

OUR PRODUCTS

Alongside partner products, we offer our own SuperSpot product line for:

- Road and weather monitoring
- Indoor climate monitoring
- Camera-less pedestrian and vehicle counting

SUPERHANDS OÜ

Laki 5, 10621 Tallinn, Estonia
info@superhands.ee
+3725179277
SUPERHANDS.EE

METROSERT

Smart and precise future



BUSINESS OVERVIEW

Metrosert is Estonia's National Metrology Institute and Applied Research Center. We help electronics manufacturers and technology developers measure accurately, solve technical challenges and validate products.

WE OFFER

We provide accredited calibration for over 200 types of measuring instruments, including electrical, time and frequency, temperature and dimensional measurements.

Our metrology R&D team develops measurement methods and capabilities for challenges beyond routine calibration. Training and consultation help companies improve measurement practices.

The Applied Research Center supports industrial partners with applied research, product development, testing and validation in drone and semiconductor technologies, autonomous mobility, hydrogen technologies, biorefining and health data.

TESTING AND DEVELOPMENT FOR ELECTRONICS AND UNMANNED SYSTEMS

Metrosert's Drone Technology Unit facilitates the development and validation of unmanned air, land and maritime systems, encompassing everything from individual components and onboard electronics to fully assembled platforms.

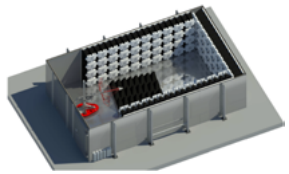
Our laboratory facilities help companies assess environmental durability, reliability, electromagnetic compatibility, and radar signature, giving you confidence in your product's performance before entering demanding environments.

CORE COMPETENCIES

- Accredited calibration of measuring instruments
- Metrology research and development
- Applied research and product development
- Training and consultation

TECHNOLOGY FOCUS

- Electronics and semiconductors
- Unmanned vehicles (UxV) and support systems: laboratory testing and research
- Autonomous systems



ElectroMagnetic Compatibility: 3-meter test distance



Vibration Test System chamber

LABORATORY CAPABILITIES

- Environmental testing: temperature, altitude, dust and corrosion
- Mechanical testing: vibration and acoustics
- Accelerated reliability testing: HALT and HASS
- Materials and electronics testing

LABORATORY CAPABILITIES TO BE ADDED TO THE SERVICE PORTFOLIO IN Q4 2027

- Electromagnetic compatibility: emissions and immunity
- Radar cross-section measurements
- Large drive-in climate environmental testing

CHIP COMPETENCE CENTER

We support fabless companies and businesses developing their own application-specific integrated circuits (ASICs), providing chip design expertise in three core areas:

- Hardware security — protecting chips against cyberattacks
- Chip testing and safety — assessing quality and reliability
- Functional verification — checking that chip designs meet specifications

METROSERT.EE

Contact us today to discuss your development or testing needs and check our current laboratory availability, and let us support your project.

METROSERT AS

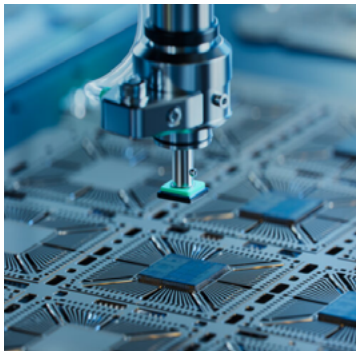
Teaduspargi 8, 12618 Tallinn, Estonia
+372 5667 8866 | tallinn@metrosert.ee, labs@metrosert.ee
METROSERT.EE



Climate chamber

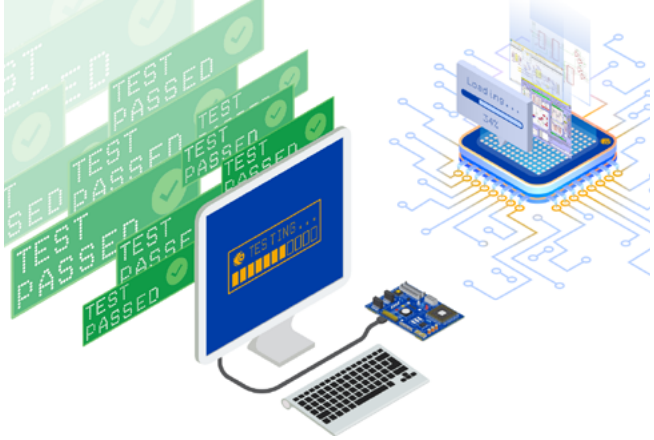


HALT/HASS



Testonica

WE HELP CUSTOMERS DELIVER HIGH-QUALITY FPGA-BASED PRODUCTS



BUSINESS OVERVIEW

Since 2005, we help our customers to design and test FPGA-based products. Our Quick Instruments framework keeps everyday PCBA testing costs down for many high-end customers around the globe, including industrial leaders in telecom, video processing, aerospace, defense, industrial, medical, automotive, and more.

Thanks to 20 years of industrial experience with hundreds of FPGA and JTAG-based solutions delivered worldwide, we possess a huge in-house library of test & measurement instrumentation IPs. Our everyday deep focus on FPGAs invites customers to order tailored FPGA-based designs of any kind. IJTAG-related DFT test access architectures for ICs is also our prime competence.

WE OFFER

- **FPGA firmware:** AMD/Xilinx, Altera, Lattice, Microchip, Gowin, Efinix
- **Embedded Systems:** SW / HW development
- **Test & Measurement:** Functional Test, Flying Probe Test
- **JTAG / Boundary Scan:** Deep expertise in IEEE 1149.1
- **IEEE1687 IJTAG:** Development of advanced DFT solutions
- **Test strategy:** optimization and testability improvement

TESTONICA.COM

KEY FACTS

- 20 years of innovation
- Patented technology
- Customers in 20+ countries

COMPETENCIES

- FPGA design
- Agentic AI development
- VHDL & Verilog
- Test & Measurement
- Functional Test
- Embedded Instrumentation
- Boundary Scan
- Flying Probe Test
- IJTAG / IEEE 1687
- JTAG / IEEE 1149.1
- Fault Tolerance
- Fault Management

Engineering

TESTONICA LAB OÜ
Akadeemia tee 15A, 12618 Tallinn, Estonia
info@testonica.com | +372 5333 2551
TESTONICA.COM

DEMEK CNC



BUSINESS OVERVIEW

Demek CNC supplies metal processing machine tools, accessories, equipment and automation solutions. We provide a complete solution that includes the selection of equipment necessary for production, its installation and maintenance, technology development, training, programming and automation of production. Our key advantages are competence, flexibility, and response speed, along with experienced employees who have been working in this field for up to 30 years.

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.
- Vention aluminum profiles and equipment made from profiles, mainly for automation
- Cajo laser marking machines.

BRANDS

- DMG MORI
- Universal Robots
- Mobile Industrial Robots
- Robotiq
- OnRobot
- Vention
- Cajo

OUR PRODUCTS

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

Equipment

DEMEK CNC OÜ
Artelli 8c, 10621 Tallinn, Estonia
info@demek.ee | +372 520 9121
DEMEK.EE

elbest

FOR A BETTER WORK ENVIRONMENT DEDICATED TO HUMAN WORKSPACE



BUSINESS OVERVIEW

We have 20 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

BRANDS

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

OUR PRODUCTS

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

ELBEST KAUBANDUS OÜ
Männiku tee 104/1, Männiku Ärimaja, 11216 Tallinn, Estonia
+372 675 5404 | info@elbest.ee
ELBEST.EE



Electrotech



BUSINESS OVERVIEW

Electrotech SMT OÜ connects electronics manufacturers with quality pre-owned production equipment worldwide. Whether a company is selling surplus machinery or investing in its next machine or production line, we provide market knowledge, technical coordination and access to an international network of buyers and sellers.

WE OFFER

- Buying and selling of pre-owned SMT and electronics manufacturing equipment
- Global sourcing of individual machines and complete production lines
- Equipment valuation and technical inspection coordination
- Installation and service support through experienced partners

CORE COMPETENCIES

- Fast access to international buyers and available machinery
- Experience across SMT, Test and FA equipment
- Practical coordination from first discussion to equipment handover

KEY FACT

- A network of more than 1,500 factories and companies supports our ability to source equipment and connect surplus assets with new users.

BUYING OR SELLING SMT EQUIPMENT?

Scan to explore available machinery or offer us equipment for sale.

ELECTROTECH SMT OÜ

Estonian office Valukoja tn 8/2, Harju maakond, 11415 Tallinn
German office Leipziger Platz 15, 10117 Berlin, Germany
hello@electrotech.ee | +372 660 1020
ELECTROTECHSMT.COM

INTERFLUX® EESTI
Elektroonikatööstuse seadmed ja materjalid



BUSINESS OVERVIEW

Interflux Eesti OÜ 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

CORE COMPETENCIES

- Interflux® soldering process materials.
- ERSA Manual soldering and rework stations, Soldering machines.
- KOLB Cleaning machines, Cleaning chemistry.
- SAKI 2D and 3D AOI.
- ESSEMTEC Pick and Place, Dispensing, Storage & Software.
- COATFLOW Dispensing and Curing solutions.
- PIERGIACOMI ESD Hand tools.
- Technical support and advice.

OUR PRODUCTS

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

INTERFLUX EESTI OÜ

Piiri 9, 76610 Keila, Estonia
office@interflux.ee
INTERFLUX.EE

IPTE Experts in factory automation



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 of 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:

- Assembly solutions
- Production systems
- Test solutions

CORE COMPETENCIES

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

CERTIFICATES

- ISO 9001

IPTE AUTOMATION OÜ

Peterburi tee 34/11A, 11415 Tallinn, Estonia
info@ipte.com | +372 6 391 770
IPTE.COM

PEREL

VALUED EXPERT IN ELECTRONICS, AUTOMATION & ESD SOLUTIONS



BUSINESS OVERVIEW

For over 30 years, Perel Eesti AS has been powering the Baltic industrial electronics ecosystem. Founded in 1992 and headquartered in Tallinn, we are part of the Finnish family-owned Perel Group OY (est. 1970), a combination that brings Nordic supply chain reliability together with hands-on local expertise. Today we serve manufacturers and integrators across Estonia, Latvia, and Lithuania.

With direct partnerships across more than 120 world-class manufacturers, we are the partner that Baltic industries trust when precision, availability, and technical depth are non-negotiable.

WE OFFER:

- **Industrial electronics & power solutions** built to perform in the most demanding environments.
- **Automation & electromechanical components** from world-leading brands: switches, relays, connectors, and beyond.
- **High-precision sensors & measuring instruments** engineered for zero-compromise quality control.
- **ESD protection systems** that keep your most sensitive production lines safe and compliant.
- **Expert technical consultation:** we don't just find what's available, we find what's right.
- **Fast, reliable delivery:** 1–2 days from our Tallinn warehouse, up to 1 week from our central warehouse in Hyvinkää, so your production never waits.

COMPONENTS

- Switches / Buttons
- Relays / Contactors
- Terminal Blocks
- Connectors
- (Super)capacitors
- Fuses / Breakers
- EMC Filters
- Buzzers & Sirens

POWER & ENERGY

- Power Supplies / Batteries
- DC / DC Converters
- LED Lamps and Strips

TEST & MEASUREMENT

- Electrical Meters
- Sensors / Data Loggers
- Digital Microscopes

HMI & INTERFACE

- HMI Screens / Displays
- Keyboards / Joysticks

ESD & CLEANROOM

- ESD Protection
- Cleanroom solutions

PRODUCTION

- SMD Production Lines
- Laser Marking / Welding
- Fume Removal Devices
- Drying, Vacuum, Storage
- Industrial Furniture

PEREL EESTI AS

Mustamäe tee 62, 12916 Tallinn, Estonia
info@perel.ee | +372 699 8840
PEREL.EE

SINCOTRON

BUSINESS OVERVIEW

Established in 2005, Sincotron OÜ is one of the leading electronics suppliers in Baltics & Nordics with 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

- Full service in electronics, from a single pair of ESD gloves to a fully installed SMT line.
- Long expertise in inspection & testing.
- Team of experienced application engineers

CORE COMPETENCIES

- Stencil factory
- SMT equipment
- Inspection
- Testing
- Soldering robots
- Cleaning
- Board handling
- Thermal profiling
- Dry cabinets
- ESD products

Delvitech Horus AI 3D AOI + SPI machine.

- Horus is the first AI-Native platform designed to begin a new generation of AOI and SPI for SMT productions, with true 3D precision, featuring all possible inspections in the process of PCB assembling with a single platform.
- Horus machine in Sincotron demo room, book a demo time!



SPEA · ITW EAE · DELVI TECH Artificial Intelligence Applied to AOI · ELMOTEC · comet yxlon · Vanstron PCB assembly & traceability

Equipment

SINCOTRON STENCILS

BUSINESS OVERVIEW

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.

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

CORE COMPETENCIES

- Laser cut stencils
- Multilevel stencils
- Large stencil capability
- Stencil repair

CLIENT PORTFOLIO

- 100+ active customers globally



Our custom made brand new LPKF Microcut 60120XL located in Viimsi

SINCOTRON OÜ
Kaluri tee 5, 74001, Haabneeme, Viimsi, Harjumaa, Estonia
+372 68 25 165 | +372 68 25 166
SINCOTRON.EU

WATT LASER · PREY · almit · ECD SINCE 1964 · VJ ELECTRONIX Process Control Solutions CONFIDENCE DELIVERED · THERMALTRONICS · Pillarhouse INTERNATIONAL · HESSE MECHATRONICS · NANOFLOW INCREASE THE LIFESPAN OF ELECTRONICS

Equipment

TIM-NORDIC



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.

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.

TIM-NORDIC OY

Akadeemia tee 33, 12618 Tallinn, Estonia
sales@timnordic.fi | +372 509 8153
TIMNORDIC.EU

IPA

Interconnect Product Assembly AS



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 7,200 m2 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

- IPA is a productionisation and lifecycle manufacturing partner for complex, high-reliability electromechanical products
- 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

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

CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001
- NATO AQAP 2110
- ISO/TS 22163 IRIS
- UL 508A
- EN 15085
- IATF 16949

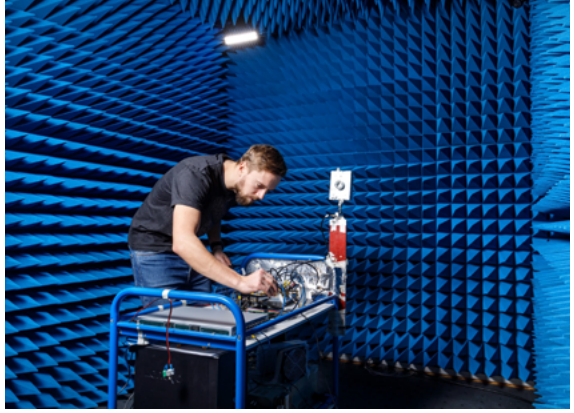
CLIENT PORTFOLIO

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

INTERCONNECT PRODUCT ASSEMBLY AS

Peetri village, Rae parish 75312 Estonia
Roman Klepikov, MB Member Roman.Klepikov@ipa.ee | +372 52 65 085
IPA.EE

Rantelon



BUSINESS OVERVIEW

Founded in 1995, Rantelon is a premiere supplier 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 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.

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

ODM

RANTELON OÜ

Põllu 132, 10917 Tallinn, Estonia
info@rantelon.ee | +372 681 3650
RANTELON.EE

Stoneridge



BUSINESS OVERVIEW

Stoneridge Electronics is a leading supplier of advanced products and systems for the automotive, commercial vehicle and off-highway markets.

We develop and manufacture solutions for many of Europe's leading vehicle manufacturers, including Volvo Group, Scania, Daimler Truck and MAN.

With a strong presence in Europe and as part of the Stoneridge Group, our Tallinn operation combines local manufacturing expertise with the capabilities of a global organization, enabling us to serve customers worldwide.

WE OFFER

Our products range from Telematics Systems and Driver Information Systems through Electronic Control Modules and Power Distribution Centres to Multiplex Systems.

CORE COMPETENCIES

- Functional safety
- Cyber security
- SMT
- Embedded Software Design and Verification
- Hardware Design
- Mechanical Design
- Product Testing and Validation
- Industrialisation
- Pre-and Final Assembly
- Testing
- Manufacturing Engineering
- Quality Control

KEY CUSTOMERS

- DAF
- Daimler
- MAN
- Renault
- Scania
- Volvo

PRODUCT PORTFOLIO

Digital Video Recording Device, Instrument Cluster, Display Systems, Telematics Units, Advanced Body & Cab ECUs, Power Distribution ECUs, Tools & Support Systems, Camera Monitor Systems

CERTIFICATES

- IATF 16949
- ISO 14001
- ISO 45001

ODM

STONERIDGE ELECTRONICS AS

Valdmäe 5, Tänassilma,
Tehnopark, Laagri alevik,
Saku vald, Harjumaa
estonia@stoneridge.com
+372 669 4080
STONERIDGE.COM

AUDES



BUSINESS OVERVIEW

The history of Audes LLC OÜ can be traced back to year 1935. The factory has been operating on its current premises since 1959. The company manufactures high quality loudspeakers for stereo systems and home cinemas, soundbars for various TV sizes and screens, as well as audio tube amplifiers. Audes LLC OÜ also produces cabinets for high end loudspeakers with various high quality surface finishes under OEM terms for the world leading audio equipment brands.

Another branch of the company's activities focuses on transformers which are produced in a broad range of form factors according to the drafts and drawings of the customer. The factory is fully equipped for producing various types of transformers in small and medium sized batches. If necessary the company can develop transformers according to the customer's requirements. In addition, Audes LLC OÜ provides assembling services for electrical units, control panels and equipment, as well as complete assemblies, quality control and packaging.

WE OFFER

- Production of transformers (Toroidal, EI, UI, 3UI, PCB mounting, ferrite, chokes)
- Production of electrical assemblies
- Production of audio equipment

CORE COMPETENCIES

- Electroacoustics
- Audio reproduction
- Experienced engineering support
- Quick and reliable production

CERTIFICATES

- ISO 9001:2015

CLIENT PORTFOLIO

- Producers of industrial electronics
- Producers of loudspeakers for high quality stereo systems and home cinemas

OEM

AUDES LLC OÜ

Pae 3a, 41533 Jõhvi, Estonia
audes@audes.ee | +372 33 95 651
AUDES.EE

ElectroAir
QUALITY AND INNOVATION
20 YEARS



BUSINESS OVERVIEW

ElectroAir goes beyond individual products, we create complete power and support solutions. From specialized equipment to fully integrated EcoSystems, our technologies help aviation, marine and other industries improve efficiency, reliability and sustainability.

In aviation, ElectroAir supports both Civil and Military sectors with a broad portfolio of Ground Support Equipment (GSE), including Ground Power Units (GPUs), frequency converters, rectifiers, mobile gas stations, aircraft air conditioning units, air starters and PIT systems. We also develop complete airport EcoSystems, integrating multiple units into one coordinated infrastructure for efficient ground operations. Beyond aviation, ElectroAir provides onshore and offshore power solutions for the Marine industry. Our expertise in power electronics also extends to EV charging, with solutions for electric vehicles and other industries where flexible, high-performance power delivery is required.

By combining engineering, manufacturing and system integration under one roof, ElectroAir delivers more than individual products. We create complete, adaptable solutions that help customers simplify operations, improve efficiency and build safer, more sustainable infrastructure for the future.

CERTIFICATES

- ISO 9001:2015
- ISO 14001: 2015
- ISO 45001:2018
- AQAP 2110:2016
- CE

WHAT WE OFFER:

In-house development, engineering, manufacturing & service.

- Frequency converters
- Battery chargers
- Rectification systems
- Laboratory & specialized power supplies

OEM

ElectroAir

Estonia, Harjumaa, Rae vald, Soodevahe, Kapteni tee 1, 75322
ElectroAir@ElectroAir.eu | +372 651 8020
ELECTROAIR.EU



ENGLO LLC IS A MEMBER OF

- Estonian Chamber of Commerce and Industry,
- Estonian Defence and Aerospace Industry Association
- Estonian Electronics Industries Association
- Tallinn Science Park Tehnopol

We are active in design and 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.

OUR PRODUCTS

- Blasting machines and line ohmmeters.
- Remote blasting machines.
- Vehicle sensors for blasting initiation.
- Drone initiators.
- Nonel initiators.
- Vehicle sensors for security and area surveillance.
- Traffic counters.
- Radiation measuring devices.
- Radiation gates.
- Light-weight deflectometers.
- Pavement walking and stationary profilometers. Leveling systems for graders and bulldozers.

More on our website

OUR SERVICES

- R&D and production of customer specified devices.
- Maintenance and repair of own products.
- Consulting.

ENGLO LLC OÜ
Akadeemia tee 21/1, 12618 Tallinn, Estonia
info@englo.ee | +372 670 2444
ENGLO.EU

Brandner Electronics



BUSINESS OVERVIEW

Brandner Electronics OÜ is a printed circuit board (PCB) manufacturer specializing in prototypes and small-series production. With roots in the industry dating back to 1997, the company started its operations in August 2025 and is today the only PCB manufacturer in Estonia.

We provide fast and flexible manufacturing solutions for electronics developers and manufacturers, supporting projects from the early stages of development through to functional prototypes and small production runs.

Brandner Electronics is part of an international group headed by Polymatech Electronics Ltd. and operates in Paide, Estonia.

WE OFFER

- PCB prototype manufacturing
- Small-series PCB production
- Fast and flexible manufacturing
- PCBs with up to 24 layers
- FR4, Rogers and Aluminium
- Advanced PCB manufacturing: blind and buried vias, backdrilling, blind milling, and edge beveling.
- High-quality European-sourced materials
- Support for early-stage product development
- Solutions from initial concept to functional prototype
- Fast response times and hands-on support
- Reliable production with a strong focus on quality and short lead times

CERTIFICATES

- ISO 9001:2015
- IPC-A-600 certified personnel
- UL-certified PCB production

Brandner Electronics OÜ
Tööstuse 17, 72720 Paide, Estonia
(+372) 38 46320
electronics@brandner.ee
BRANDNER.EE

EFC

TRUSTED PARTNER FOR HUNDREDS OF CUSTOMERS



BUSINESS OVERVIEW

EFC is a leading Nordic partner in wire harness manufacturing, providing high-quality wire harnesses and electromechanical assemblies from production facilities in Tallinn, Estonia and Vaasa, Finland.

Together with its sister companies, EFC forms one of the largest wire harness groups in the Nordic region, serving customers across a wide range of industries.

Through close cooperation with the world's leading component suppliers, EFC combines competitive pricing with fast and flexible deliveries. From design support and prototyping to series production, EFC delivers tailored solutions that help customers accelerate development, simplify sourcing and ensure reliable manufacturing support throughout the product lifecycle.

WE OFFER

- Cables with a cross-sectional area of AWG28 (0.08 mm2)-300 mm2
- Anything from individual prototypes to orders of tens of thousands of pieces
- Anything from simple cables to complex wire harnesses
- Wire harnesses for industrial machinery and special vehicles
- Design and product development of wire harnesses
- Outsourcing manufacturing enabling you to focus on your core business

PRODUCTS AND SERVICES

- Manufacturing of cable assemblies and wire harnesses
- Assembly services and outsourced comprehensive services
- Design and documentation

CERTIFICATES

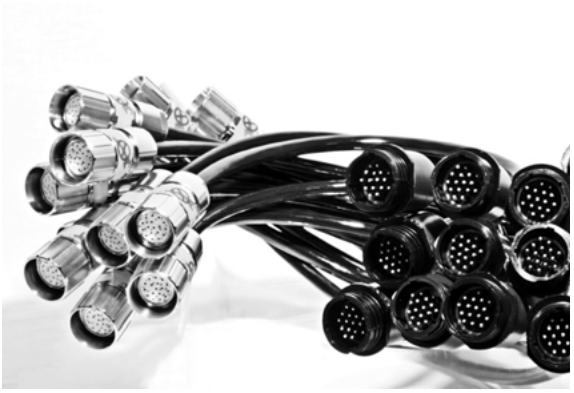
- ISO 9001
- ISO 14001
- UL-certified cable production
- IPC/WHMA-A-620
- certified personnel

EFC ESTONIA OÜ

Sinilille tee 6, Peetri,, 75312 Rae vald, Estonia
vilgelm.rusak@efcestonia.ee | +372 5698 0903
EFCESTONIA.EE

REIMAX electronics

PARTNERSHIP IS THE KEY TO SUCCESS
30+ YEARS OF EXPERIENCE IN ELECTRONICS MANUFACTURING



BUSINESS OVERVIEW

Reimax Electronics is an experienced **contract manufacturer** providing tailored solutions for electronics, mechanics and cable assemblies.

With 30 years of experience, we combine **technical expertise, flexible manufacturing and consistent quality** to meet demanding customer requirements.

From individual components to complex assemblies, we manufacture according to customer specifications and focus on **reliability, precision and long-term cooperation.**

WE OFFER

We support **OEM and EMS** customers across industrial and consumer applications, providing flexible manufacturing solutions tailored to their needs.

FROM COMPONENTS TO COMPLEX ASSEMBLIES

OUR MANUFACTURING CAPABILITIES

- Cable Assemblies
- Harnesses, spiral & equipment cables
- Electromechanical Assemblies
- Custom assemblies & components
- Power Cords
- Made to customer requirements
- Insert Molding
- Integrated cable & component solutions
- Injection Molding
- Precision plastic components & assemblies

QUALITY & CERTIFICATIONS

- ISO9001
- ISO14001
- ISO45001
- UL CSA
- IPC/WHIMA-A620
- FI
- S&N

REIMAXELECTRONICS OÜ

Angerja tee 59, Hüüru, 76911 Harju country Estonia
info.ee@reimax.net | +372 511 6837
REIMAX.NET

Hansavest

TOGETHER, WE ARE CREATING A SUSTAINABLE WORLD BASED ON OUR PASSION FOR TECHNOLOGY AND INNOVATION



BUSINESS OVERVIEW

At Hansavest, we are passionate about providing work-force solutions to manufacturing and industrial compa-nies. Since 2005, we have been dedicated to offering flexible and smart options to our clients, whether they need long-term specialists or short-term help.

We are proud to say that we are a trusted partner not only in Estonia but also in Latvia, Finland, and Swe-den. Our goal is to continue expanding our reach and providing high-quality services that exceed our expec-tations. We specialize in recruiting, training, and offering custom-made workforce solutions.

We work with a variety of industries, including electron-ics, metal, wood, and more. We have our own training center where we test and improve the skills of our em-ployees to ensure that your vacancies are filled with the right competencies!

With Hansavest, you can rest assured that you're getting smart workforce solutions that are tailored to your business needs.

WE OFFER

- recruiting, training and custom made workforce solutions for electronics, metal, wood, plastic and other industries.

CORE COMPETENCIES

- Workforce services

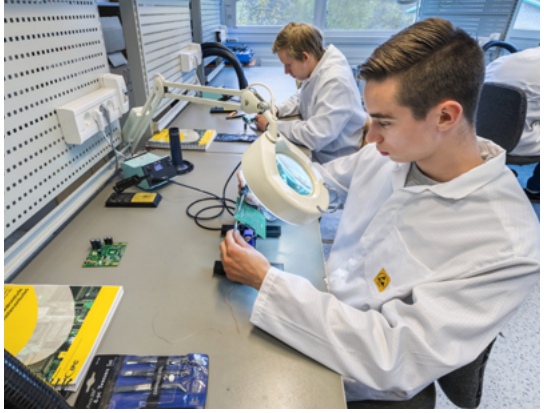
TRAINING

- electronics, robotics, welding, metal CNC milling

Education and HR

HANSAVEST OÜ
Juhkentali 52, 10412 Tallinn, Estonia
info@hansavest.com | +372 5399 7944
HANSAVEST.COM

PÄRNU HARIDUSKESKUS PARK



BUSINESS OVERVIEW

Pärnumaa Vocational Education Centre (PVEC) is an innovative vocational training centre, situated in the South-West of Estonia, in Pärnu. Created in February 2003, by uniting three vocational schools of the region: Pärnu Vocational, Sindi Industrial and Tihemetsa Agricultural centres. The mission of the organisation is "In close cooperation with employers provide competitive vocational competence, knowledge and skills for working life and further studies." PVEC is open to cooperation at every level, and the organisation's vision is to have a high reputation as a school with an acknowledged learning environment, training professionals who are competitive both at local and international labour markets.

WE OFFER

The school started teaching in the field of electronics in 2007. Since we have been a reliable partner to the local electronics sector and have also provided training services to companies in Saaremaa in recent years. In addition to vocational secondary education in the specialty of Electronics assembly technician, we have been active in implementing workplace-based learning. We have completed level training in apprenticeship programs 9 times, both for level 2 and level 3 Electronics equipment assemblers. The school also offers continuing education courses in the field.

Investing in your future

Co-funded by the European Union

Education and HR

PÄRNUMAA VOCATIONAL EDUCATION CENTRE
Niidupargi tn 12, 80047 Pärnu, ESTONIA
+372 442 7888 | parnumaa@hariduskeskus.ee
HARIDUSKESKUS.EE

TECHNO +TLN

Tallinna Tehnoloogiakolledž



BUSINESS OVERVIEW

Tallinn Technology College is one of the oldest engineering and technical education provider in Estonia founded in 1880. With more than 100 years of combined experience in the fields of electrical engineering, automation, telecommunication, electronics and information technology, Tallinn Technology College has become a fully authorized and internationally recognized IPC Training Center which supports the electronics industry across the region.

WE OFFER

Tallinn Technology College 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 Technology College 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-7711/1PC-7721, Rework of Electronic Assemblies/ Repair and Modification of Printed Boards and Electronic Assemblies

CORE COMPETENCIES

- Training
- Certification
- Consultation

CERTIFICATES:

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

CERTIFICATION FOR:

- Expert
- Instructor
- Specialist

TALLINN TECHNOLOGY COLLEGE

Pärnu mnt. 57
10135 Tallinn, Estonia
info@techno.ee
+372 5626 0306
TECHNO.EE

TALLINNA TEHNIKAKÕRGKOOL
TTK UNIVERSITY OF APPLIED SCIENCES

BUSINESS OVERVIEW

TTK University of Applied Sciences is the biggest applied university in Estonia. Besides the learning activities in different disciplines, TTK wishes to be a valued collaboration partner for companies. Our research groups and modern laboratories support product development, technological solutions development, prototyping and testing by doing it in real-life business environments.

WE OFFER

TTK offers various collaboration opportunities for companies, focusing on applied research and innovation but also studies and in-house training. Our students as the future labor suitable for the field of electronics are from the curricula:

- Robotics Engineering
- Electrical Engineering

The applied researches - meaning the product development, testing of technical solutions, and the development of innovative methods, are carried out in research groups like:

- Models of Robot Systems
- Digital Supply Chain

In conclusion, we are providing the following services: consultation, testing, modeling, product developments, prototyping, in-service training and lifelong learning courses. In addition, our partners have the opportunity to participate in various projects that focus both on solving practical problems and developing new solutions.

TTK UNIVERSITY OF APPLIED SCIENCES

Pärnu mnt 62, 10135 Tallinn, Estonia
tktk@tktk.ee | +3726664500
TKTK.EE

KEY FACTS

- 6 institutes
- 20 curricula
- 11 research groups
- 100 applied researches annually
- 3000 students
- 20+ students in the Formula Student project.

COMPETENCES

- Robotics, automation, machine learning, digital twin, virtual reality, ESG, supply chain digitalization, circular economy, electrical engineering, prototyping, project management.

TAL TECH

TOGETHER, WE ARE CREATING A SUSTAINABLE WORLD BASED ON OUR PASSION FOR TECHNOLOGY AND INNOVATION



BUSINESS OVERVIEW

Tallinn University of Technology (TalTech), is the core of Estonian engineering and technology education in electronics, mechatronics, ICT, electrical engineering and other related disciplines. With over 10,000 students and 1800 academic staff members, well-equipped laboratories and large testing facilities, TalTech is an internationally recognized university and a promoter of economic development and innovation in Estonia and globally. The University has approximately 70,000 alumni shaping the economic and industry landscape of Estonia.

RESEARCH AND INNOVATION

Besides of academic education and research TalTech provides access to companies to European scale projects of smart environments, ultrafast 5G+ radio and optical transmission technologies, solar and other green energy technologies, biomedical engineering and microchip development and testing. Taltech has good relations and reputation among leading European R&D institutions as VTT (FIN), RISE (SWE), INRIA (FRA), Fraunhofer (DE), IMEC (BE). TalTech also has more than 400 partner universities.

CORE COMPETENCIES

- Education and training
- Technologies and projects assessment and consulting
- Large scale R&D project steering
- Compliance and standards consulting
- Cybersecurity and safety consulting
- IP protection consulting
- Lab testing of EMC, optical,
- physical, chemical and mechanical properties
- Long term temperature and vibration testing
- Communication and RF system testing
- Mechatronic prototype development and testing
- Instrumented test system development
- 3D printing of various materials

TALLINN UNIVERSITY OF TECHNOLOGY

Ehitajate tee 5, 19086 Tallinn, Estonia
sirli.kasepuu@taltech.ee
Business Development Coordinator
+372 620 2270
TALTECH.EE

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2026