

# Catalogue of Innovative Projects from Croatia 2012

October, 2012  
Zagreb



# network

enterprise europe

Support in managing  
innovations

&

internationalising  
business operations

[www.bicro.hr](http://www.bicro.hr) / [www.een.hr](http://www.een.hr)



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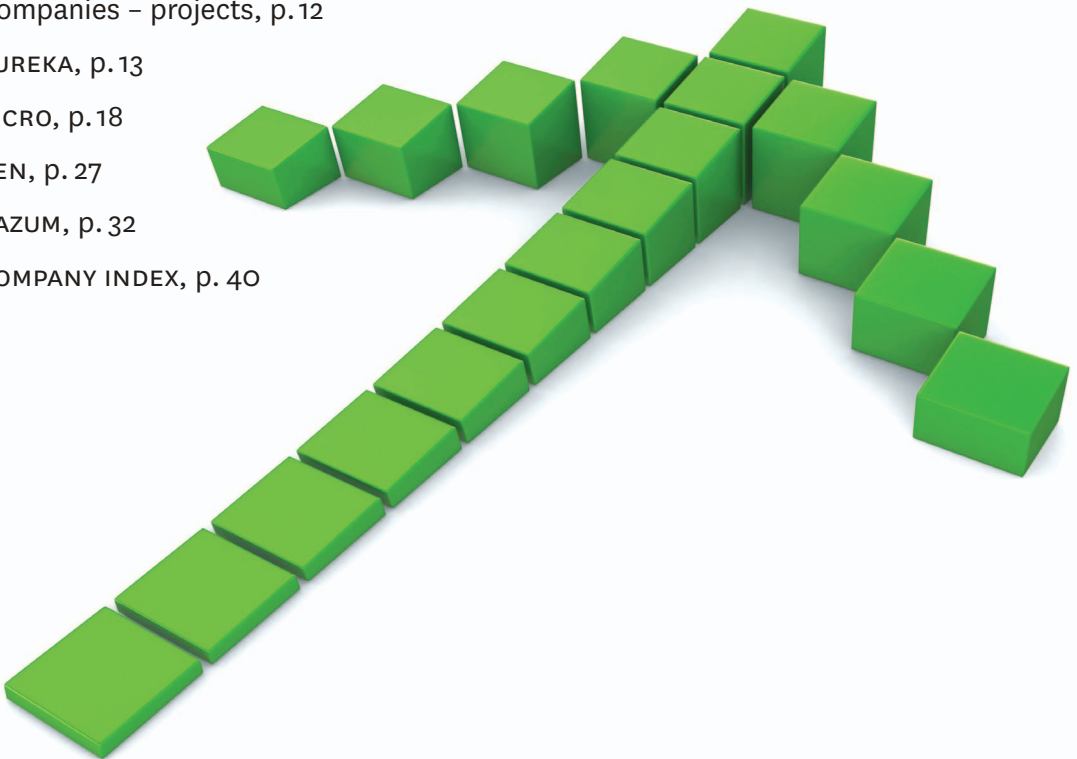
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## Opening Words

The vision of Innovative Croatia 2020 is a major developmental issue, especially in light of Croatia's ongoing convergence with the European Union in the current decade.

Croatia must build, during this decade, a global image as a "small country for great innovations", which also means that the private sector should have easy access to public funding, above all for research and development. Additionally, significantly improving research capacities, transfer of technologies and overall excellence at universities is a necessary condition if the said vision is to be realised. The great potential, particularly manifest in Croatia's highly skilled engineers and scientists, must be fully unleashed, and an even higher number of them have to be trained and recruited by high tech industries. Croatia must also develop new sophisticated research and technological infrastructure, so as to support whole industries and individual companies alike.

The Business Innovation Agency of Croatia, established recently after a merger between the former Croatian Institute of Technology and the Business Innovation Centre, is the key Governmental organisation in charge of catalysing the said vision and all innovation processes. BICRO both develops and coordinates national policy measures related to innovation on one hand, and the necessary financial instruments on the other, with the ultimate aim of motivating the private sector to raise the levels of investment in R&D. BICRO is also engaged in fostering and strengthening R&D - and technology-related activities of the public research sector with those of the entrepreneurial community. In the immediate future, BICRO will additionally facilitate the absorption of EU Structural Funds by the R&D&I sector, particularly as concerns private companies. BICRO also has a role in developing and maintaining educational, advisory and networking activities among all the R&D actors, whereby special emphasis is



placed on financing and monetisation.

This catalogue of innovative companies, already in its second edition, is a useful tool for information sharing among Croatian companies, organisations and their foreign partners. It is an excellent overview of BICRO's beneficiaries and the innovative developments through which they are creating new added value, thus also creating a strong base for future development.

And I, amongst others, truly am of the opinion that you will identify some of them as your potential business partners.

Hrvoje Meštrić,

Executive Director of the Business Innovation Agency  
of the Republic of Croatia – BICRO



## About BICRO

The Business Innovation Centre of Croatia – BICRO has been established by the Government of the Republic of Croatia in 1998 as a public company with the aim to develop financial incentives that will support innovation and technology-based businesses in Croatia. The programmes administered by BICRO have been developed based on international best practices, and with the support of international experts and the World Bank.

The Croatian Institute of Technology (HIT) was founded in March 2006 by the Croatian Government. HIT was implementing programme TEST (providing funding for pre-commercial research activities), in charge of developing a national technology foresight platform and providing the administrative structure of the national contact points of the EU Framework Research and Technology Development Programmes.

In 2010 by the Government directive (Official Gazette No. 129/2010 and 31/2012) a new innovation agency has been established. This directive was amended in 2012 by the Government directive (Official Gazette No. 31/2012) by merging BICRO and Croatian Institute of Technology into one Business Innovation Agency of the Republic of Croatia – BICRO.

The main reason for merger was to ensure the efficient investment of EU structural instruments in areas of research, development and innovation.

Within the newly established Agency further efforts are invested in promoting supporting programmes to a wider community in order to increase the number of applications and, consequently, to increase the overall productivity of research and innovation activities in Croatia. The Agency is now a central institution in the National Innovation System for supporting innovation and technology advancement.

### Quality Assurance and Social Responsibility

The strategic goal of BICRO is to ensure a high level of quality of overall activities and a high-quality implementation of programs and business processes. This resulted in awarding the EN ISO 9001:2008 certificate, by way of which BICRO took over the obligation of continuous advancement of business activities, as well as the training and education of all employees.

BICRO supports and promotes the practice of socially responsible business, aiming at building trust by encouraging dialogue, cooperation, innovation and changes within the business sector and the society as a whole, as well by practicing open and transparent business, by providing detailed information and by way of high-quality communication, both with interested participants (entrepreneurs, researchers, investors, government institutions, agencies, local community, media and employees), as well as with the public at large. In order to contribute to the improvement of its social environment BICRO is participating according to abilities and available resources in sponsorship and donations.

### Vision

BICRO will develop into one of the top innovative agencies among technology advanced countries, serving as a key link in national innovation systems for gaining social and economical benefits for Croatia through technology development.

### Mission

Successful and efficient support to technological innovation in companies and public science sector in order to initiate economy growth of Croatia through technological development, strengthening Croatian global competitiveness and social values.

### Objectives

- Development and coordination of program's measures and financial instruments of the innovation system in order to motivate private sector into investment in R&D
- Encouragement and strengthening of research-development and technology applicable activity of public academic sector and connect them with business community
- Strengthening the absorption ability of structural EU funds in research and development in Croatia, especially in private sector
- Development of education, consulting and networking system between private and public R&D sector, especially related to attraction of investment and successful commercialisation of innovation
- Development of adequate technology infrastructure;

### Values

In its work, BICRO fosters the following values:

- Independence;
  - Integrity - BICRO works independently, objectively, fairly and honestly. Decisions and judgments are based on independent evaluations;
  - Professionalism - BICRO tends to achieve high professional standards that are effectively implemented in their work;
  - Accountability - BICRO is responsible for the society as a whole;
  - Openness - expressed through transparent work; building trust in BICRO program and services' beneficiaries.
- The results of BICRO activities are posted on the website and/or described in appropriate publications.





Business Support on Your Doorstep



## About EEN

### Enterprise Europe Network – EEN

Enterprise Europe Network is the biggest aid organisation in Europe for small and medium-size enterprises and it is the single-most important support structure in the process of the internationalisation of businesses in the European territory. It is based on the “no-wrong-door” concept, and it is available to entrepreneurs at no charge.

The Croatian Enterprise Europe Network includes seven institutions in total, spread throughout Croatian regions, which collectively support companies, innovators and researchers in their efforts to market their innovations in Europe and on global markets. It is partly funded through the Community Programme CIP (Competitiveness and Innovation).

The Business Innovation Agency – BICRO is the coordinator of activities related to innovations and technology transfers.

### EEN Services (Innovations and Technology Transfer)

Up until now, the international database of technological profiles published more than 60 profiles belonging to Croatian innovative companies and academic institutions. This database serves the Enterprise Europe Network as one of the tools by which to search for foreign partners in the furtherance of signing international contracts.

To support the connection between supply and demand, BICRO through EEN is organising multilateral meetings (whereby participants have a chance to meet potential foreign partners) and workshops on intellectual property management for innovative companies. BICRO recognises research and development as the base of company growth and thus, through its activities, encourages innovations in entrepreneurship, with attention to technological start-ups' development factors.



- Negotiation & Contracting Support
- Partner Search & Matchmaking
- International Technology Data-Base
- Internationalisation Strategy
- Technology Audit



# Basic Facts About Croatia

## Basic Indicators

Land area  
56 594 km<sup>2</sup>

Population  
4.4 million

Political System  
Parliamentary democracy

Territorial Organisation  
20 counties and the City of Zagreb

Capital  
Zagreb

Official Language  
Croatian

Currency  
Kuna (HRK)

Average Exchange Rate (October, 2012)  
1 EUR = 7.44 HRK  
1 USD = 5.77 HRK

International Telephone Code  
00 385

Internet Country Code  
.hr

Time Zone  
Central European Time (CET)

Climate  
Continental &  
Mediterranean



## Trade Exchange

With regard to foreign trade exchange, more than half of it occurs with EU countries. Croatia's most important foreign trade partners are regional ones: Italy, Germany, Slovenia, Austria and Bosnia and Herzegovina.

IMPORT	
Italy	15.2 %
Germany	12.5 %
Russia	9.0 %
PR China	7.2 %
Slovenia	5.9 %

EXPORT	
Italy	18.7 %
Bosnia and Herz.	11.6 %
Germany	10.4 %
Slovenia	7.8 %

## Free trade agreements

A new Central European Free Trade Agreement (CEFTA), signed by Albania, Bosnia and Herzegovina, Croatia, Macedonia, Moldova, Montenegro, Serbia and UNMIK/Kosovo in 2007 replaced the 32 bilateral free trade agreements.

COUNTRY	APPLIED SINCE
EU 15	January 2002
the 10 new members	May 2004
Bulgaria & Romania	January 2007
<b>EFTA</b>	
Switzerland, Liechtenstein	January 2002
Norway	April 2002
Iceland	August 2002
<b>CEFTA</b>	
Albania, Macedonia, Moldova, Montenegro, UNMIK/Kosovo	July 2007
Serbia	October 2007
Bosnia and Herzegovina	November 2007
Turkey	July 2003

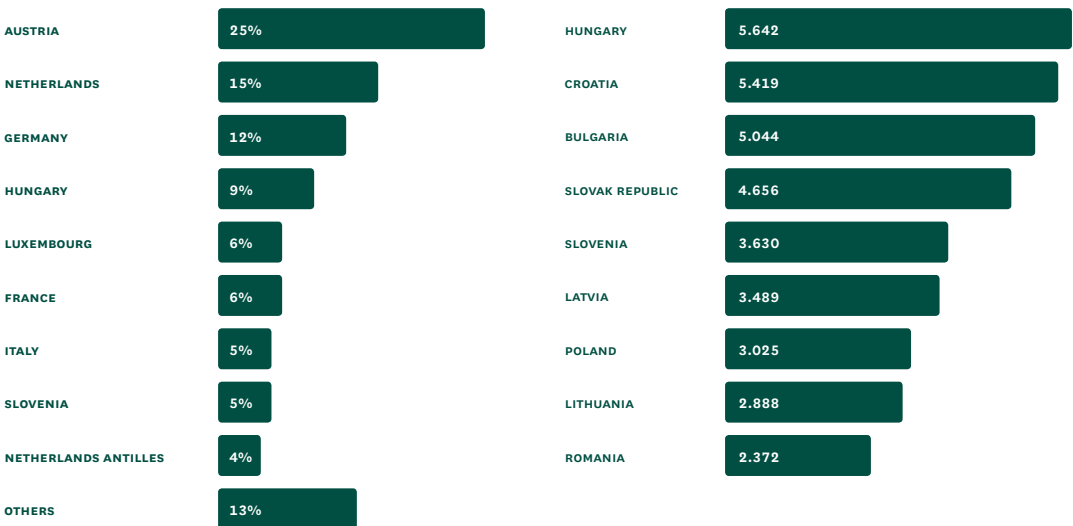
Source: Central Bureau of Statistics

## Foreign Direct Investments

From 1993 to 2010, Croatia received foreign direct investments in the total amount of 24.5 billion EUR.

Regarding the FDI per capita for the year 2009, Croatia is a leader when compared to the following countries:

### Foreign direct investments (fdi)



Source: Central Bureau of Statistics



# Croatian Innovative Potential

## Business Sector

Small businesses are both an extremely important and certainly the most dynamic segment of Croatian economy. Their share in the total number of companies in Croatia is 99.5% and they account for some 66.3% of the total number of employed persons in Croatia. Small businesses are one of the most important impetuses of overall economic development which stimulates private ownership and entrepreneurship, employment growth and significantly contributes to an increase of production and exports. Croatian law distinguishes between micro, small and medium-sized enterprises as small business actors.

Micro-scale companies are legal entities whose number of employees averages less than 10 over the year and achieve a total annual turnover of up to 14 million Kuna (i.e. 1.9 million Euros).

Small companies are legal entities whose number of employees averages less than 50 over the year and achieve a total annual turnover of up to 54 million Kuna (7.4 million Euros).

Medium-size companies are legal entities whose number of employees averages less than 250 workers over the year, which act independently and achieve a total annual turnover of up to 216 million Kuna (29.6 million Euros)

What is really going on in the business sector?  
What is the state of innovative entrepreneurship in Croatia?



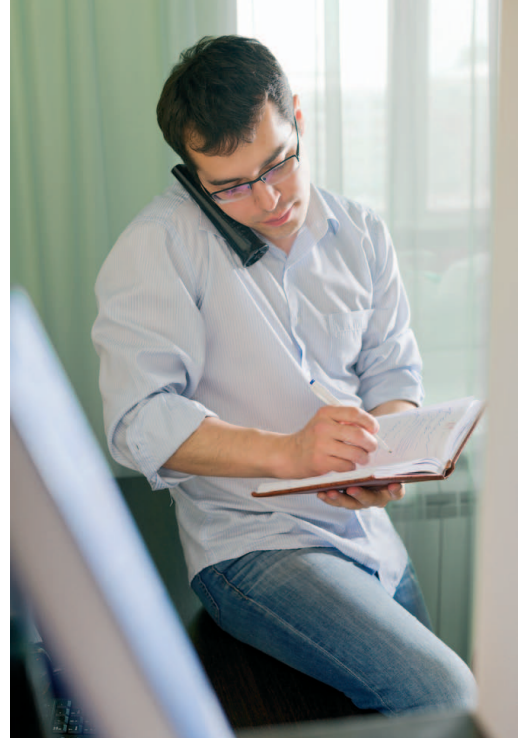
## Number of companies by size

COMPANIES	2002	%	2003	%	2004	%	2005	%	2006	%	2007	%	2008	%
LARGE	720	1,10	889	1,30	962	1,40	1.074	1,50	441	0,60	475	0,50	453	0,50
MEDIUM-SIZED	2.279	3,60	2.597	3,80	2.692	3,90	2.969	4,10	1.480	1,90	1.590	1,90	1.396	1,60
SMALL	60.562	95,30	64.698	94,90	65.327	94,70	67.760	94,40	76.588	97,50	81.467	97,50	87.807	97,90
TOTAL	63.561	100,00	68.184	100,00	68.981	100,00	71.803	100,00	78.509	100,00	83.532	99,90	89.656	100,00
SMSS	62.841	98,80	67.295	98,70	68.019	98,60	70.729	98,50	78.068	99,40	83.057	99,40	89.203	99,50

Source: FINA

## Labour Force

Apart from companies (legal entities), the small business industry also includes craftsmen, who number some 105,495 in Croatia and additionally employ about 148,401 workers (in total: about 249,178 employed persons). Croatian small-scale companies account for 66.3% of total employment in Croatia (Table 2), that is, some 618,841 people of the total number of employed persons in the Croatian economy. Small businesses generate 53.6% of the total assets in the Croatian economy, 40.8% of the exports, and 56.4% of the profit after taxation, and some 45% in asset value and with 35.6% in equity. A couple of central conclusions can be made from looking at the table regarding the structure of the Croatian working force. First, there is an obvious trend: a majority of people work in SMEs. Table 2 shows us that there were 53.3 % more workers in SMEs in 2008 compared to the year 2002. This would indicate to us a certain degree of mobility and flexibility, as an SME can react faster to market conditions. There is another conclusion that can be drawn, given that the relative number of workers in SMEs has risen in the last 6 years and given that Croatia consistently has had around 1.5 million active workers in the labour force.: it could very well be that there are more workers moving from administration into the private sector (i.e. SMEs), meaning that the labour force is becoming more sensitive to the market and less of a burden to the state budget.



## Number of employees in companies by size

COMPANIES	2002	%	2003	%	2004	%	2005	%	2006	%	2007	%	2008	%
LARGE	350.617	46,50	375.851	47,10	386.980	47,70	391.219	48,10	305.363	35,20	328.856	35,70	315.117	33,70
MEDIUM-SIZED	156.715	20,80	158.971	19,90	156.407	19,30	159.746	19,60	172.345	20,00	181.214	19,70	170.038	18,20
SMALL	246.854	32,70	262.844	33,00	268.389	33,00	262.797	32,30	388.275	44,80	410.103	44,60	448.803	48,10
TOTAL	754.186	100,00	796.896	100,00	811.776	100,00	813.762	100,00	865.983	100,00	920.173	100,00	933.958	100,00
SMSS	403.569	53,50	421.851	52,90	424.796	52,30	422.543	51,90	560.620	64,80	591.317	64,30	618.841	66,30

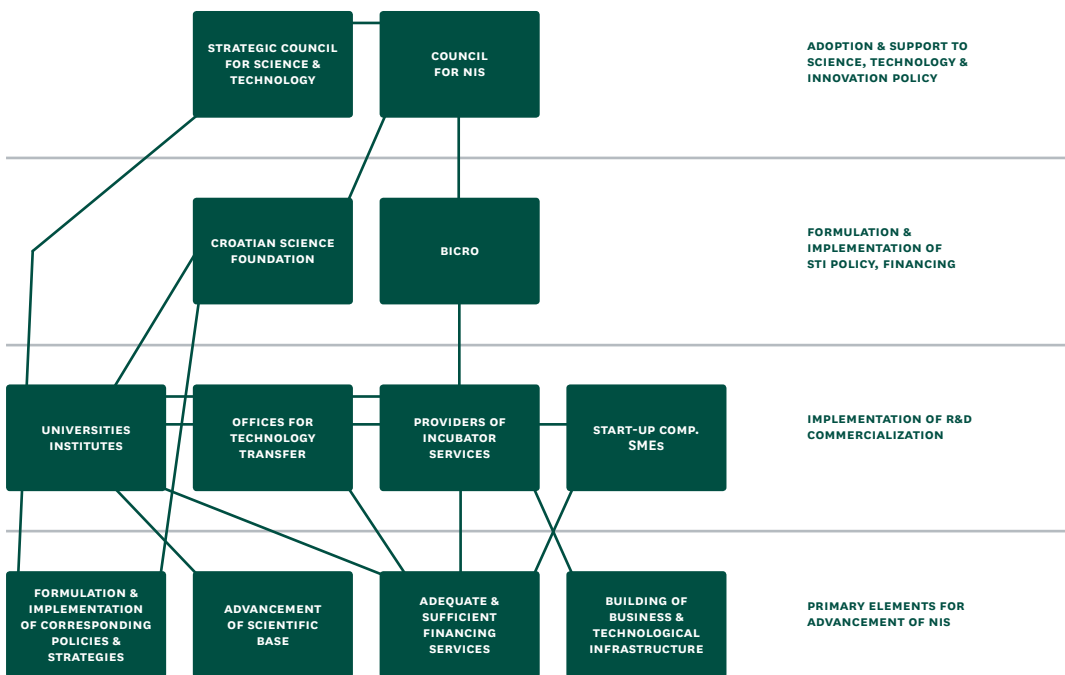
Source: FINA

## Main Institutions in the National Innovation System (NIS)

Croatian National Innovation System is based on several institutions that provide financial support to research activities and agencies dealing with innovation. On the implementation level there are financing agencies: BICRO and the Croatian Science Foundation (NSF) which will in the future assume the role of funding R&D projects on a competitive basis. On the level of commercialisation activities, R&D and education are the Universities, Public Research Organisations (PROs), Institutes, Technology

Transfer and Licensing Offices, Incubation service providers, start-up companies and SMEs. The next phase in improving the system will be achieving a stronger coordination between public bodies involved as well as with prominent members of the business community and industry representatives and members of the academic community in order to have even better strategic guidance and decision making on the national and policy level.

### Strengths and opportunities synopsis table



An analysis of strengths and opportunities has identified several crucial characteristics of the Croatian system. A summary of the findings are shown categorically in the table which follows:

STRENGTHS	OPPORTUNITIES
<ul style="list-style-type: none"> <li>• Favourable strategic geographic location</li> <li>• Rich natural heritage</li> <li>• Integrated development of ports, rail and road connections to European corridors</li> <li>• Relatively high degree of market liberalisation</li> <li>• Price stability with low inflation rate</li> <li>• High quality of education &amp; research institutions</li> <li>• Availability of researchers</li> <li>• Significant portion of small &amp; medium-sized enterprises in Croatian industry</li> <li>• Comparative experience in leading innovation policy through continuous projects since 2001</li> <li>• Established programmes for financing innovation projects with public means aligned with international best practices</li> </ul>	<ul style="list-style-type: none"> <li>• EU funding (IPA, CIP, FP7, structural funds)</li> <li>• Recession (credit crunch crisis)</li> <li>• Administrative collaboration on EU funded projects (e.g. EEN)</li> <li>• Leader in the region</li> <li>• Rich in natural environment</li> <li>• High tourism potential</li> <li>• Relatively well educated &amp; trained labour force</li> </ul>

## Companies

The following pages provide an overview of companies that are beneficiaries of BICRO support instruments:

### EUREKA

An intergovernmental network launched in 1985, to support market-oriented R&D and innovation projects by industry, research centres and universities across all technological sectors. It is composed of 39 members, including the European Community. With its flexible and decentralised network, EUREKA offers project partners rapid access to skills and expertise across Europe and national public and private funding schemes. Croatia is a full member since 2000. BICRO is the Croatian National Office for EUREKA.

### IRCRO

The programme is intended to encourage and stimulate demand for services of public research institutions, as well as to encourage SME-s to invest in R&D activities. Projects under the IRCRO programme involve cooperation between an industrial firm and a research/academic institution.

### EEN

Enterprise Europe Network is the largest pan-European network helping small companies make the most of business opportunities on the international market. Close to 600 organisations such as chambers of commerce and industry, technology centres, universities and development agencies provide guidance for developing business in new markets, to source or license new technologies and to access EU finance and EU funding.

### RAZUM

The task of the Government is to stimulate and support the initial funding of newly established companies, which will in a later phase attract venture capital investments and achieve a positive impact on the economy through the successful operation of these funded companies on the international market. The programme ensures:

- Initial funding of newly established knowledge based companies
- Funding research and development of new products or services in existing companies

## Poslovna inteligencija

**Main contact**

Iva Turk

**Full company name**

Poslovna inteligencija Ltd.

**Company website**

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

**Company stage**

Development phase

**Number of employees**

Small (11-50)

**E-mail**

[poslovna@inteligencija.com](mailto:poslovna@inteligencija.com)

**Office telephone**

00 385 1 461 7945

**Mobile phone**

00 385 99 2620 310

**Participated in (program)**

EUREKA

**Sector**

Computer and related activities

**Total capital raised (millions ofe)**

0,9 M EUR

**Company profile**

Poslovna inteligencija (Business Intelligence) is one of the leading vendors for the implementation of analytical systems and strategic ICT consulting in South East Europe. We provide services for the implementation of Data Warehouse, Data Integration, Business Intelligence, Data Mining, Planning & Budgeting, Financial Consolidation, Performance Management, Risk Management, and Master Data Management systems.

Based in Zagreb, Croatia, we also operate from offices in London, Ljubljana, Belgrade, Podgorica and Sarajevo, with a team of more than 60 experienced consultants. Our customers are some of the largest companies in SEE, and we also provide nearshoring implementation services for customers in the EU and in Switzerland.

**Technology**

FAIR will be the first tool that will allow customers access to product reviews of other users on the selected product. In other words, evaluation of products or brands and detailed information about the product itself are its main features. The purpose of the project is to enable users to obtain information on the required product in real time, when purchasing that product. The users will receive, via their mobile phones, concise and reliable information and aggregated opinions of other users of the same product, regardless of whether those opinions are positive or negative. On the basis of this information it will be much easier to make a wiser consumer choice.



## Recro-net

### Main contact

Hrvoje Vrbanc

### Full company name

Recro-net Ltd.

### Company website

www.recro-net.hr

### Company stage

Development phase

Interested in new markets

### Number of employees

Medium (51-250)

### E-mail

hrvojev@recro-net.hr

### Office telephone

00 385 1 3030 676

### Mobile phone

00 385 98 1933 892

### Participated in (program)

EUREKA

### Sector

Other information technology and computer service activities

### Total capital raised (millions of€)

0,15 M EUR

### Company profile

RECRO-NET D.O.O. is a Croatian ICT system integrator able to fulfil the regional requirements and provide customers with advanced IT solutions at the highest level. RECRO-NET's mission is to constantly create new value: through innovations and improvements for its clients, business partners, employees, shareholders, and the greater community. Satisfied customers and motivated and educated employees are the foundation of our past, present and future growth. Our offer is based on strategic partnerships with worldwide IT equipment providers.

### Technology

Mobility-Based Technology Services For New Lifestyle With Sport And Tourism. With this project a new concept of selling sports and tourist services and a modern information system will be developed. The concept will be based on the use of modern information and communication technology.



## Horizont Internacional

### Main contact

Roland Cinkopan

### Full company name

Horizont Internacional Ltd.

### Company website

www.horizont.hr

### Company stage

Development phase

Interested in new markets

### Number of employees

Small (11-50)

### E-mail

rolandc@horizont.hr

### Office telephone

00 385 62 000 004

### Mobile phone

00 385 91 1919116

### Participated in (program)

EUREKA

### Sector

Human resources - research and management

### Total capital raised (millions of€)

0,15 M EUR

### Company profile

The company Horizont Internacional d.o.o. was founded in 2003 by the experienced professionals and entrepreneurs Željko Zoričić, Roland Cinkopan and Samir Vreto. Horizont Internacional combines the rich backgrounds of its founders in training and coaching with new trends and approaches contributed by younger professionals. Our training sessions and interactive workshops cover the fields of management & leadership, communication, sales, project management, work & life balance and personal growth. We offer services in areas such as recruitment and selection, performance management, employee reward systems, competency models, organisational development, communication and employee surveys, as well. Our main activities include: personal and organisational development, training and consulting services, turnaround consulting for the corporate sector, and coordination and management of EU projects. Horizont has 10 years of experience in the field of Human Resources (HR).

### Technology

Educa Human Resources Feedback Tool For Employees, Organisational Scanning And Further Organisational Improvement. The aim of this project is to develop and implement a new, professionally unique Human Resources (HR) software tool that helps effectively manage people, process & strategy, while implementing HR best practices. The tool is both informational and educational, and is able to conduct complex HR processes.



## CTP Project

### Main contact

Mladen Lozica

### Full company name

CTP PROJEKT Ltd.

### Company website

www.ctp-projekt.hr

### Company stage

Final product

Interested in new markets

### Number of employees

Micro (1-10)

### E-mail

mladen.lozica@ctp-projekt.hr

### Office telephone

00 385 1 6060 360

### Mobile phone

00 385 99 55 00 333

### Participated in (program)

EUREKA

### Sector

Architectural and engineering activities and related technical consultancy

### Total capital raised (millions ofe)

0,14 M EUR

### Company profile

CTP PROJEKT LLC is a leading company for fire safety engineering in Croatia and regionally. Its main field of expertise lies in civil engineering and general technical systems, particularly in tunnel engineering. Our work includes designing fire alarm systems, ventilation systems, programmes for active control of longitudinal ventilation systems in tunnels, scenarios and algorithms for tunnel operation and the design and execution of tunnel fire tests. Apart from that we make fire safety studies, fire risk analyses and specialised numerical calculations and studies concerning fire and smoke development and smoke evacuation. Employees of CTP PROJEKT have been included on construction supervisory teams, and have been involved in the reconstruction of almost all road tunnels in Croatia built in the last 10 years, especially the most significant ones, ranging from 1,5 to more than 5 km in length.

### Technology

Advanced Imaging For Road Tunnels Based On a Laser Gated Imaging (Lgi) System, an eye-safe gated imaging system with outstanding performance both in normal and accident conditions. The system is based on a focal plane array (Fpa) synchronized to an eye-safe gated laser, providing exceptional live video from inside tunnels to external safety and control processing centres.

## TEB Complex Systems & Solutions

### Main contact

Nikola Karađole

### Full company name

TEB Complex Systems & Solutions Ltd.

### Company website

www.teb-css.hr

### Company stage

Final product

Interested in new markets

### Number of employees

Micro (1-10)

### E-mail

nikola.karadjole@teb-css.hr

### Office telephone

00 385 1 4609 827

### Mobile phone

00 385 98 468 310

### Participated in (program)

EUREKA

### Sector

Other software consultancy and supply

### Total capital raised (millions ofe)

0,15 M EUR

### Company profile

TEB Complex Systems & Solutions is working on projects which require high skill levels and expertise in IT and radio and telecommunication system integration. The basic company philosophy is to provide our customers with top-level knowledge and to implement new ideas in support of customer projects. We offer to our users general support and comprehensive services, from the concept development phase through implementation. TEB Complex Systems & Solutions provides IT consulting and systems integration as well complex database design with spatial components. TEB CSS implemented various call and dispatching centers which are designated for TAXI and EMS services. Our systems include full integration of IT, telecommunication (VOIP), radiocommunication and spatial databases.

### Technology

Emergency Incident Management System. We are creating a unified system that will allow automated disaster management and be serviceable in times of emergencies. Uniquely, it will allow automated communications activity and decision making based on user-defined SOPs (standard operating procedures).

## Hand Studio

### Main contact

Alan Vučković

### Full company name

Hand Studio Ltd.

### Company website

www.handstudio.hr

### Company stage

Development phase

### Number of employees

Micro (1-10)

### E-mail

alan@handstudio.hr

### Office telephone

00 385 1 2440 266

### Mobile phone

00 385 98 316 037

### Participated in (program)

EUREKA

### Sector

Pre-press and pre-media services

### Total capital raised (millions ofe)

0,05 M EUR

### Company profile

Hand Studio is a graphic design, web design and multimedia marketing company. They have over 10 years of work experience in connecting clients with their target audiences using visual communications. What differentiates them from other design companies is their marketing approach to their projects. They see design as part of the whole project, closely linked to project goals and customer goals. Design is important in and of itself, yet always in service of a comprehensive solution. Hand Studio has worked with over 40 different clients and they have longtime business relationships with many. The largest among them are: Mercator - H, Getro, Grawe osiguranje, Prva sportska kladionica, OTP banka, Abbot, Hauska & Partner, Explanta, Riz, and Svijet u čaši.

### Technology

Development of Online Business and Customer Intelligence System. The main goal of the project is to develop a solution that will merge web analytics data with complementary data from other relevant sources like ERP, CRM and CMS, forming a critical source of customer intelligence information for acquiring, retaining and nurturing customer relationship.

## Oikon

### Main contact

Zdravko Špirić

### Full company name

Oikon Ltd.

### Company website

www.oikon.hr

### Company stage

Development phase

Interested in new markets

### Number of employees

Small (11-50)

### E-mail

zspiric@oikon.hr

### Office telephone

00 385 1 550 7152

### Mobile phone

00 385 91 4640 302

### Participated in (program)

EUREKA

### Sector

Research and experimental development in natural, technical and technological sciences

### Total capital raised (millions ofe)

0,13 M EUR

### Total capital required (millions ofe)

N/A

### Company profile

OIKON has long, proven and successful experience in working with both the public/private sector and the academia; strategy, applied research & policy development; cross-sectoral and inter-sectoral project development with a strong scientific and research-development/innovation capacity, extensive experience and excellent results.

### Technology

Web And 3g Mobile Phone Based Air Quality Management: Particulates, Public Health, Co-Benefits.

We are developing and extending scope and

IT Technologies employed to

(1) Particulates (Pm10/2.5) emission modelling and public health,

(2) Co2/Ghg emissions, energy efficiency and the

co-benefits between Kyoto targets and air pollution, and

(3) Use of 3G mobile phone technology

## Galeb

### Main contact

Josip Aračić

### Full company name

Galeb Jsc.

### Company website

www.galeb.hr

### Company stage

Development phase

Searching for partner for further development & distribution

### Number of employees

Large (> 250)

### E-mail

josip.aracic@galeb.hr

### Office telephone

00 385 21 434756

### Mobile phone

00 385 98 352971

### Participated in (program)

EUREKA

### Sector

Manufacture of underwear

### Total capital raised (millions ofe)

0,15 M EUR

### Company profile

Galeb was founded in 1951 and today represents the most important producer of underwear in Croatia. Fast reaction to client needs is our strength thanks to our continuously adapting in-house production processes. Our focus on quality and ecologically sustainable production is shown through the "Oko-tex" certificate. Since 2007, all Galeb products have borne the "Croatian Quality" mark. The high quality of our products is known across Europe, to whose markets we export 50% of our products.

### Technology

Improvement in the flame retardant properties of cotton and wool blends. This project will deal with knitted fabrics, produced from cotton or wool blends with FR fibres in various ratios. The target is the production of eco-innovative FR knitwear (garments) that can be competitive on the EU and overseas markets.

## EL Koncept

### Main contact

Edin Leho

### Full company name

EL KONCEPT Ltd.

### Company website

www.el-koncept.hr

### Company stage

Development phase

### Number of employees

Micro (1-10)

### E-mail

edin.leho@el-koncept.hr

### Office telephone

00 385 1 63 96 902

### Mobile phone

00 385 98 456 542

### Participated in (program)

EUREKA

### Sector

Business and management consultancy activities

### Total capital raised (millions ofe)

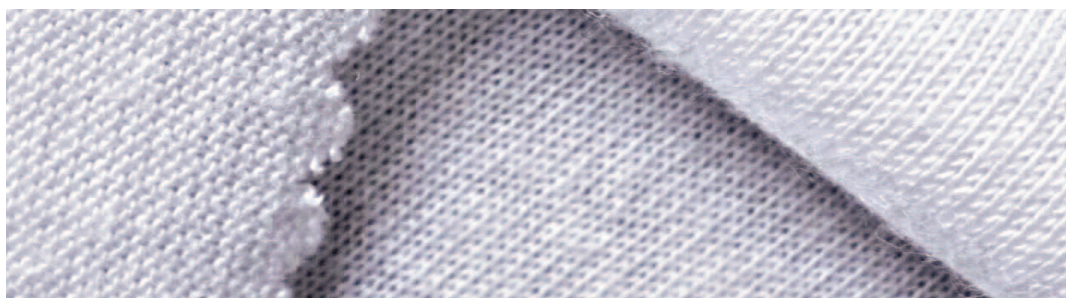
0,15 M EUR

### Company profile

EL KONCEPT d.o.o., founded in 2002, is specialised for financial advisory services, business and management consultancy activities. Experts employed in the company have extensive experience and come well-referred in working with national and international clients in matters connected with finance, the restructuring of companies and strategic consultancy.

### Technology

Finessence – Examine your current and potential business partners in detail. The objective of this project is to develop an innovative and high-tech web application which will provide all relevant info on credit risk assessments and the financial situation of Croatian legal entities: in one place and in a user-friendly format. As a result, users' risk management procedures will be largely improved.



## Mobiexplore

### Main contact

Vedran Pražen

### Full company name

Mobiexplore Ltd.

### Company website

www.mobiexplore.com

### Company stage

Final product

Looking for investor for further development

### Number of employees

Micro (1-10)

### E-mail

vedran@mobiexplore.com

### Office telephone

00 385 21 599 891

### Mobile phone

00 385 99 6070 987

### Participated in (program)

IRCRO

### Sector

Computer programming activities

### Total capital raised (millions of€)

0,07 M EUR

### Total capital required (millions of€)

0,8 M EUR

### Company profile

We are a mobile applications publisher with innovative products and a business model with multiple revenue sources and international references and partners (VisitBritain, Telecom Austria, Nokia, NAVTEQ, etc.).

### Technology

Mobiexplore is known on Croatian and international markets for implementing its own software solutions and garnering many international awards. The touristic interactive information system for mobiles "mobiEXPLORE" is the result of the work of our experts and is an original Croatian product for use on mobile devices. The system provides a host of different types of information: interactive maps of states, regions and cities, historical and cultural information, accommodation, fun, news, etc. Information is available in several international languages and the product is internationally patent-protected. It directly effects the promotion of touristic destinations and stimulates local tourist markets by interactively communicating with tourist consumers.

## Omega Software

### Main contact

Andreja Koren

### Full company name

Omega software Ltd.

### Company website

www.omega-software.hr

### Company stage

Final product

Looking for distribution partner

### Number of employees

Small (11-50)

### E-mail

Andreja.Koren@omega-software.hr

### Office telephone

00 385 1 6659 780

### Mobile phone

00 385 95 5032 049

### Participated in (program)

IRCRO

### Sector

Computer programming activities

### Total capital raised (millions of€)

0,09 M EUR

### Total capital required (millions of€)

0,08 M EUR

### Company profile

Omega software is a modern and dynamic company with a focus on the development and integration of business IT solutions. The continuous growth of the company is proof of its sound vision. Interpreting data is the single biggest challenge in today's business world, so those who have data sorted and presented easily through IT solutions have greater power and control in their operations.

### Technology

With our module for electronic data exchange in business activities, we have developed a product that has incorporated the latest international standards and trends for the electronic exchange of data. The system has defined technical and security standards for secure data transfer and for sharing highly classified documents. This solution has positive effects on: reducing company/organisation costs, decision making, authoring analyses and reports, automating data processing and facilitating general communication between departments and/or public institutions.

## HUG

### Main contact

Goran Hudec

### Full company name

HUG Ltd.

### Company website

-

### Company stage

Final product

Looking for strategic sales partner

### Number of employees

Micro (1-10)

### E-mail

ghudec@ttf.hr

### Office telephone

00 385 1 611 1807

### Mobile phone

00 385 95 9071 011

### Participated in (program)

IRCRO

### Sector

Computer programming activities in acoustics in closed spaces

### Total capital raised (millions ofe)

0,04 M EUR

### Company profile

Engineering the acoustics of closed spaces, like concert halls, classrooms, factories and sport halls, is the core business of the company HUG. Constructing such spaces demands top-class attention to spatial acoustics and to the reduction of unwanted noise. We possess the experience and expertise necessary to produce results of the highest quality. We are combining scientific information and technology to realise the goals of each individual project.

### Technology

We have developed a spatial acoustic system using non-woven textile, a material which is excellent for applications in closed spaces. The solution is equally applicable across various industries because of its specific acoustic features; it reduces noise in sport halls and production plants alike and increases the quality of life for its immediate users and those in surrounding areas.



## Echo

### Main contact

Franjo Vragolović

### Full company name

Echo Ltd.

### Company website

www.echo.hr

### Company stage

Final product

Looking for partner for further development and

distribution of the product

Looking for investor for further development

### Number of employees

Micro (1-10)

### E-mail

fvragnolovic@echo.hr

### Office telephone

00 385 31 831 114

### Mobile phone

00 385 95 8333811

### Participated in (program)

IRCRO

### Sector

Research and experimental development on technical and technological sciences

### Total capital raised (millions ofe)

0,1 M EUR

### Total capital required (millions ofe)

0,2 M EUR

### Company profile

Echo Ltd. is a technological company for research development and production in the information and communication technology sector. Echo has 15 years of experience in ICT product development. So far we have developed over 30 different hand computers, parking machines, info terminals, transaction terminals, etc.

### Technology

Our system for internal informing meets the need for effective information management and documentation inside organisations and institutions. This need is our project base. We have developed a product that has an interactive user interface, allowing both for easy reading and the ready transfer of information inside an organisation. Our product is scalable and can adapt to each user accordingly.

## INTECO

### Main contact

Borislav Balać

### Full company name

INTECO Ltd.

### Company website

www.inteco.hr

### Company stage

Final product

Looking for investor for further development

### Number of employees

Small (11-50)

### E-mail

inteco@inteco.hr

### Office telephone

00 385 1 6553 353

### Mobile phone

00 385 98 212 967

### Participated in (program)

IRCRO

### Sector

Other specialised construction activities n.e.c.

### Total capital raised (millions of€)

0,13 M EUR

### Total capital required (millions of€)

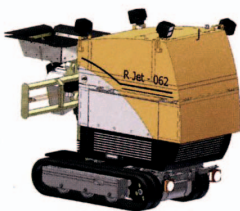
5 M EUR

### Company profile

Inteco was founded in 1990 and has developed specialised construction expertise: from the development of technical solutions and technical consulting, to the implementation of such solutions on site. Since most of our activities are project-specific, our solutions (tools and equipment) are unique. We have experienced experts and reliable partners through which we can deliver need-based solutions for all types of projects.

### Technology

Robot for hydrodynamic treatment of cement and metal surfaces. This advanced robotic machine was created to hydrodynamically treat new surfaces, with applications mainly in construction (the restoration and preparation of cement surfaces) and shipbuilding (preparation of metal surfaces). The advantages of the solution lie in its electrical propulsion and its small and dismantlable, lightweight and user-friendly design. It can function autonomously once placed on site with its built-in system for self-guidance.



## SAS Vektor

### Main contact

Denis Vidaković

### Full company name

SAS Vektor Jsc.

### Company website

www.sas-vektor.hr

### Company stage

Final product

Interested in new markets

### Number of employees

Small (11-50)

### E-mail

dvidakovic@sas-vektor.hr

### Office telephone

00 385 23 492030

### Mobile phone

00 385 98 388 041

### Participated in (program)

IRCRO

### Sector

Building and repairing of pleasure and sporting boats

### Total capital raised (millions of€)

0,25 M EUR

### Company profile

SAS-VEKTOR d.d. is a producer of boats for sport and leisure. Besides production, our company is offering services such as boat maintenance, servicing and repairs. All work is done in-house – the most important characteristic of our company. We are flexible and accommodate all individual customer specifications and desires.

### Technology

New boat form. We have developed a new form of a boat adopted for the most technologically advanced and maximally efficient production. This vessel form has reduced resistance and other improved functional characteristics: greater maximum speed ranges and decreased sensitivities to high loads, etc. European markets have shown great interest for sport boats that unify comfort, speed and reliability at sea with high-tech solutions for navigation and the like – all of which is embodied in our new product.



## DATA-BAK

### Main contact

Goran Kolarić

### Full company name

DATA-BAK Ltd.

### Company website

www.data-bak.hr

### Company stage

Final product

Looking for distribution partner

### Number of employees

Micro (1-10)

### E-mail

data-bak@zg.t-com.hr

### Office telephone

00 385 1 3397 234

### Mobile phone

00 385 98 725002

### Participated in (program)

IRCRO

### Sector

Manufacture of other food products n.e.c.

### Total capital raised (millions ofe)

0,09 M EUR

### Company profile

Our company produces ingredients and finished concentrates for the bakery industry. To our partners we are offering different traditional and original products for making bakery goods of recognisable and superior quality.

### Technology

Production of probiotic bakery product. We have developed an ideal combination and ratio of ingredients to ensure the best possible quality of probiotic pre-dough. This base ensures high-quality bakery products: with increased shelf-life and without the use of chemical preservatives.

## TEHNOALARM

### Main contact

Boško Mrković

### Full company name

TEHNOALARM Ltd.

### Company website

www.tehnoalarm.org

### Company stage

Development phase

Looking for partner for further development:

- partner for real-time location system
- partner for development of wireless sensor networks

### Number of employees

Micro (1-10)

### E-mail

bosko.mrkovic@tehnoalarm.org

### Office telephone

00 385 1 2446985

### Mobile phone

00 385 99 277 3555

### Participated in (program)

IRCRO

### Sector

Manufacture of communication equipment

### Total capital raised (millions ofe)

0,12 M EUR

### Company profile

Our company is developing and producing protection systems, including fire alarms systems and parts.

### Technology

The goal of our project is to develop a localisation system for objects in space: in this case, concerning the position of boats in marinas. At this stage the system is capable of covering big marinas in the Adriatic and Mediterranean with higher levels of traffic.



## Callidus domus

### Main contact

Dubravko Kovačić

### Full company name

Callidus domus Ltd.

### Company website

www.callidus-domus.hr (CRO)

www.smarthomegroup.co (ENG)

### Company stage

Looking for investors and partners

### Number of employees

Micro (1-10)

### E-mail

dubravko.kovacic@callidus-domus.hr

### Office telephone

+385 1 5595 083

### Mobile phone

+385 98 98 43 350

### Participated in (program)

IRCRO

### Sector

System development and integration

### Total capital raised (millions of€)

0,03 M EUR

### Total capital required

0,1 M EUR

### Company profile

Callidus domus ltd. is specialised for integrated IT solutions in residential and hotels. Our portfolio includes software and hardware products for smart room and smart home systems, hotel management and online booking solutions.

### Technology

We are developing an online reservation system for use in small and medium hotels which will serve as a central point for entire hotel management teams. It will have user-friendly applications and necessitate only minimum expenses, given that it is designed with hotels' present electronic infrastructure in mind. The system should support online reservations, supervision activities, temperature control, illumination systems and access and provide an electrical expenses overview.

## Radionica željezničkih vozila Čakovec

### Main contact

Dražen Vidović

### Full company name

Radionica željezničkih vozila Čakovec Ltd.

### Company website

www.rzv.hr

### Company stage

Last phase of development

Interested in new foreign markets

### Number of employees

Medium (51-250)

### E-mail

drazen.vidovic@rzv.hr

### Office telephone

00 385 40 384 334

### Mobile phone

00 385 91 533 0882

### Participated in (program)

IRCRO

### Sector

Manufacture of railway and tramway locomotives and rolling stock

### Total capital raised (millions of€)

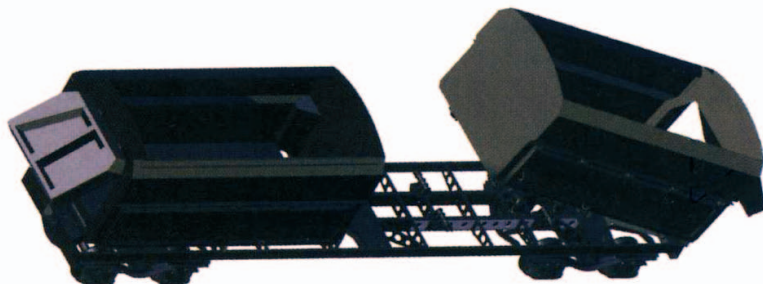
0,08 M EUR

### Company profile

Since its founding in 1945, our company has steadily grown to become today a medium-sized company specialised in the production of special cargo wagons. Our work includes: repairs and maintenance of wagons used for vehicle transport; producing cistern wagons; and reconstructing wagons used for accommodation and storage space. All of our wagons run using hydraulic energy.

### Technology

We are in the last phase of development of a specialised wagon for the transport of bulk cargo. We are presently developing the wagon's undercarriage and mobile units for accommodating bulk cargo. The wagon will use hydraulic energy for its activities. It should provide cheaper, easier and faster work procedures and facilitate the restoration, modernisation and construction of railroad infrastructure.





## Računi.hr

### Main contact

Damir Sabol

### Full company name

Računi.hr Ltd.

### Company website

www.racuni.hr

### Company stage

Development phase

Looking for strategic partner in the area of e-bills

### Number of employees

Micro (1-10)

### E-mail

damir.sabol@racuni.hr

### Office telephone

00 385 1 5578447

### Mobile phone

00 385 91 6000 710

### Participated in (program)

IRCRO

### Sector

Data processing, hosting and related activities

### Total capital raised (millions ofe)

0,13 M EUR

### Company profile

Računi.hr d.o.o. is specialised in the field of the development and implementation of e-bills and e-file systems in Croatia. Users can, through our system, easily manage creating and sending digital bills. Bills are received inside established internet banking frames where they can be efficiently paid.

### Technology

Racuni.hr, e-bills for citizens and government institutions. More than 10 million bills are sent in Croatia alone. At this moment most of these bills are delivered physically, on paper. Our project promises huge advantages: time-saving, facilitating the invoicing procedure, minimising clerical mistakes, giving a better overview of cash flow, saving money, and promoting ecological friendliness.

## LENS

### Main contact

Davor Rajčan

### Full company name

LENS Ltd.

### Company website

www.pekarstvo.hr

### Company stage

Development phase

### Number of employees

Micro (1-10)

### E-mail

info@pekarstvo.hr

### Office telephone

00 385 1 2302137

### Mobile phone

00 385 91 2305185

### Participated in (program)

IRCRO

### Sector

Food industry, process management

### Total capital raised (millions ofe)

0,02 M EUR

### Company profile

LENS Ltd. has more than 15 years of experience in the food industry, the base of our company's products and services. Our systems are developed through a combination of knowledge, innovative equipment and software, all with a sustained focus on producing high-quality products.

### Technology

TEMP LINE IN - a system for food industry process management. We are developing a surveillance system of processes in the food industry according to HACCP standards. This system will provide wireless continuous oversight, control and alarm options for certain processes to help minimise mistakes. It will be applicable to all actors in the food industry (those in primary production and logistics) and the service-based tourism industry.



## Pro Integris

### Main contact

Mladen Perkov

### Full company name

Pro Integris Ltd.

### Company website

www.prointegris.hr

### Company stage

Development phase

Interested in new markets

### Number of employees

Small (11-50)

### E-mail

mladen.perkov@prointegris.hr

### Office telephone

00 385 1 6170022

### Mobile phone

00 385 98 346959

### Participated in (program)

IRCRO

### Sector

Engineering activities and related technical consultancy

### Total capital raised (millions of€)

0,07 M EUR

### Company profile

PRO INTEGRIS is a full-service engineering and consulting firm providing services in energy automation. Our clients are generation, transmission and distribution organisations, as well as a variety of industry companies and associations. Substation automation for Smart Grid technology is a product of our company. The Smart Grid unifies communications and control systems from the existing power delivery infrastructure to provide the right information to the right entity at the right time... enabling the right actions and decisions. Our system optimises power supply and delivery, minimises losses, is self-correcting and enables energy efficiency. Technical cooperation and commercial agreement are sought.

### Technology

“Acquisition-adoptable unit (Merging Unit - MU).”

Our latest project is focused on developing an interface for reading various protection and management metrics and calculating others. This concept provides for the possibility of an independent product applicable in electro-energetic facilities with middling and high-voltage, no matter the configuration. The system should facilitate the faster transition of EE networks and make it easier to implement modern devices for the automation of EE systems.

## Genos

### Main contact

Vedrana Škaro

### Full company name

Genos Ltd.

### Company website

www.genos.hr

### Company stage

Final product

Looking for a partner that have facilities for recombinant proteins production

### Number of employees

Small (11-50)

### E-mail

vskaro@genos.hr

### Office telephone

00 385 1 2352 660

### Mobile phone

00 385 91 433 6703

### Participated in (program)

IRCRO

### Sector

Technical testing and analysis (molecular diagnostic)

### Total capital raised (millions of€)

0,06 M EUR

### Company profile

Genos Ltd. is a successful young company that has managed to position itself, in a few years' time, at the heart of commercial and research DNA analysis in Croatia. We are included in the international quality system control of DNA laboratories, GEDNAP. Using state-of-the-art equipment (PyroMark Q24, Qiagen) and leading methods in DNA research, Genos offers a complete solution for users' methylation and Single Nucleotide Polymorphism (SNP) analyses.

### Technology

We have developed new diagnostic and therapeutic procedures in gynaecological molecular diagnostics. These procedures have great medical value for the public and have a great scope of applications (such as prenatal diagnostic testing for Down syndrome). For further development we are looking for partners that have facilities for recombinant proteins production; specifically, we have need for larger amounts of N-glycosidase F (PNGase F), N-glycosidase A (PNGase A), sialidases, fucosidases, fucose dehydrogenase and other enzymes for glycoanalytics.

## Darvitalis

### Main contact

Goran Strujić

### Full company name

Darvitalis Ltd.

### Company website

www.darvitalis.hr

### Company stage

Final product

Looking for a partner for distribution on European market

### Number of employees

Micro (1-10)

### E-mail

biotera@inet.hr

### Office telephone

00 385 1 36 38 685

### Mobile phone

00 385 91 59 48 321

### Participated in (program)

IRCRO

### Sector

Food supplements industry

### Total capital raised (millions ofe)

0,07 M EUR

### Company profile

BIOTERRA d.o.o. since its foundation in 1992, has been producing plants and plant derivatives for the preparation of meals and other food services. Our specialisation lies in deriving additional curative agents from tea and tea mixtures. Our tea products are helping specific health issues . We offer PROBAVISAN – a tea for better digestion, VITOSAN – a tea for calmness and insomnia, UROSAN – for urology problems, etc.

### Technology

We have developed a new capsule product range from plant extracts, using the latest available modern technologies. These can easily be added to a variety of types of nourishment (bread, drinks, honey, jam etc.), and promise positive preventive effects as well as the amelioration of existing health issues.



## Salespod

### Main contact

Marko Kovač

### Full company name

Salespod (Mobilna informatika Ltd.)

### Company website

www.salespod.net

### Company stage

Looking for strategic sales partner

### Number of employees

Micro (1-10)

### E-mail

info@salespod.net

### Office telephone

+385 1 61 68 534

### Mobile phone

+385 91 4045 201

### Participated in (program)

IRCRO

### Sector

ICT (SaaS)

### Total capital raised (millions ofe)

N/A

### Company profile

Salespod is a real time, task focused sales tool.

It strips away all the unnecessary information from CRM and provides real time information to its users: field sales representatives and retail merchandisers. It boosts sales productivity in the same way real time (just-in-time) manufacturing boosts production capacity. Used by L'Oreal, Lavazza, Keune Haircosmetics, Jaegermeister and many others...

### FEATURES

- mobile workforce locator & team management
- mobile CRM
- field sales and merchandising

Monitors the team's field activities from the cloud, collects crucial information in real time.

Get started for FREE in 5 minutes!

### Technology

Salespod is a SaaS solution based on a multi-tenant cloud platform. The mobile app is available on iOS and Android based devices.

## Lamaro digital

### Main contact

Marin Maletić

### Full company name

Lamaro digital Ltd.

### Company website

www.TookBook.com

### Company stage

Searching for partner for further development & distribution, looking for investor for further development

### Number of employees

Micro (1-10)

### E-mail

marin.maletic@gmail.com

### Office telephone

00 385 1 6185419

### Mobile phone

00 385 91 2529779

### Participated in (program)

IRCRO

### Sector

Digital publishing

### Total capital raised (millions of€)

0,4 M EUR

### Total capital required (millions of€)

0,8 M EUR

### Company profile

The company's mission is to discover innovative and elegant ways of finding and using written content in any given form, i.e., book, article or textbook. The company is uniquely positioned as a content aggregator and technology provider. The company's project TookBook is a comprehensive eBook platform that is already being exploited through two monetisation models. The first one is eBook sales through TookBook.com, and the other is a co-branded eBook platform/content provider. At this moment, apart from its own store, TookBook runs an eBook store for VIPnet (a Croatian mobile operator) and eKupi (a Croatian on-line retailer). The academic eTextbook platform for CARnet is in the last stage of development. TookBook is also in the process of contracting a co-branded eBook project in Turkey.

### Technology

The TookBook project sees smartphones and tablets as tools of revolution in digital content consumption. Therefore, the use of those devices in book reading and learning is our main focus. The technologies that we are combining in our project are: Digital Rights Management, Digital Layout Presentation, Social Networks, Innovative Commercial Models, Learning Methods, Speed Reading Techniques.

## Intelligentna kuća

### Main contact

Davor Prpić

### Full company name

Intelligentna kuća Ltd.

### Company website

www.ithome.hr

### Company stage

Final product

Looking for investor and distribution partner

### Number of employees

Micro (1-10)

### E-mail

davor.prpic@ithome.hr

### Office telephone

00 385 9 54321 000

### Mobile phone

00 385 91 9108695

### Participated in (program)

EEN

### Sector

Home Automation (Smart home) Cloud and Wireless

### Total capital required (millions of€)

0,4 M EUR

### Company profile

Croatian SME specialising in home automation, based on years of experience in "smart home" systems, has created the cloud based mobile controlled home automation system. The purpose of the solution is to improve safety, achieve energy savings, along with quality of living. It connects and controls almost all technical systems used for living in your home. Security (burglary alarm system, fire alarm system, flood and gas leak alarms, SOS alarms) can be intergrated into one complete system.

### Technology

IHome solution is a centralised server based home automation system - Cloud Wireless solution. It is primary designed for retro-fit installations (installation in apartments with standard electrical wiring). Because the solution is a wireless system, it doesn't require any modifications on existing installation, so it is very easy to install. The System enables control of the following systems via mobile phone:

- power sockets, switching on/off
- light dimmer,
- opening/closing shutters,
- air condition control,
- movement sensors (as an anti-burglary system),
- scenes ("Leaving home" scene", "Coming home" scene),
- SMS/E-mail for fire/flood/gas/CO/burglar alert,
- GSM module - the solution can function remotely, without broadband connection, through the GSM signal,
- SOS panic button (for cases of emergency, for older people etc.)

## CONSTRUO-MAT

### Main contact

Krešimir Crnogorac

### Full company name

CONSTRUO-MAT Ltd.

### Company website

www.construomat.com

### Company stage

Final product

Looking for investor

### Number of employees

Micro (1-10)

### E-mail

info@construomat.com

### Office telephone

00 385 35 627 050

### Mobile phone

00 385 98 703 753

### Participated in (program)

EEN

### Sector

Manufacture of metal structures and parts of structures

### Total capital required (millions ofe)

1 M EUR

### Company profile

Our company has developed a transportable telecommunication base station with an automatic mast featuring a height adjustable-mobile telecommunications antenna mast (MTAM).

### Technology

We have designed and are producing an improved/ advanced transportable BASE STATION with automatic mast height adjustment, widely used by all GSM/UMTS/3G etc. mobile phone operators like T-Mobile, Vodaphone, Verizon and Telstra, in government and military applications and beyond. We are looking for new markets, customers, production partners and financial back-up partners.

## VESKI

### Main contact

Ozren Orešković

### Full company name

VESKI Ltd.

### Company website

www.veski.hr

### Company stage

Final product

Interested in new markets

### Number of employees

Micro (1-10)

### E-mail

ooreskovic@veski.hr

### Office telephone

00 385 1 3667 133

### Mobile phone

00 385 91 502 7375

### Participated in (program)

EEN

### Sector

On-line Machine Condition Monitoring

### Company profile

Manufacture of instruments and appliances for measuring, testing and navigation

### Technology

We are involved in the area of Machine Condition Monitoring and have developed an on-line system to be used for predictive maintenance. Predictive maintenance in power production facilities involves monitoring both mechanical and electrical quantities and is used to control the power production process, optimise the efficiency of the facilities and thus minimise wasted energy. Commercial agreement or technical cooperation is sought.



## Knopso

### Main contact

Mislav Malenica

### Full company name

Knopso Ltd.

### Company website

www.knopso.com

### Company stage

Final product

Looking for partners and investor

### Number of employees

Micro (1-10)

### E-mail

mislav.malenica@knopso.com

### Office telephone

00 385 1 4680 463

### Mobile phone

00 385 98 739 050

### Participated in (program)

EEN

### Sector

Computer programming activities

### Total capital raised (millions of€)

0,23 M EUR

### Total capital required (millions of€)

2 M EUR

### Company profile

Knopso is a high-tech company founded by a group of former scientists from the Rudjer Boskovic Institute with expertise in data mining, machine learning, information security and mathematical modelling in general. The company was incorporated in 2009 with capital raised from private investors who recognised the quality of the team and the global potential of the project. Knopso currently is testing its solution on 50,000 real users and plans to expand globally by the end of 2011. The company is looking for partners in these areas: media (digital content payment and quality user-generated content) and marketing agencies (offering efficient and measurable channels for communicating complex marketing messages).

### Technology

Knopso runs a micropayment service that collects, stores and analyses key data about users' behaviour and preferences. The Knopso platform is an efficient tool for encouraging users to take certain actions (e.g. to learn about a company and its offerings, to create high-quality content, to buy a specific product or a service, etc.). The platform provides a state-of-the-art behavioural targeting system, enabling direct communication with customers and measuring returns on marketing investments.

## PPP Centar

### Main contact

Tereza Silvija Marenjak

### Full company name

PPP Centar Ltd.

### Company website

www.pppcentar.com

### Company stage

Final product

### Number of employees

Micro (1-10)

### E-mail

info@pppcentar.com

### Office telephone

00 385 1 5620 893

### Mobile phone

-

### Participated in (program)

EEN

### Sector

Business and management consultancy activities

### Total capital raised (millions of€)

N/A

### Total capital required (millions of€)

N/A

### Company profile

PPP Centar Ltd specialises in delivering technical, legal and financial advisory services for preparation, planning and realisation of Public Private Partnerships/Private Finance Initiative (PPP/PFI) infrastructure projects. Our activities range from developing and reviewing feasibility and engineering studies, procurement adviser and tender documentation development, contract management and monitoring, to estimation of whole life cost of traditional construction projects, in all the phases (design, construction, maintenance, operation and transfer).

### Technology

We have developed web-based software for monitoring and optimization of Key Performance Indicators in the maintenance and operation of constructed facilities. Our ONLINE solution provides optimal real-time monitoring and control, as well as evaluation of delivered quality services in public-private partnership or conventional projects. The simple software system allows a fast highlighting potential of real problems and shortfalls in the maintenance and operation of projects through key indicators, 24/7.

## AMFES

### Main contact

Davor Anić

### Full company name

AMFES Ltd.

### Company website

www.amfesusa.com

### Company stage

Final product

Looking for partner for further development

Looking for investor for start of production

### Number of employees

Micro (1-10)

### E-mail

d.aniczg@gmail.com

### Office telephone

00 385 98 1674 209

### Mobile phone

-

### Participated in (program)

EEN

### Sector

Manufacture of electrical and electronic equipment  
for motor vehicles

### Total capital required (millions ofe)

1 M EUR

### Company profile

AMFES is a system designed to protect mainly inaccessible areas, like enclosed engine spaces in the automotive industry or electrical boxes. Nevertheless, the system can be installed into any other area that must be protected from fire hazard; it is designed to be versatile and reliable. The system does not require human intervention.

### Technology

Ecologically stable and mobile system for fire extinguishing in closed spaces. AMFES Ltd. has developed an ecologically stable system for extinguishing fires. The system is based on kalium salt and it contains no harmful gasses or acids or ozone. It provides rapid action and easy handling due to its size, and works only in closed spaces. This system can be used for extinguishing all types of fires: in cars, buses, trains, ships, industrial plants and private homes. A partner for licencing and/or further joint development is sought.

## Spotrack

### Main contact

Hrvoje Bilić

### Full company name

Spotrack - Innovative Software Vendor

### Company website

www.spotrack.com

### Company stage

Final product

Interested in entering new markets

### Number of employees

Micro (1-10)

### E-mail

info@spotrack.com

### Office telephone

00 385 98 948 3480

### Mobile phone

-

### Participated in (program)

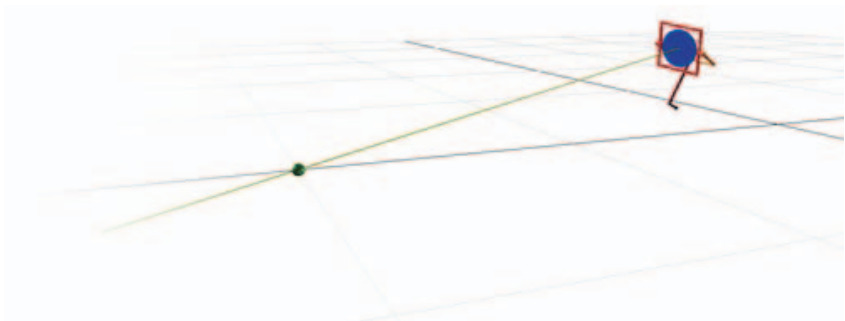
EEN

### Sector

Innovative Software Vendor

### Technology

New technology in computer vision systems with 3-dimensional visual tracking. Croatia's Innovative Software Vendor has developed a new and innovative computer vision system for the three-dimensional positioning of pan/tilt devices and/or robotic arms. This computer vision system enables the development of various tracking and robotic applications: ranging from entertainment industry applications to fruit and vegetable robotic picking applications. The technology features a unique and innovative positioning method using only one video camera (in contrast to shape and colour recognition technologies and multiple cameras systems). Advantages: the positioning of an unlimited number of intelligent lights, pan/tilt cameras and robotic arms into one three-dimensional position; a simple and fast calibration method; several robotic arms can be driven simultaneously and avoid collision; in fruit picking applications, one system can be used for picking various types of fruit and vegetables, and any kind of robotic arm design can be supported. This system can also be integrated into existing applications.



## UTT - Technology Transfer Office

### Main contact

Davor Plavšić

### Full company name

Technology Transfer Office - University of Zagreb

### Company website

www.technology.unizg.hr

### Company stage

Development phase

Looking for partners for further development and licencing

### Number of employees

Micro (1-10)

### E-mail

dplavsic@unizg.hr

### Office telephone

00 385 1 4698174

### Mobile phone

00 385 91 5596251

### Participated in (program)

EEN

### Sector

ICT, Renewable energies, Transport

### Technology 1

CONTROL SYSTEM FOR THE OPTIMAL OPERATION OF WIND TURBINE GENERATORS UNDER FAULTY CONDITIONS

The University has developed an algorithm for optimal operation of wind turbine generators under faulty conditions, thus prevents unnecessary shut-downs of the turbine. The algorithm can be easily incorporated into the currently used wind turbine control software and hardware. The University is looking for industrial partners in order to further develop and commercialise the technology through licensing of its patent and know-how.

### Technology 2

SELF-STABILIZING PERSONAL VEHICLE WITH ONE WHEEL

The University has developed self-stabilizing personal vehicles with one wheel (unicycle), and an associated control algorithm that enables the automatic stabilization of the vehicle while driving on challenging terrains, as well as when it is at rest. The vehicle is battery powered. The University is seeking industrial partners with the necessary infrastructure for the production of personal transport vehicles in order to further develop the technology.

### Technology 3

SOIL SAMPLING PROBE ASSEMBLY

The University has developed a rotary probe assembly for simultaneous taking of multiple soil samples. It is meant to be used primarily in Agricultural and Environmental sampling. The Invention refers in particular to the rotary probe assembly with a rotational mechanism, where simultaneous soil sampling, by means of at least 2 single probes and no more than 16, is made possible. The present invention includes a sample collection container, intended for simultaneous taking of average soil samples. Licencing is sought.

## Đuro Đaković Elektromont

### Main contact

Zdravko Stipetić

### Full company name

Đuro Đakovic Elektromont d.d.

### Company website

www.dd-elektromont.com

### Company stage

Interested in new markets

Searching for partner for further development & distribution

### Number of employees

Medium (51-250)

### E-mail

oie@dd-elektromont.com

### Office telephone

00 385 35 446 089

### Mobile phone

00 385 98 340 318

### Participated in (program)

EEN

### Sector

Company for Design, production and erection of devices, equipment and systems in industry and energetic

### Total capital required (millions of €)

1 M EUR

### Company profile

The main activities of the company are:

- design, production and installation of energetic facilities, especially in the area renewable energy;
- design and installation of electrical energy distribution systems as well as control systems and software (SCADA) for process control.

### Technology

We have developed Cogeneration plant fires by biomass (wood chips) DD ENITEH-500 produce in cogeneration electric power (400 kW), and thermal energy power (1686 kW) in the form of hot air (275°C). Installation is done in modular construction, with individual modules fully developed and completed in the factory and as modules are transported and assembled on site where they are connected together. The plant is fully automated with computer management.



## Komed

### Main contact

Željko Antun Kovačiček, dipl. ing.

### Full company name

KOMED Ltd.

### Company website

www.komed.hr

### Company stage

Searching for partner for further development & distribution

Last phase of development

### Number of employees

Micro (1-10)

### E-mail

komedoo@net.amis.hr

### Office telephone

00 385 1 3373 980

### Mobile phone

00 385 98 1685 062

### Participated in (program)

EEN

### Sector

Microbiological diagnostic and medical devices

### Total capital raised (millions ofe)

0,1 M EUR

### Total capital required (millions ofe)

0,05 M EUR

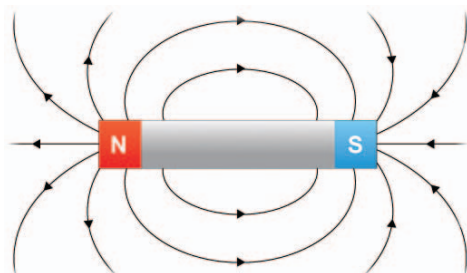
### Company profile

Komed Ltd. is small company with eight employees operating a microbiological diagnostic programme and new medical technology equipment for magnetic therapy and physical hand diagnostics .

### Technology

#### THE DIGITAL LOW FREQUENCY MAGNETO THERAPY SYSTEM

Our solution includes software that enables therapists to provide various previously set treatments, as well as to easily create new ones, specifically for each patient. The system includes magnetic applicators, management unit, and a bed. With already developed adaptations it can operate on up to 4 patients simultaneously. The company is looking for a commercial agreement with technical assistance, or a partner for joint production.



## Citus

### Main contact

Tomislav Bronzin

### Full company name

Citus Ltd.

### Company website

www.citus.hr

### Company stage

Final product

Looking for distribution and adaptation partner

### Number of employees

Micro (1-10)

### E-mail

tbronzin@citus.hr

### Office telephone

00 385 1 3667 120

### Mobile phone

00 385 91 2019 443

### Participated in (program)

EEN

### Sector

Computer programming activities

### Company profile

Solution for effective management of work safety activities

### Technology

Citus has developed a solution that provides substantial savings in the field of occupational safety: protecting employees from work-related injuries and enhancing company productivity. The application enables its user to acquire data that is needed to educate and equip employees for safe work as well as to enable management to gather information for planning and prevention through a wizard-like user interface. Our company is looking for partners for commercial agreements, technical assistance and licensing.

## Systemcom

### Main contact

Ms Srebrenka Ursic

### Full company name

Systemcom Ltd.

### Company website

www.systemcom.hr

### Company stage

Development phase

Looking for distribution partner

Looking for investor for new development”

### Number of employees

Small (11-50)

### E-mail

srebrenka.ursic@systemcom.hr

### Office telephone

00 385 1 2335 880

### Mobile phone

00 385 91 5395 204

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions ofe)

1,05 M EUR

### Total capital required (millions ofe)

1 M EUR

### Company profile

Systemcom Ltd., founded in 1993, is a Croatian fabless design house. It provides design services and products in the area of high performance analogue, mixed signal and digital integrated circuits. Our expertise in microelectronics and software development has been achieved in long-standing collaboration with Bosch, Intel, HP and Compaq. Systemcom has developed its own AFE (Analogue Front-End) family of IP (Intellectual Property) modules, under the project called “The Development of Input Interface Chip for Nanotechnology Biosensors”. The achieved characteristics, which came as a result of new and innovative solution, are top-of-the-line analogue electronics in global terms.

### Technology

IP modules from the developed AFE family provide an interface between the sensor system and the microcontroller/DSP, generating a digital output proportional to the input current. The modules are optimized for current-input, low power & high resolution applications, and are validated in silicon (TSMC technology @ 180 nm). The most attractive potential fields for application are biomedicine & biotechnology, environmental industry, robotics, automotive & process control industry, energy saving & control equipment, then smartphones, gadgets, PCs and notebooks with built-in sensors. Also an ideal solution for battery-powered devices. Detailed data is available at: <http://www.systemcom.hr/ipmodules/analogue-front-end/?lang=en>

## ShoutEm

### Main contact

Viktor Marohnic

### Full company name

ShoutEm Inc.

### Company website

www.shoutem.com

### Company stage

Final product

Looking for partners for sales and marketing

### Number of employees

Micro (1-10)

### E-mail

viktor@shoutem.com

### Office telephone

00 385 1 5535 037

### Mobile phone

00 385 98 183 1622

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions ofe)

1,13 M EUR

### Technology

“ShoutEm” is personal development software that allows you to launch your own social network as a mobile user. With high-quality solutions, the company provides fast and simple answers to the highly allocated existing and future markets in Central and Eastern Europe. Mobile social networks are made easier, easier to use and accessible at anytime from anywhere from your mobile phone. Shout’Em will support short messages and photo-sharing and will allow advertisers to find users on the map interface, etc. Company Five Minutes Ltd. for four years has been operating successfully in Croatia, and last year 90% of its revenues came from exports. Five Minutes Ltd. owns two successful Web 2.0 projects in Croatia and [www.pticica.com](http://www.pticica.com) [trosjed.net.hr](http://trosjed.net.hr) – currently the largest social network in Croatia. From years of experience developing software for the global market emerged cooperation with major American companies like Real Networks ([www.real.com](http://www.real.com)) and Bit9 (who designed and developed the Internet portal [www.bit9.com](http://www.bit9.com)), allowing customers to provide user feedback on surveillance and security. Ideal partners are digital agencies that want fast and cheap launches of mobile applications for their clients.

## Banko

### Main contact

Aljoša Bošković

### Full company name

Banko Ltd.

### Company website

www.banko.hr

### Company stage

Final stage

Interested in licencing

Looking for partners for distribution

### Number of employees

Small (11-50)

### E-mail

aljosa.boskovic@banko.hr

### Office telephone

00 385 21 540 010

### Mobile phone

00 385 98 315 593

### Participated in (program)

RAZUM

### Sector

Manufacture of metal structures and parts of structures

### Total capital raised (millions ofe)

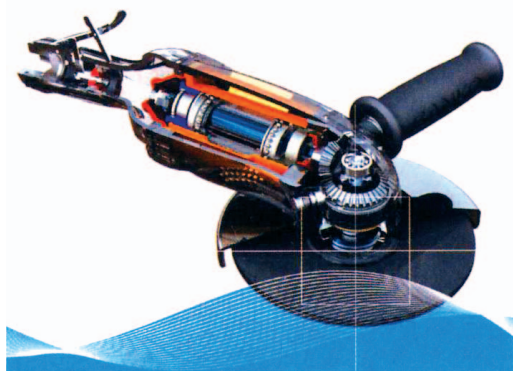
1,5 M EUR

### Technology

Our company has developed a new “Banko pneumatic grinder” that has distinct advantages when compared to present solutions on the market.

Advantages compared to the existing grinders on the market:

- Increased durability and productivity
- Spin velocity 50-65 m/s compared to competitors' 25-30 m/s
- 60-100% faster grinding at the right speed with high material removal rate
- Much less insensitivity to variations in pressure
- No need for lubrication
- Less vibration due to accessories' grinding speed
- Competitive product price and high energy efficiency
- Product is field-tested on the market in 10 EU countries



## VŠP

### Main contact

Darko Mesek

### Full company name

VŠP Ltd.

### Company website

-

### Company stage

Development phase

Looking for distribution partner

### Number of employees

Micro (1-10)

### E-mail

darko.mesek@gmail.com

### Office telephone

00 385 42 214 243

### Mobile phone

00 385 91 115 2928

### Participated in (program)

RAZUM

### Sector

Manufacture of musical instruments

### Total capital raised (millions ofe)

0,15 M EUR

### Technology

The project “Development of a new violin chin rest” began more than 20 years ago in a master violin shop, at the hands of famous innovator, Mr Vladimir Simon Proskurnjaka. Due to the significant improvement of the quality of the violin / viola playing it effects, this innovation is considered very important for the music industry. We have a patented product with the following characteristics: minimal impact on the sound of body and instrument design, improved ergonomics, lightweight construction, successful accommodation of different styles of holding the violin, made with eco-products made of wood (mostly of local wood produced in Croatia).



## LED ELEKTRONIKA

### Main contact

Vladimir Golenić

### Full company name

LED ELEKTRONIKA Ltd.

### Company website

www.teb-elektronika.hr

### Company stage

Final product

Looking for investor

### Number of employees

Micro (1-10)

### E-mail

vladimir.golenic@teb-elektronika.hr

### Office telephone

00 385 1 4609 800

### Mobile phone

00 385 99 255 0787

### Participated in (program)

RAZUM

### Sector

Manufacture of instruments and appliances for measuring, testing and navigation

### Total capital raised (millions ofe)

0,59 M EUR

### Total capital required (millions ofe)

3M EUR

### Technology

“Intelligent traffic telematics, (ITT)”, including the development of the following devices with advanced functions: road mini meteorological station - fixed and mobile (RMS), an automatic traffic counter - fixed and mobile (ATC), road traffic stations (RTS), light variable sign (LVS), belonging intelligent tele-centres (ITC) and centres for traffic maintenance and control (CTMC). We seek to innovate products that will be adapted for autonomous operation in locations without any infrastructure, that are cost-competitive relative to existing technology, that meet complex technical requirements (low consumption, high reliability, self-control, remote fault detection, etc.) and that can work in difficult conditions, both concerning road traffic and weather. In order to fulfil all required technical specifications and meet the needs of potential customers (e.g. if they are accustomed to some type of equipment, part of an existing system, or already have established maintenance, etc.), this project offers such a technical solution that will be open to adaptation and to different types of existing components. This means, for example, if a buyer wants a particular type of sensor to measure wind speed and direction, or a particular type of traffic counter, our solution will allow installation of new components in existing systems, whereby the characteristics and functionality of the systems are preserved.

## Pjer

### Main contact

Paula Veličković

### Full company name

Pjer Ltd.

### Company website

www.pjer.hr

### Company stage

Final product

Looking for distribution partner

### Number of employees

Micro (1-10)

### E-mail

paula@sqe-forms.com

### Office telephone

00 385 1 6140677

### Mobile phone

00 385 98 478383

### Participated in (program)

RAZUM

### Sector

Other research and experimental development on natural sciences and civil engineering

### Total capital raised (millions ofe)

0,36 M EUR

### Technology

“SQE Technology” - Economic Quick Simple Technology is a system built of reinforced concrete structures such as the “lost formwork system” – a patented system using plastic sheeting and tie that creates a mold for pouring concrete and which then serves as both insulation and a mounting base for construction in dry interiors and various types of outdoor finish panelling and facades. SQE technology enables builders to reduce construction costs while simultaneously raising the quality of residential and commercial buildings. Reduced construction costs are achieved thanks to the increased speed and productivity that workers can enjoy in rough construction, installation, and finishing phases. Currently SQE technology is fully defined and its ultimate goal is obtaining European technical approval, certifying the SQE system according to European standards.

## Hipersfera

### Main contact

Bojan Pečnik

### Full company name

Hipersfera Ltd.

### Company website

www.hipersfera.hr

### Company stage

Development phase  
Looking for an investor

### Number of employees

Micro (1-10)

### E-mail

bojan.pecnik@hipersfera.hr

### Office telephone

00 385 1 2922 180

### Mobile phone

00 385 95 845 6696

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions ofe)

0,96 M EUR

### Total capital required (millions ofe)

15 M EUR

### Technology

Autonomous stratospheric platform to replace satellites and aeroplanes in the remote sensing industry. This platform is “an eye in the sky” that can continuously monitor Earth at a particular geographical spot, beating satellites and aeroplanes both in price and performance. The first phase of the project development is finished and a scaled prototype was built to prove the concept. The project passed 4 independent financial and technical audits and a fully functional 1st scale model was built and was flown for over 300 hours. The Hipersfera team consists of 15 full-time scientists/engineers and 10 outsourced associates, dedicated to a project that is shaping the future of aeronautics. Product is available for demonstration.



## Ekovent

### Main contact

Svibor Pavetić

### Full company name

Ekovent Ltd.

### Company website

www.ekovent.hr

### Company stage

Final product  
Looking for strategic distribution partner on world market

### Number of employees

Small (11-50)

### E-mail

svibor.pavetic@ekovent.hr

### Office telephone

00 385 1 6232 892

### Mobile phone

00 385 95 599 39 45

### Participated in (program)

RAZUM

### Sector

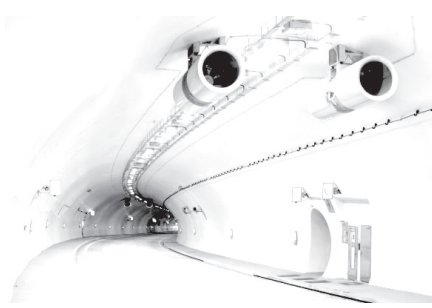
Manufacture of other general-purpose machinery n.e.c.

### Total capital raised (millions ofe)

0,57 M EUR

### Technology

New tunnel ventilation system with increased security from fire. The system allows for a switch to “fire mode” ventilation in tunnels: preventing fire expansion while simultaneously allowing fire department and rescue personnel full access. The system thus makes evacuation from the tunnel easier. This 3K, patent-protected ventilation is a unique solution that meets the “Standards 2004/45/EU on the minimum requirements for the safety of tunnels in the trans-European road network” and as such represents a model for the future reconstruction and development of new ventilation systems for tunnels longer than 3 km. The company is ready for the international demonstration of its tunnel ventilation system.



## IN2

### Main contact

Miroslav Ostroški

### Full company name

IN2 Ltd.

### Company website

www.in2.hr

### Company stage

Development phase

Looking for distribution partner

### Number of employees

Medium (51-250)

### E-mail

miroslav.ostroski@in2.hr

### Office telephone

00 385 1 6386 850

### Mobile phone

00 385 98 314 764

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions of€)

0,9 M EUR

### Technology

Project "INvest2 PLUS" is a software solution for the automation of banks, funds and brokerages. The solution will be based on modern technologies, and offer a range of functionalities that support today's financial and regulatory standards. One of the major novelties is the possibility of using Internet functionality through services, which, due to significantly lower prices, is an attractive option for smaller businesses.

The IN2 company, with its basic solution INvest2, is a pioneer and leader in the supply of software solutions for investment banking in Croatia, as well as to the narrow regional market.

IN2 has a significant (comparative) advantage over the competition:

- won market share through a basic solution with credible references
- the possibility of partial self-financing of new product development
- know-how in the field of investment banking
- professional programme and management team

Looking for partners for product placement on the western and central European markets, Russia and Turkey.

## XYLON

### Main contact

Predrag Vidas

### Full company name

XYLON Ltd.

### Company website

www.xylon.hr

### Company stage

Final product

Looking for distribution partner of:

- 3D graphic accelerator for FPGA
- Surround View Driver Assistance System

### Number of employees

Small (11-50)

### E-mail

Predrag.Vidas@logicbricks.com

### Office telephone

00 385 1 366 7841

### Mobile phone

00 385 91 934 9801

### Participated in (program)

RAZUM

### Sector

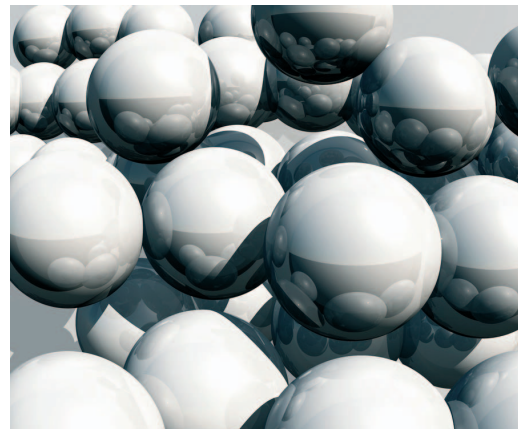
Research and experimental development on technical and technological sciences

### Total capital raised (millions of€)

0,6 M EUR

### Technology

The Xylon "logi3D graphic accelerator" is a unique solution for the control of 3D graphics applications based on the technology of programmable logic circuits FPGA (Field Programmable Gate Arrays), which ensures shorter development time, better applicability, flexibility and cost efficiency. Application possibilities are very broad: from automotive electronics to medical, military and consumer electronics. This product's first appearance was at the Embedded World 2011 trade fair in Nuremberg, Germany.



## InfoDom

### Main contact

Domagoj Juričić

### Full company name

InfoDom Ltd.

### Company website

www.infodom.hr

### Company stage

Final product

Looking for distribution partner/sales

### Number of employees

Medium (51-250)

### E-mail

infodom@infodom.hr

### Office telephone

OO 385 1 3040 588

### Mobile phone

OO 385 99 444 0888

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions ofe)

1,23 M EUR

### Technology

SRMA – Service and Resource Management Architecture is an integrated ICT solution for business process mgmt., project mgmt. and knowledge mgmt. Since it was established in 1993, InfoDom has participated in leading IT projects in the Republic of Croatia and installed a great majority of IT solutions in the public sector in Croatia. These solutions have been developed in cooperation with technology partners such as IBM, Microsoft and Oracle, for which we acquired top-level certificates. The innovativeness of the SRMA software solution is visible in its integration of interdependent areas. There are a large number of software tools for process management, knowledge management and project management in the IT market nowadays, but it is important to emphasise that these products are not interconnected. The importance of such software tools are shown by the fact that Gartner, a leading consulting service, in its regular annual report noted that the development of such tools, as well as their applications in business practices, have recorded permanent growth. The first copy of our solution was sold to NEXE group.

## ALTPRO

### Main contact

Zvonimir Viduka

### Full company name

ALTPRO Ltd.

### Company website

www.altpro.hr

### Company stage

Final product

Looking for partner for modernisation of railway level crossings with our new train detector

### Number of employees

Small (11-50)

### E-mail

zvonimir.viduka@altpro.hr

### Office telephone

OO 385 1 3667 123

### Mobile phone

OO 385 91 2011 952

### Participated in (program)

RAZUM

### Sector

Manufacture of computers and other information processing equipment

### Total capital raised (millions ofe)

0,62 M EUR

### Company profile

ALTPRO is an innovative exporting company whose main business is the development and production of high-technology signalling and safety equipment for railway infrastructure and vehicles.

### Technology

The project “Development of road crossings on the basis of axle counters” is based on innovation: a security intelligence centre for the detection of axle counters with modular units meeting the SIL4 security level (highest level of security in the CENELEC railway standards). A device as a single system represents an optimal solution for safe and reliable crossings.

## TGL stimulacijski servisi

### Main contact

Krešimir Keglević

### Full company name

TGL stimulacijski servisi Ltd.

### Company website

www.tgl-group.com

### Company stage

Development phase

Looking for investor

### Number of employees

Micro (1-10)

### E-mail

kkeglevic@gmail.com

### Office telephone

00 385 1 6155 529

### Mobile phone

00 385 99 6877629

### Participated in (program)

RAZUM, VC funds

### Sector

Support activities for petroleum and natural gas extraction

### Total capital raised (millions of €)

3,5 M EUR

### Total capital required (millions of €)

4 M EUR

### Technology

“Development of groups of new technologies for prolongation of the exploitation of crude oil and gas.” This project offers advanced technological solutions that would significantly extend the time of exploitation of crude oil and gas extraction: with increased efficiency, reduced energy consumption, reduced costs and reduced use of heavy equipment. Since the requirements for energy production have only increased, a new technology that offers better solutions and results in savings is interesting to potential customers and has significant market potential.



## Pravi Klik Razvoj

### Main contact

Hrvoje Bujas

### Full company name

Pravi Klik Razvoj Ltd.

### Company website

www.gohome.eu

### Company stage

Development phase

Looking for investor

### Number of employees

Micro (1-10)

### E-mail

hrvoje.bujas@gohome.hr

### Office telephone

00 385 1 3820 285

### Mobile phone

00 385 98 360 138

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions of €)

0,97 M EUR

### Total capital required (millions of €)

1 M EUR

### Technology

GoHome is an Internet search engine specialized in searching for all properties on the Internet, the only such kind in Central and Eastern Europe / CEE Region, and is currently present in 6 countries: Croatia, Slovenia, Italy, Czech Republic, Slovakia and Serbia. GoHome has been a proven Croatian export product. Real estate on the Internet is fragmented in thousands of different domains. Existing methods and tools for aggregating and searching such data are not satisfactory for users. GoHome simply searches all properties in one place, quickly, easily and efficiently, thereby saving users time and money and accelerating the sales process for clients. Its innovation consists in its completely different way of indexing data and interpreting queries in such a way as to yield better results.



## REFUL Marine

### Main contact

Veljko Haggia

### Full company name

REFUL Marine Ltd.

### Company website

www.limprodukt.hr

### Company stage

Development phase

Looking for partner for further development

Looking for investor

### Number of employees

Small (11-50)

### E-mail

refulmarine@limprodukt.hr

### Office telephone

00 385 44 888 625

### Mobile phone

00 385 98 319 265

### Participated in (program)

RAZUM

### Sector

Building of pleasure and sporting boats

### Total capital raised (millions ofe)

0,64 M EUR

### Total capital required (millions ofe)

3M EUR

### Technology

In building pleasure and sporting boats per the project "Polyvalent modular boat REFUL 30 Premiere, introducing CAD / CAM technology," we seek to revolutionise and modernise the design and production of small boats, reduce the costs, lower consumption of materials and improve business results. Our engineering team provides support in the areas of CAD design and project optimisation, including hydromechanics and entire marine systems. Therefore, all the boats from the Reful's manufacturing plant have high-performance and modern, optimised design. Our company is looking for an investor or joint further development partner in the area of CAD/CAM technology concerning elaboration and construction of modular objects of great dimensions.

## Iturus sum

### Main contact

Žarko Vorkapić

### Full company name

Iturus sum Ltd.

### Company website

www.iturus.com

### Company stage

Development phase

Looking for partner for further development

### Number of employees

Small (11-50)

### E-mail

z.vorkapic@iturus.com

### Office telephone

00 385 1 557 6635

### Mobile phone

00 385 99 269 0001

### Participated in (program)

RAZUM

### Sector

Computer programming activities

### Total capital raised (millions ofe)

1,04 M EUR

### Technology

"New software for touristic destination management."

This highly sophisticated and automated application package called Itur, upgraded with IT and business consulting services, is designed for tourist destinations and tourism companies and relies on advanced software, applying proven principles in the telecommunications industry. It provides a common marketing platform and communicates the performance of all businesses related to tourism in a given destination. At the core of developing new categories of services, based on the combination of IT and tourism, is the Itur application suite. It combines functions of customer relationship management, billing and accounting services, management of marketing and sales processes, and analysing customer data to segment users and prepare targeted sales campaigns.



ALTPRO Ltd.  
 Amfes Ltd.  
 Banko Ltd.  
 Bioterra Ltd.  
 Callidus domus Ltd.  
 Citus Ltd.  
 CONSTRUO MAT Ltd.  
 CTP PROJEKT Ltd.  
 DATA-BAK Ltd.  
 Đuro Đaković Jsc.  
 Echo Ltd.  
 Ekovent Ltd.  
 EL KONCEPT Ltd.  
 Galeb Jsc.  
 Genos Ltd.  
 Mobiexplore Ltd.  
 Hand Studio Ltd.  
 Hipersfera Ltd.  
 Horizont Internacional Ltd.  
 HuG Ltd.  
 IN2 Ltd.  
 InfoDom Ltd.  
 INTECO Ltd.  
 Inteligentna kuća Ltd.  
 Iturus sum Ltd.  
 Knopso Ltd.  
 Komed Ltd.  
 Lamaro Ltd.  
 LED Elektronika Ltd.  
 LENS Ltd.  
 Mobilna informatika Ltd.  
 Oikon Ltd.  
 Omega software Ltd.  
 ShoutEm Inc.  
 PPP centar Ltd  
 Pjer Ltd.  
 Poslovna inteligencija Ltd.  
 Pravi Klik Razvoj Ltd.  
 Pro Integris Ltd.  
 Računi.hr Ltd.  
 Recro-net Ltd.  
 REFUL Marine Ltd.  
 Radionica željezničkih vozila Čakovec Ltd.  
 SAS Vektor Jsc.  
 Spotrack - Hrvoje Bilić  
 Systemcom Ltd.  
 TEB Kompleksni sustavi i rješenja Ltd.  
 Technology Transfer Office - University of Zagreb  
 TEHNOALARM Ltd.  
 TGL Stimulacijski Servisi Ltd.  
 Veski Ltd.  
 VŠP Ltd.  
 XYLON Ltd.

**Sources:**

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*Study of the Innovative Potential of FIDIBE Partners' Regions*, BICRO, South East Europe Transnational Cooperation Programme, 2010

*Time to Invest in Croatia - Investment Guide 2011*, Ministry of the Economy, Labour and Entrepreneurship

# Hit your target



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For all questions and further information contact us at:

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E: [een@bicro.hr](mailto:een@bicro.hr)