



## Symposium and Networking Event in Tallinn Oct. 22<sup>nd</sup> 2008 - Hotel Reval Olümpia

Are you interested to explore your business opportunities with the following Austrian companies and to discover cooperation possibilities in Austria, CEE and beyond?

Please use the attached Reply Form to register and book your individual B2B meeting!

E: [tallinn@austriantrade.org](mailto:tallinn@austriantrade.org)

W: <http://www.a-i-c.at/baltics/>

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## Katharina Bruck

### Own Expertise:

## Bruck Consulting

### Management-Consultant

strategic planning, market penetration

Bruck Consult offers primarily consultancy for companies, which are planning to intensify their activities in Central- and Eastern Europe. Bruck Consulting offers support from strategic planning, the establishment of representation offices and companies up to complete "Go to Market support" as well as outsourcing of accounting and payroll services.

### Main Customers:

**industry, real estate, regional planning, agriculture, forestry, fishing, trade**

### Cooperation wanted:

Management Consultant / Attorneys / Accountants

### Expertise wanted:

Strategic planning, market penetration, organization and logistics, controlling, quality assurance, accounting, payroll

### Cooperation request:

We are specialized in „Go to Market“ consultancy in Austria, CEE and Russia with permanent offices in Vienna and Moscow. We are looking for cooperation partners or customers, who are interested in our market entry support services.

At the same time we are looking for partners in Estonia who can offer legal, accounting and payroll services to our clients from Austria and other CEE countries.

### Contact

Bruck Consulting  
Bösendorferstrasse 1/28  
A-1010 Wien / Austria



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<http://www.bruckconsult.com>

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## Michael Novak

### Own Expertise:

## CEconsult

### IT-Consultant

networks + systems integration, software development, e-business, e-commerce

The major activities of CEconsult are focused on business development in Central and Eastern European countries related to ICT-Market and includes channel partner search, strategic alliance, coaching and market development. A special focus is put on system management in combination with SLM (service level management) and ERP-solutions for SME's. ITBeurope (www.itbeurope.org), a branch of CEconsult is an information platform which offers market research, screening and studies concerning ICT - market. Another focus is SW development and marketing of ERP-solutions, which are focused to support sales and marketing.

### Main Customers:

**industry , information + communication, tourism + leisure, trade, public sector**

### Cooperation wanted:

IT-Consultants + Management Consultants

### Expertise wanted:

IT: networks + systems integration, software development, multimedia, e-business, e-commerce, e-government, IT-Security




Management: market analysis, strategic planning, market penetration, financing + grants

### Cooperation request:

We are interested in partners to operate together in third emerging markets. We are looking for innovative software solutions for e-government, ERP, logistics and trade as well as system management.

### Contact

CEconsult  
Flötzersteig 177  
A-1140 Wien / Austria

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 <http://www.ceconsult.at>

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## Richard Pfaffstaller

### Own Expertise:

### Main Customers:

### Cooperation wanted:

### Expertise wanted:

### Cooperation request:

### Contact

## CNS-Netinfo

### IT-Consultant

software development, telecommunication

CNS is a company, specializing in digital net information management systems. CNS is the ideal partner for communal and private utility providers (Telecom, Cable-TV, Electricity, Gas, Water, Sewage, Fibre-Optics / Backbones, etc.)

**Energy + mining, water + wastewater, public sector, real estate + regional development**

IT-Consultants + Engineering Consultants

IT: telecommunication

Engineering: civil engineering, facility management, survey+land use planning, geological+geotechnical services

CNS-Netinfo is a special software for digital cadastre management for the target groups civil engineers, geometer companies and public utility providers (gas, oil, district heating, power supply, cable TV, fibre optics, water, sewage works). **CNS-Netinfo is looking for cooperation with a consulting engineering company** in Estonia specialized in the fields of water supply, wastewater and/or energy distribution networks or digital geometry.

CNS-Netinfo  
Domgasse 8/2  
A-1010 Wien / Austria



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<http://www.cns-netinfo.com>

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## Heinz Stipsits

### Own Expertise:

## Dr. Heinz Stipsits Consulting

### Management Consultant

corporate analysis, market analysis, strategic planning, market penetration

We are specialised in:

Strategy – Marketing – Sales

Project - Management

Management Consulting

We provide solutions for Health Care Organisations

Pharma and Biotechnology Companies

Communication and PR – Agencies

Chemical Industries and Plant Engineering

### Main Customers:

### Industry

### Cooperation wanted:

Management Consultants + Finance Specialists

### Expertise wanted:

Management: market analysis, strategic planning

Finance: corporate finance, due diligence

### Cooperation request:

Looking for Health Care Specialists

### Contact

Dr. Heinz Stipsits Consulting

Feldgasse 70

A-3412 Klosterneuburg / Austria



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<http://www.hs-consult.at>

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## Peter Blaschke

### Own Expertise:

## iC consulenten

### Engineering-Consultant

project management

Studies, consulting, planning, project management and site supervision for water supply installations and sewage disposal.

Transport concepts, feasibility studies and master plans for public transport, individual traffic and commercial transport. Investment assessment, cost calculation and controlling for transport projects.

Energy Efficiency Analysis for District Heating Providers and Industry.

### Main Customers:

**Water + Wastewater,  
Transport + Traffic (air, rail, road)  
District Heating + Energy  
Industry (Paper, Cement)**

### Cooperation wanted:

Engineering Consultants + Management Consultants

### Expertise wanted:

Engineering:  
project management, survey + land use planning

Management:  
cooperation + mergers, organization + logistics

### Cooperation request:

Looking for cooperation partners active in water + wastewater, transport + traffic, tourism + leisure, public sector

### Contact

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Kaiserstrasse 45  
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## Alfred Zoubek

### Own Expertise

## Imago

### Engineering-Consultant

project management, facility management, civil engineering, architectural design

Imago is an expert designer of hotel and spa projects.

Imago is also specialized in the design and market positioning of interior design studios and showrooms for bathroom, spa and furniture retailers.

### Management Consultant

Cooperation + mergers, market analysis, organization + logistics, strategic planning

### Main Customers

**industry, architectural design, tourism + leisure, trade**

### Cooperation wanted:

Architects & Consulting Engineers  
Developers of hotels and spas and furniture retail outlets

### Expertise wanted:




Hotel, Spa and Retail Sector Specialists

### Cooperation request:

Imago is looking for cooperation partners who are interested in using the Imago know-how in their projects in the Baltic States and other CEE countries.

### Contact

Imago  
Zennergasse 3  
A-1160 Wien / Austria

 +43 1 48810-12  
 [alfred.zoubek@imago.at](mailto:alfred.zoubek@imago.at)  
 <http://www.imago.at>

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## Peter Gastberger

### Own Expertise:

## Peter Gastberger

### Engineering-Consultant

project management

### IT-Consultant

electronic certificates

data encryption

e-government, e-health, e-voting

IT-security

### Management-Consultant

financing + grants , market penetration , strategic planning

### Main Customers:

**industry , public sector , information + communication, health + social services**

### Cooperation wanted:

IT Consultants

### Expertise wanted:

e-government, IT Security

### Cooperation request:

Looking for cooperation partners active in e-voting, e-health, electronic certificates and related fields.

### Contact

Peter Gastberger

Carl-Storch-Strasse 7

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<http://gastberger.com>

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## Beatrix Vogl-Freysassen

### Own Expertise

## FREYSASSEN.COM

### Management-Consultant

controlling + quality assurance , market analysis , HR-  
development + training , strategic planning

HR-Development + Organizational Development

External HR-Management

CCC-Crossover Consulting + Coaching

Crossover Executive Seminars + Incentives

### Main Customers

industry , public sector , architectural design , energy +  
mining, information + communications , tourism + leisure ,  
trade

### Cooperation wanted:

Management Consultants

### Expertise wanted:


Human Ressources, Career Development

### Cooperation request:

Freysassen.com offers IT-supported tools for carrying out  
potential analysis in recruiting, for the identification of high-  
potentials, human resources development and  
outplacement. Target group are larger companies operating  
in an international environment.

### Contact

Freysassen.com  
Bartensteingasse 8/4  
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 <http://freysassen.com>

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## Bernhard Schmid

### Own Expertise

### Main Customers

### Cooperation wanted:

### Expertise wanted:

### Cooperation request:

### Contact

## Vienna IT Enterprises

### IT-Consultant

e-business / e-commerce , e-government , IT-Security , multi-media , open source solutions , software development , telecommunication


Information + communications, public sector

IT Consultant

IT-Security, e-business, e-commerce

VITE is acting as platform that is representing Viennese IT companies and is looking for Estonian networks/clusters or association, who like to cooperate with Austrian IT companies.

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 <http://vite.at>

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## Friedrich Kofler

Own Expertise

Main Customers

Contact

## ATIX

IT-Consultant

open source solutions, e-government

industry , public sector

Friedrich Hermann Kofler  
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## Robert Krimmer

Own Expertise

Main Customers

Contact

## e-voting.cc

IT-Consultant

e-government

public sector

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**Robert  
Bodenstein**

**Own Expertise**

**Main Customers**

**Contact**

**InfoManagement Unternehmensberatung**

**Management-Consultant**

organization + logistics, controlling + quality assurance

**Tourism+leisure, health+social services, trade**

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A-1010 Wien / Austria



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**Johannes  
Mende**

**Own Expertise**

**Main Customers**

**Contact**

**i.s.e.**

**Management Consultant**

market analysis, market penetration

**industry, public sector, transport+traffic,  
tourism+leisure**

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## Norbert Ceipek

Own Expertise

Main Customers

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## M Technology Systems

**IT-Consultant**

software development, open source solutions

**Health + social services**

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🌐 <http://www.mtech.at>

## Oksana Pavliska

Own Expertise

Main Customers

Contact

## PAN PLAN GmbH

**Management-Consultant**

cooperations + mergers, cultural + legal questions, market analysis + market penetration, strategic planning, corporate analysis

**Industry, public sector, real estate + regional planning, transport + traffic, information + communications, tourism + leisure**

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