

INC

Austrian Trade Mission



REDI

Riyadh

BLY

29th - 30th November 2023

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 **ADVANTAGE
AUSTRIA** 

INFORMATION

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Our office in Riyadh is part of a network of more than 110 offices in over 70 countries that provide a broad range of intelligence and business development services for both Austrian companies and their international business partners.

Our team of experts can assist Saudi companies in locating Austrian suppliers and business partners. We organize numerous events every year to bring business contacts together. Other services provided by our office range from introductions to Austrian companies looking for importers, distributors, or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.

PREFACE

On behalf of Advantage Austria, it is my great pleasure to introduce to you six Austrian companies.

They are taking part in the Trade Mission Tourism Know-How and Infrastructure from 29th to 30th of November 2023 in Riyadh. This is one of the follow-up events of the Austrian trade mission to Riyadh in March 2023. During the trade mission 36 Austrian companies from various sectors came to Riyadh.



We are proud to present you a broad range of Austrian know-how and technologies described in more detail on the following pages. The participating Austrian companies are what we call “hidden champions” each pertaining to their special niche.

I trust this event will find your interest. Wishing you interesting and fruitful talks with the representatives of our Austrian companies.

Christoph Pfeifer

Commercial Counsellor at the Austrian Embassy
Head of Advantage Austria in Saudi Arabia

AUSTRIAN DELEGATION

TRADE MISSION: TOURISM KNOW-HOW AND INFRASTRUCTURE

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Asteas Technologies GmbH



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With the IACBOX, Asteas Technologies provides an intelligent software solution for Guest Internet access in wireless, wired or mixed network environments.

Features include hotspot, user authentication, bandwidth management, filtering, logging as well as security and billing options.

The feedback from over 8,000 successful roll-outs worldwide, 20 years of experience and continuous development culminated in a secure and future-safe product that is here to stay..



at-visions Informationstechnologie GmbH

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W www.at-visions.com

at-visions' focus is on the in-house development of state-of-the-art guest technologies for the international hotel industry.

- Mobile apps throughout the entire guest journey (incl. online check-in and mobile key)
- Hotel TV with integrated casting for Netflix, Amazon, YouTube, etc.
- Professional network and Wi-Fi infrastructure for reliable high-speed performance
- Digital Signage for information and promotion with a strong impact

In addition to hotel chains such as Kempinski, Accor, IHG, Rosewood and many more, leading individual hotels also count on solutions from at-visions. These include exclusive hotels such as the Adlon Kempinski Berlin, Rosewood Munich or Atlantis The Palm & The Royal Dubai.



Axess AG



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Safe, tailor-made and future-oriented - these are guaranteed by Axess smart solutions. From innovative software solutions to modern access systems, Axess is your all-round and full-service partner when it comes to public access in sports, leisure, culture and transport. At Axess, everything comes from a single source. From the access tickets produced in-house, the individual access systems to the appropriate software for the collection of configuration and CRM data.

21 branches in 17 countries. Headquarters and production in Austria. A total of around 350 employees worldwide. The manufacturing facility of Axess AG is located at its Innsbruck (AUT) site, where the hardware, RFID cards and barcode cards are produced.



Gravity Cart GmbH



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Downhill carting has become one of the fastest growing activities in mountainous regions around the world. With the Gravity Cart, we have developed the technically most advanced cart in the market, and are present in over 15 countries. Since 2021, we have a successful operation in AlUla (KSA), and in 2023 we have opened a new track in Tanomah (KSA) together with our local partners Husaak Adventures.



NeedNect Solutions GmbH

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NeedNect Solutions is an Austrian software company founded by Ines Ganner, Fabio Wilhelmer and Raphael Duhs, operating in Austria and Slovenia and expanding into the MENA region. With over 35 years of experience in the tourism industry, NeedNect Solutions has developed a deep understanding of the industry's complex needs. The NeedNect web-based platform brings hotels and travellers closer together. Travellers create a unique profile, hotels offer tailor-made experiences based on guest preferences, because every guest is the focus.



PANOMAX GmbH



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Panomax is a software and technology company that has developed an outstanding interactive software platform to present guests and users with high-resolution live 360° images over the Internet.

Panomax is based on three main advantages: extremely high image quality, the most innovative and interactive software and easy operation for everyone.

This software has been 100% developed in-house and Panomax and/or its distribution partners are responsible for sales, installation, support and maintenance.

Panomax sells the software for use in ski resorts, hotels, cities, airports, ports, cruise ships and large construction sites as long-term construction site documentation.



in cooperation with

