

MINISTRY OF FOREIGN AFFAIRS OF DENMARK
Danida



INVITATION TO TECHCHANGE ICT

MEET NEW INTERNATIONAL COOPERATION PARTNERS
AT THE ICT FAIR IN ØKSNEHALLEN, COPENHAGEN,
ON JANUARY 17-18TH 2007

UDENRIGSMINISTERIET · HÅNDVÆRKS RÅDET · IT BRANCHEN



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TECHCHANGE ICT

Your short-cut to new international partnerships and markets within information and communication technology

TechChange ICT is a business-to-business contact forum arranged by The Ministry of Foreign Affairs of Denmark in cooperation with Håndværksrådet and IT Branchen.

TechChange ICT takes place at the ICT Fair in Øksnehallen in Copenhagen on January 17th-18th 2007.

The Ministry of Foreign Affairs of Denmark has invited 15 ICT companies from 10 developing countries to participate, who together cover a broad range of competencies, products and services of interest to the Danish ITC sector, and who all have the potential of becoming partners with Danish ICT companies. Brief presentations of each participant can be read in this catalogue and additional information on the participants and the ICT sector in their countries can be obtained through Håndværksrådet.

TechChange ICT is a professional business-to-business forum, where Danish ICT companies can identify partnerships that can provide access to new markets, products and outsourcing possibilities. For the foreign companies, the cooperation with a Danish partner will allow them to strengthen their position through access to Danish know-how and technology.

TechChange ICT takes place at Stand 16. Here you can meet one or more of the participants, see the products and services that they provide, and discuss the possibilities of a potential future cooperation.

TechChange ICT is the connecting link between Danish companies and local companies in developing countries. Partnerships can seek support from the Ministry of Foreign Affairs of Denmark's B2B Programme. The B2B Programme offers support for study visits, feasibility and market studies, technical assistance, training programmes, certification and improvements of the working environment. Consultants from the Ministry of Foreign Affairs of Denmark and from Håndværksrådet are at your disposal with information and guidance about the possibilities in the B2B Programme both during and after the fair.

For further information about the B2B Programme, please contact:

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For booking of meetings and additional information about the participants, please contact:

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BANGLADESH ATI LTD.

Profile

ATI Limited (ATI) was established in 1998 as a system integrator with a vision to develop customized and generic tailor made software especially for the health care sector. ATI is part of a group of companies named Drug International – a family owned group active in pharmaceuticals, textiles, herbal medicine and who also owns a private hospital.



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Main products/services offered

The main products are Hospital Information System, Radiology Information System and Laboratory Information System. ATI also has solutions within: CRM, Financial Accounting, Subscriber Billing, Inventory & Warehouse Management, Fixed Assets Management, HR & Payroll Management, Materials Management, Schools Management, Web Component and Portal Development, Multimedia Authoring and Publications.

Certifications

Oracle Partner Network – Member Partner. Many of the employees are Oracle and Java Certified.

Markets

ATI operates in Bangladesh, Thailand, Japan, USA, and Singapore, providing solutions for the health care sector. The export share is approx. 30%.

Key figures

Financial period	2005	2004	2003
Turnover in USD	550,000	400,000	380,000
Number of employees	52	39	25

Business ideas for collaboration with a Danish company

ATI is interested in finding a Danish partner for development of Radio Frequency ID solutions and solutions in Service Oriented Architecture (SOA). The Danish company should have experience in working within the healthcare sector, as well as an interest in outsourcing.



eGENERATION LTD.

BANGLADESH

Profile

eGeneration was established in 2003. eGeneration designs and develops innovative and high quality end-to-end solutions that helps our clients reduce the time and cost of application development, conversion and testing by leveraging open standards, development accelerators and industry solution accelerators.

Main products/services offered

- Application Development & Maintenance – 8 programmers
- Web Content Management Systems – 3 programmers
- Customer Relationship Management Solutions – 8 programmers

Certifications

- Received “Best Young Entrepreneur” award from the Prime Minister of Bangladesh at Dhaka Chamber of Commerce Business Award 2005.
- Selected as one of the most potential company for the US market by US Embassy Dhaka.
- Selected by Danish Embassy Dhaka for training on “How to build a world class IT company” held in IIM, Calcutta.

Markets

The export ratio is currently 10%. Among the clients are: TOSHIBA Bangladesh (eGeneration CRM in Microsoft .Net), The World Bank Group (Web Application Development), Optimum Finance, USA (Web Application Development), Bording, DK (Application Development in Java), SnowJapan, Japan (Application Development in .Net, PHP, Java), Trust Bank Ltd. (CMS), Jomfru Ane Gade, DK (CMS).

Key figures

Financial period	2005	2004
Turnover in USD	82,850	60,250
Number of employees	15	14

Business ideas for collaboration with a Danish company

Software Outsourcing Services in .Net/Java and customizing and implementation of Microsoft Navision and Microsoft CRM.



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Profile

Reve Systems was established in 2003 to provide solutions for VOIP service providers, and has specialised in 'billing' as a niche area. Own product development was completed and made fully ready for the market in late 2004. Reve Systems has clients all over the world and currently more than 275 operators are using the billing systems.

Main products/services offered

Reve Systems has developed own software: ITELBILLING: a real time VOIP billing and monitoring systems, ITEL IVR: an IP based IVR solution, ITEL DIALER: a soft phone, ITEL VPN: a VPN solution. In addition, Reve Systems can develop customized billing solutions as well as take on outsourced communication projects, especially in the domain of VOIP. Furthermore, Reve can work for system integration and can provide call centre services for the help desk of VOIP service providers

Certifications

ISO 9001:2000 certified and is currently in the process of appointing consultants for achieving CMMI.

Markets

Reve Systems has 285 clients mainly within IP telephony and ISP services. The typical customer type is VOIP operators and includes both large enterprises and SME's. 95% of the products are exported.

Key figures

Financial period	2005	2004	2003
Turnover in USD	285,714	7,142	-
Number of employees	45	26	20

Business ideas for collaboration with a Danish company

Reve Systems has the potential to work on Billing and VOIP solutions. The company has a pool of Java skilled programmers as well, who have in-depth knowledge of VOIP industry. Reve Systems is also interested in establishing Call Centre Solutions for VOIP help desk (for English speaking clients only).



COLOSA BOLIVIA LTDA.

BOLIVIA

Profile

Colosa Bolivia Ltda. (Colosa) was established in 2002 with the intent of producing an online marketplace for D&O reinsurance companies. Since then the objective has changed and the company currently provides workflow and business process management technology.

Main products/services offered

Colosa offers custom web development and produces ProcessMaker®, a suite of Web 2.0 applications that implement a uniquely flexible and extensible workflow management system (WFMS) / Business Process Management system (BPMS). The ProcessMaker system allows a Business Analyst to build applications which turn BPMN compliant business process maps into executable software models. Business analysts use an intuitive, graphical interface to design, implement, execute and track business processes. These software models can be run online in multi-tenant hosted application or run locally in an installed version of the product. Colosa often complements its product sales with outsourced design work or custom programming.



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Certifications

Colosa plans to begin ISO Certifications next year.

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Markets

The company has 30 clients using their installed software and 350 clients running on their hosted on demand platform. The clients are mainly found in the finance and reinsurance sectors, as well as government agencies. Currently, 60% of the revenues come from export markets.

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Key figures

Financial period	2005	2004	2003
Turnover in USD	564,790	211,136	81,956
Number of employees	24	14	9

Business ideas for collaboration with a Danish company

Colosa would like to adapt ProcessMaker for sale to Danish/European markets. Colosa is also looking for assistance from partners to integrate the workflow engine with other interesting products, for example by integrating the product with a leading ERP system such as SAP and then co-marketing the solution together.

Represented by



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DBI International (DBI) was established in 1999, to cater to the need for outsourcing within the IT sector in Canada and the US. The primary objectives were to use a team of programmers to help DBI Technologies in Canada to reduce the backlog of product development and custom programming. Over time, due to the success of Bolivian operation, the team in Bolivia has been expanded from the initial five programmers to over 30. The expansion and growth allowed DBI to offer services to number of fortune 500 companies in the US.

Main products/services offered

DBI is primarily an out-sourcing operation with the complete skill sets which are required for application development projects. Development of projects have covered Resource Management, Logistics, Accounting, Point of Sales, Portals, Report Writer, Data Mining and application support in an ASP environment.

Certifications

DBI is in the process of obtaining Certified Partner certification for the operation.

Markets

DBI is 100% export oriented and presently has 7 private clients in Canada and the US covering Software Publishers, Food Distributions, Portal Providers, Logistics & Distribution.

Key figures

Financial period	2005	2004	2003
Turnover in USD	480,268	272,352	136,018
Number of employees	35	25	21

Business ideas for collaboration with a Danish company

DBI is interested in development of a Report Writer as an add-on application for an established software product which is presently sold to over 60,000 licenses worldwide. Beside this DBI is interested in offering out-sourcing services to Denmark and the European market as a whole.



CAIRO SOFTWARE SERVICES

EGYPT

Profile

In 1996, Cairo2000 Computer Consultants was established to provide outsourcing services focusing on UNIFACE technology. In 2002, the name was changed to Cairo Software Services (CSS) and focus shifted to ERP consultancy. CSS has the capability of providing fully integrated ERP & CRM solutions including consultancy, implementation and customization as well as software development.

Main products/services offered

Produkts: MS Dynamics-GP, MS CRM, CSS AGP (Arabic Great Plains), CSS Trust ip, (Middle East Payroll), CSS C@mpass (Shipping System, under construction) and CSS PMS (Portfolio Management System, under construction)

SERVICES: User Requirements & Analysis, ERP consultancy & implementation, CRM consultancy & implementation, Adjustments & Customizations, Localization & Arabization, Quality Assurance and testing services, Training and Offshore software development

Certifications

ISO9001 certificate since 1998 (through Cairo2000) and Microsoft Great Plains partner.

Markets

CSS operates mainly in the Egyptian, Middle Eastern and US market. Clients are private companies within the manufacturing, commercial, petroleum and services sector.

Key figures

Financial period	2005	2004	2003
Turnover in USD	430 K	348 K	297 K
Number of employees	24	18	12

Business ideas for collaboration with a Danish company

CSS is interested in widening the portfolio of offered products with more Microsoft business solutions. CSS is interested in forming a JV with a Danish Navision Solution Centre in order to transfer know-how for other Microsoft Business Solutions products (Axapta & Navision) and enable CSS to sell these products and to provide professional services locally and regionally in cooperation with the Danish company.



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EGYPT

SOFTLOCK®

Profile

Softlock was originally established in 1992, and is a software copy protection and digital security company. Softlock® copy protection solution offers ultimate protection opportunity to all CD productions a.o. Softlock has developed and deployed secured and manageable web portals, banking solutions, e-payment gateways and others. Because the solutions cover all fields of protection, it is also possible to utilize and integrate Internet applications and hardware facilities with all solutions to be suitable to the customers needs using the most advanced protection methodologies.



Main products/services offered

The company offers the following products and services: Software protection, data protection, system protection, consultation & customization.

Certifications

The company holds a number of certificates, eg. Microsoft Certified Partner 2.

Markets

Softlock® has 85% of the market share at the domestic market in the field of software copy protection and 30% of the regional market (Gulf area). The company has more than 600 customers in the Middle East, Europe, Asia and the US.

Key figures

Financial period	2005	2004	2003
Turnover in USD	2,500,000	2,100,000	1,800,000
Number of employees	19	14	12

Business ideas for collaboration with a Danish company

Softlock® is looking for agencies/distributors/partners which can provide Softlock services to Danish market, as well as collaboration on research and development in security issues.

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PERSOL SYSTEMS LTD.

GHANA

Profile

Persol Systems Limited (Persol) was established in 1995 and offers enterprise level business software, systems integration services, solution development and IT strategy consulting to over 200 businesses and organizations in Ghana, Mali, Guinea, Togo and Nigeria. As a result of the client-focused culture and the comprehensive understanding of cutting-edge technology and tools, Persol remains the #1 software developer and systems integration provider in Ghana to-date.

Main products/services offered

Persol Enterprise Software solutions such as Payroll Management software, Human Resource Management, software Recruiting software, Training Management etc. Also system integration such as PC Networking, – Microsoft Windows xxx Server operating system, Intranet Security solutions a.o.

Certifications

Microsoft Gold Certified Partner; sales and service partner agreement with AccountMate and is about to become SAP B1 Country partner for Ghana.

Markets

Persol has more than 200 clients, including: Fan Milk Ltd (GSE listed), Electricity Company of Ghana, Minerals Commission, SGS Ltd, Aviance Ghana Ltd., Goldfields Ghana Ltd, Newmont Ghana Gold Ltd, Ghana Stock Exchange, Tema Oil Refinery.

Key figures

Financial period	2005	2004	2003
Turnover in USD	590,405	440,766	394,705
Number of employees	40	24	29

Business ideas for collaboration with a Danish company

Persol's main idea for cooperation is to setup a switch and payment points for an electronic payment business with capacity to support bank card transactions and telephony-based transactions. Other ideas include the development of Persol's capacity to deliver services via a rental or "pay-as-you-go" models and development of Persol's BPO business unit with international contracts and infrastructure to support these contracts. Persol is interested in cooperation with a Danish company experienced within electronic payment. Persol is interested in a cooperation based on an investment or joint venture agreement.



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KENYA

EIM SOLUTIONS LTD.

Profile

EIM Solutions Ltd. (EIM) was established in 2003, and has rapidly grown into the largest domestic SAP consulting and implementation company in East Africa. EIM is growing fast and always looking for strategic ways to boost the business. The strategic plan is to open an office in Uganda to consolidate the leading position in East Africa.

Main products/services offered

SAP Consulting and Implementation: SAP Business One, including development of add-ons for a variety of vertical markets, SAP ERP Basis and NetWeaver Services, SAP ERP Financials, SAP ERP Materials Management, SAP ERP Production Planning, SAP ERP Plant Maintenance, SAP ERP Human Resources, SAP ERP Sales and Distribution, and SAP ERP ABAP Programming.

Certifications

Company is officially certified as SAP Business Partner for SAP Business One and SAP ERP. EIM is the only company in Kenya certified for SAP ERP.

Markets

Kenya, East and Central Africa (as part of tenders). Customers are private, semi-public and public companies as well as government agencies. EIM/SAP occupies 70 percent of the ERP market for large organizations, while SAP One occupies around 15 percent.

Key figures

Financial period	2005	2004	2003
Turnover in USD	350,000	50,000	N/A
Number of employees	24	8	3

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Business ideas for collaboration with a Danish company

EIM wants to be an application service provider as a key part of developing the SAP Service Oriented Architecture (SOA). As the biggest SAP provider in East Africa, EIM has a huge advantage to launch this project successfully. EIM is looking for a partner that can assist in setting up and an SOA office. The main requirement for a Danish partner is therefore knowledge and experience within SAP and SAP SOA.

EIM is also interested in cooperation with a Danish partner on outsourcing and sharing of network.



CA COMPUTER ACCESSORIES LTD.

MOZAMBIQUE

Profile

CA Computer Accessories Ltd. (CA) is a computer accessories company providing clients a competitive edge through the supply of computer, software, cabling and mobile network solutions based on quality products.

Main products/services offered

In addition to selling computers (HP, Dell, printer, computer parts, network accessories) and software (Microsoft, McAfee, Symantec, Adobe), CA offers technical services and support for hardware, software, network, IP security solution and data recovery (only data recovery provider in Mozambique). Furthermore, CA offers IT and software training as well as cellular phone technical courses.



Certifications

Since 1997, CA has been a Microsoft Solutions Provider and holds the following certifications: Microsoft certified systems engineer, Microsoft Certified Partner, McAfee Certified Partner, Cisco Reseller Partner. Moreover, the company is a member of the Australian Computer Society.

Markets

CA is exporting to computer resellers in Swaziland, South Africa and other SADC countries. CA operates both in the public and private sector at the domestic market. Among their clients are telecommunication companies, NGO's, UN organizations, World Bank, the Prime Minister's Cabinet, Ministry of Science and Technology, brokers and insurance companies, banks and financial institutions, water and electricity companies KPMG and US Aid.

Key figures

Financial period	2005	2004	2003
Turnover in USD	850,000	645,000	327,000
Number of employees	12	7	5

Business ideas for collaboration with a Danish company

CA is interested in the development of SMS server, IP Internet surveillance and security, voice over IP solutions and establishment of a computer assembly production line in Mozambique. Furthermore, the development of computerized driving school, including lessons and exams, the development of database for unique citizen ID project, and development of clean-room data recovery are business ideas.

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NICARAGUA

EQUIPOS Y SISTEMAS S.A.

Profile

Equipos y Sistemas S.A. was established in 1999. The company offers Internet access services and develops software for security and monitoring, SMS services and gateway, and has developed specialized software for presidential elections. Equipos y Sistemas is the only company in Nicaragua who develops software for the telecommunication sector.

Main products/services offered

Equipos y Sistemas provides technical support, hosting, e-mail, e-mail servers, domains, web mail, web design, websites, logo design, graphical work, server configuration, routers configuration, VPNs, IP telephony, POPs interconnection, network design.

Certifications

Equipos y Sistemas is the local partner of Sprint for collect call products and is the technical partner of Movistar. The owners are the initiators of data transmission and Internet service in Nicaragua.

Markets

Equipos y Sistemas is only operating in the domestic market and has 400 clients with the public and private sector (20/80).

Key figures

Financial period	2005	2004	2003
Turnover in USD	1.200,000	780,000	720,000
Number of employees	26	22	19

Business ideas for collaboration with a Danish company

For a future co-operation with a Danish partner, Equipos y Sistemas could be interested in development of AVL (Automatic Vehicles Localization via cell and SMS) and IP PBX, but is open for discussion of other ideas, including outsourcing.



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NEW DAWN HOLDINGS LTD.

SOUTH AFRICA

Profile

New Dawn Holdings (Pty) Ltd was established in 1999 and provides businesses, corporate and government institutions with a full array of ICT systems integration and business consulting solutions.

Main products/services offered

New Dawn Holdings has 4 wholly owned subsidiaries offering the following services: The entire SAP portfolio of products, a local and international IT labour brokering and business consulting service, IT strategy and governance and business process reengineering, providing managed services in systems administration and outsourcing (e.g. custom development using Microsoft technologies, storage hardware and software, rapid application development processes, tailor-made integration systems for business strategies, business processes and IT solutions, website development, mobile solutions, etc.). In addition, New Dawn Holdings provides the entire Oracle range of products.

Certifications

Three of New Dawn Holdings' subsidiaries are certified as Certified Oracle Advantage Partner and Certified SAP Services Partner. In addition, the individual consultants are certified ICT professionals in a number of areas.

Markets

New Dawn Holdings has worked with over 150 clients locally and within the Africa region. The company has 18 key clients in the following sectors: Financial services, utilities, government, posts & telecommunications, mining & energy.

Key figures

Financial period	2005	2004	2003
Turnover in USD	5,190,278	1,020,546	845,672
Number of employees	46	32	20

Business ideas for collaboration with a Danish company

New Dawn Holdings is interested in improving their technical skills and would like to work in mature markets, such as Denmark. A concrete development project with a Danish partner could be products for the local government to help with revenue collection. The company is looking for a Danish partner that is interested to expand into African markets and that would invest into these markets.



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UGANDA

DATA FUNDI LTD.

Profile

Data Fundi Ltd. was established in 2002 and is one of the market leaders in providing quality ICT solutions to government, donor agencies and the private sector in Uganda.

Main products/services offered

Data Fundi offers a wide range of ICT services including: ICT consultancy, regulatory consultancy and support, ICT systems integration, infrastructure rollout, development of ICT solutions, ICT technical support, hardware and software services and project management services.



Certifications

N/A.

Markets

Besides being one of the market leaders in Uganda, Data Fundi has carried out projects in Angola, Rwanda, Burundi, the Democratic Republic of Congo, Sudan and Gabon. In 2006, Data Fundi was subcontracted by a Danish client to install VSATs for Internet and VOIP in 4 African countries.

Key figures

Financial period	2005	2004	2003
Turnover in USD	690,000	320,503	281,364
Number of employees	N/A	N/A	N/A

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Business ideas for collaboration with a Danish company

Data Fundi is interested in the development of voice and data ICT solutions to remote parts of the region via VSAT, VOIP etc. Specific areas of interest include Internet Enabled service, e.g. e-commerce, e-governance. In addition, the company would like to improve the company's human resource function, and would like to intensify export activities in Southern Sudan and Rwanda. The company is looking for a Danish partner that can upgrade the technology in IT infrastructure, VSAT systems, voice over IP, and last mile wireless microwave solutions.



HPT VIETNAM CORPORATION

VIETNAM

Profile

Starting as a limited company with five people in 1995, HPT Vietnam Corporation (HPT) is today a joint stock company and one of five leading ICT companies in Vietnam with more than 380 professional employees. HPT strictly applies ISO standard in quality management system for producing, trading and customer supporting.

Main products/services offered

HPT provides its clients with services in the following area: Software development, e.g. full life-cycle development, customization & implementation, maintenance and supporting. In addition, HPT offers software service such as ERP solutions and Oracle service, data integration solutions, Microsoft solutions & service and HPT & internet application development. Furthermore, HPT offers advanced competency total solutions for system integration, technical support and maintenance (eg. warranty service, repairing service etc.)

Certifications

HPT strictly applies ISO standards and is a premier partner of leading IT vendors such as IBM, Cisco System, Microsoft, Oracle, APC, RAD, Santak, 3M, ICG, Epson and AMP.

Markets

HPT operates in the domestic Vietnamese market both in the private and public sector. HPT has more than 2,000 customers, mainly represented in the following areas: Government agencies, newspaper /media, finance, bank and insurance, post & telecommunication, energy, oil & gas, trading & services and education & training. Furthermore, HPT has software sourcing contracts with Japan, EU and Northern USA.

Key figures

Financial period	2005	2004	2003
Turnover in USD	18,700,000	14,500,000	10,300,000
Number of employees	385	307	183

Business ideas for collaboration with a Danish company

HPT is interested in opportunities for penetrating into software outsourcing for the EU market in general and Danish market in particular. An idea for new product development could be VOIP solutions and embedded software. HPT would like to work together with a Danish software outsourcing company.



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VIETNAM

SAIGONTEL

Profile

SaigonTel was established as an IT department at Tan Tao Industrial Park in 1996, and in 2002 restructured to become SaigonTel Telecommunication & Technologies. The company has a solid background in the ICT domain and the link to Saigon Invest Group allows SaigonTel to deliver stability, knowledge, financial strength and operational expertise across business areas, and to develop infrastructure, software and business solutions for clients.



Saigon Telecommunication & Technologies Corporation

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Vietnam

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Main products/services offered

The company offers the following services: Software development, Online game development, Telecommunication and technologies, system integration, Internet services, Digital Subscription Line (DSL), virtual private network, high speed Internet service, data central provide, software solutions for business, and designing and installing of Computer network. Furthermore, the company provides its clients with the following services: Web applicable software development, advanced web and graphic design development, client-server software applications, project management, project implementation, video conference.

Certifications

The company holds the following certification: BVQI Certification (ISO 9001:2000).

Markets

SaigonTel mainly operates on the domestic market, but is also present in the Japanese and Korean market.

Key figures

Financial period	2005	2004	2003
Turnover in USD	1,061,510	1,329,594	888,219
Number of employees	73	69	61

Represented by



Huy Huynh Ngoc
Chief Executive Officer
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Business ideas for collaboration with a Danish company

SaigonTel is interested in expanding their ISP services and to increase their sales, and would like to meet Danish companies working within software development and ISP service system integration.



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Danida**

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The TechChange ICT stand has stand no. 16
at the ICT Fair in Øksnehallen on January
17th-18th 2007

You may contact the stand at tel. +45 33 29 81 56
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