



## PROFILE DER POLNISCHEN ICT-UNTERNEHMEN

### Deutsch - Polnische Kooperationsbörse für die ICT-Branche



**4. Dezember 2013**  
(14:00-17:30Uhr)

im Technologiezentrum Dresden Süd  
Gostritzer Str. 63, 01217 Dresden





## DTP Ltd.



Digital Technology Poland



### about company

Digital Technology Poland is an R&D and design house in the field of:

- video & audio processing
- digital TV decoders (STB)
- embedded systems
- hardware technology
- software technology
- s/w as a Service/Cloud

It includes:

- high & low level s/w
- digital & analog h/w
- chip design

The company is led by prof. Janusz Szajna, “*Entrepreneur of the Year 2004*” by Ernst & Young. Prior to establishing DTP, J. Szajna was one of 4 co-founders and Executive VP of Advanced Digital Broadcast Group - \$500 million company, listed on Swiss stock exchange.

In particular he was an organizer of Group Corporate R&D Centre, which he built from scratch to the team of 500 world class designers.

Worth mentioning is collaboration between DTP and prof. Krzysztof Diks - the father of World Junior Programming Champions (30 medals at the International Olympiads in Informatics - IOI)

DT Poland has its headquarters in Poznan.

Research & Development facilities are located in Zielona Gora and in Donetsk. Zielona Gora and Poznan are situated in Western Poland, within less than 3 hours’ drive from Berlin. Donetsk is situated in Eastern Ukraine.

### Offers

**Digital TV decoders - STB (IP, Cable, Satellite, Terrestrial):** DVR, USB-DVR, Streaming to Tablets and Smartphones, Home Networks, Multi-room, Gateway, Internet Browsing & OTT Services integration, EPG, 3D graphics, Pay Per View (PPV), Video on Demand (VOD).

**Embedded Systems & Hardware Technology:** Real-time systems, Digital signal processors (DSP), Peripherals and networks, High-speed digital interfaces, wireless communication, Application programming interfaces (API), Networking and Home-Networking design.

#### Software Technology:

Software system architecture  
Programming languages, OS and environments

Software verification & validation

#### Software as a Service/Cloud:

Scalable architecture with  
Caching/Load balancing systems,  
Back-end implementation with most popular technologies (RoR/PHP), API design/implementation (REST/SOAP/JSON), Web UI Design/Rich client-side apps  
Mobile clients implementation for all most popular mobile platforms, all most popular browsers support.

### Looking for

Hardware, software and R&D companies who are searching for partners or subcontractors in Poland;  
Companies from outside of ICT sector which have needs in the area of R&D, hardware and/or software design

### Website Contact

<http://www.dtpoland.com>

DTP Ltd.  
115 Grunwaldzka str.  
60-315 Poznan



## Logintrans Sp. z o.o.



### über die Firma

Das polnische Unternehmen *Logintrans Sp. z o. o.* wurde 2004 gegründet und spezialisiert sich auf IT-Lösungen für die Transportbranche. Der Hauptsitz befindet sich in Wrocław. In acht weiteren Ländern: Deutschland, Litauen, Russland, Weißrussland, Belgien, in der Slowakei und in der Türkei wurden zusätzlich unsere Niederlassungen ins Leben gerufen. Insgesamt beschäftigen wir heute über 200 Mitarbeiter.

Wir setzen uns zum Ziel, Firmen auf dem europäischen Markt der Transportleistungen zusammenzubringen. Zurzeit gehören zu unseren Nutzern 25.000 Transportunternehmen, Speditionen, Produktions- und Handelsunternehmen, denen ein Kundenservice in 19 Sprachen angeboten wird.

### Angebote

Die *Logintrans* ist der Entwickler und Anbieter des Trans.eu-Systems, d. h. eines vielfältigen Paketes der IT-Lösungen, die den beruflichen Alltag von Teilnehmern des Transportgewerbes unterstützen und einfacher machen:

- TransLoads - Frachtenbörse
- TransTracks - Transportbörse mit Laderaumangeboten
- TransCommunicate - Business-Messenger zur schriftlichen Kommunikation zwischen Unternehmen
- TransInkasso - fachliche Beitreibung offener Forderungen für die Transportbranche
- TransProtect - umfangreiches Paket von Lösungen zur Steigerung der Firmensicherheit
- TransConnect - eine spezielle Version, die Integration des Trans.eu-Systems in andere Softwaresysteme für Transport- und Speditionsunternehmen ermöglicht.

Die von der *Logintrans* entwickelten Lösungen werden sowohl von Kleinunternehmen

als auch von globalen Logistikanbietern wie z. B. Raben oder DHL genutzt.

### gesucht

- IT-Unternehmen - darunter Anbieter von Navigationslösungen sowie Entwickler von Software zum Speditions- und Transportmanagement;

- unterschiedliche Produktions- und Handelsunternehmen, die Transportbedürfnisse haben

und ihre Logistikkosten optimieren möchten;

- deutsch-polnische Handels- und Industrieorganisationen, die unsere Tätigkeit auf dem deutschen Markt unterstützen und uns bei Marketingaktivitäten helfen möchten.

### Internetseite

<http://www.trans.eu/de/>

### Kontakt

Logintrans Sp. z o.o.  
Wysoka, ul. Chabrowa 4  
52-200 Wrocław 65



## LST / Westernacher



### über die Firma

Near-shore Softwareentwicklung und Projektmanagement  
Near-shore SAP-Beratung

Die Westernacher Gruppe bietet als Beratungsgesellschaft für Business und IT Implementierungsdienstleistungen auf lokaler und globaler Ebene an. Seit 1969 und mit heute mehr als 250 Beratern, 12 Niederlassungen in Europa, den USA und Asien, sind wir ein zuverlässiger Serviceanbieter für unsere Kunden. Wir bieten weltweit Business- und SAP-Beratung an und können auf langjährige Praxiserfahrung zurückgreifen. Als Services Partner, Value Added Reseller (VAR) und Software Solution and Technology Partner der SAP ist Westernacher in der Lage, Strategien auch operativ mit Unterstützung von SAP-Systemen nachhaltig und global umzusetzen.

Die Firma LST Sp. z o.o. mit Sitz in Sopot (Polen) hat sich als Teil der Westernacher Gruppe auf internationale SAP Rollout-Projekte sowie auf near-shore Softwareentwicklung spezialisiert.

Unsere Kunden: ABB, ATOS, Bols, Federal Mogul, Ferrero, Grupa Żywiec (Heineken Poland), J.J. Darboven, Hochland, Kaufland, Komet, Knauf, Lorenz Bahlsen, Peek & Cloppenburg, Orange, Philips, Pipelife, Praktiker, Selgros, Securitas, T-Mobile, Tchibo, TJX, Tommy Hilfiger, Dr. Oetker

### Angebote

Unterstützung bei Rollout-Projekten:

#### **Vollständige Unterstützung:**

- Analyse der Systemdokumentation und der unternehmensspezifischen Besonderheiten,
- Unterstützung bei Lokalisierung/Übersetzung der Dokumentation,
- Abweichungsanalysen,
- SAP-Implementierung unter Berücksichtigung der lokalen Anforderungen,
- Schulungen für Key- und End-User an Kundensystemen oder eigenen Systemen,
- Vorbereitung von Benutzeranleitungen basierend auf den abgebildeten Systemprozessen,
- fachliche Unterstützung in allen Projektphasen,
- Unterstützung nach dem Produktivstart (On-Site oder Remote).

#### **Audit und lokale Unterstützung der Rollouts**

- Unterstützung bei der Qualitätssicherung mit Arbeitsbewertung, Risikoanalyse und Vorschläge zur Minimierung von Risiken,
- Analyse der Dokumentation nach Best-Practice-Anforderungen,
- Mitarbeiter-Workshops zur Erklärung der Systemfunktionalität,
- Individuelle Beratung,
- ergänzende Konfigurationsänderungen, die in der Konzeptphase des Rollouts nicht berücksichtigt worden sind,
- Unterstützung nach dem Projektabschluss z.B. im Hinblick auf gesetzliche Änderungen.

### Internetseite Kontakt

<http://www.westernacher.com>

LST Sp. z o.o.  
ul. Grunwaldzka 45A  
81- 754 Sopot, Polen



## SMT Software S.A.



### about company

SMT Software S.A. is an innovative software house: a business software development also providing programming personnel outsourcing services. We have been operating on the IT services market since 2002 in 7 divisions across the country: Wrocław, Warsaw, Kraków, Poznań, Białystok, Gliwice and Katowice. We also have divisions in the United Kingdom, the Netherlands, and France.

In April 2010, we debuted on the NewConnect market, gaining the status of a public company. We are also a part of the SMT Group, a capital group listed on the Warsaw Stock Exchange. We implement projects in Poland and abroad. We currently employ more than 470 IT specialists.

### offers

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- a. Outsourcing of IT Specialists (Body Leasing)
- Basic information about the service:
  - Location: Customer's premises (or remotely or in the premises of SMT)
  - Specialist selection: Decision made by the Customer
  - Working methodology: At the development level: determined by the Customer
  - Management: At the team level: determined by the Customer
  - Sources: Source management system controlled by the Customer
  - Settlement: For the worked time (Time&Material)
- b. Managed Services
- Location: A team equipped with hardware and basic software required for the projects, located in the premises of SMT
  - Specialist selection: Decision made by SMT
  - Working methodology: At the development level; determined by SMT and the Customer
  - Management: On the side of the supplier and the ordering party (Engagement MNGR) At the Team level: on the side of SMT
  - Sources: Source and work management system controlled by SMT
  - Settlement: Settlement by hours, NOT by team members
  - Agreement term: Defined minimum number of hours in a specified period
  - SLA: Service Level Agreement with defined KPI targets
- c. Fixed price/fixed time projects
- As a software house we specialize in a comprehensive implementation of IT projects with a predetermined range, deadline and a fixed price. The works are performed in the premises of SMT (offsite).
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### looking for

Companies looking for strong technical ICT support in software development, analysis or testing stages, significant cost-reduction on their current and future ICT projects, quick availability of top-notch ICT specialists

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### website contact

<http://www.smtsoftware.com>

SMT Software S.A.  
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## SoftProdukt Sp. z o.o.



### about company

SoftProdukt is a software house established in 1986. We specialize in Information Systems for Commerce and Government, develop and implement horizontal packages for medium to large companies, as well as vertical applications built to individual customer requirements.

SoftProdukt was instrumental in technology transfer of Structured Analysis methodology and CASE tools to such clients like the National Bank Of Poland.

SoftProdukt's applications work mainly in the DB2/INFORMIX/ORACLE environment, our experience spans the rich spectrum from Environment Protection Administration to oversize machine-tool manufacturers.

We started building TTY-oriented transaction solutions based on UNIX BSD, Informix and EmbeddedSQL/C back in 1986. Today, being an IBM Partner, we embed databases in the Cloud/Mobile paradigm.

Software platforms/tools: Linux, Solaris, MS Windows, Android, iOS, WebSphere, Rational, Java, Oracle APEX, Python, C++, Delphi, Oracle, IBM Informix, IBM DB2, PostgreSQL, MS SQL Compact, .NET Compact Framework, Django.

Characteristics of activity: design, programming and implementing application of bespoke systems; system environment: Linux, Unix, MS Windows, Android, Web Sphere, Rational, Java, Python, C++, Delphi, Informix IBM, DB2 IBM, Oracle. Implementing IT solutions (ERP, Legal, Airport, Business Intelligence). Cloud computing & databases. Mobile. Embedded systems.

### offers

#### Embedded Systems:

- embedded databases on Linux servers in the Web/Cloud environment
- development of 2.6.x kernel and modules and embedded network appliances (VIA Cx, AMD GEODE). Low level platforms - .NET Compact Framework, MS SQL Compact.
- development of mobile apps without losing the old-school power of ASCII terminal

**Print House in the Cloud** - innovative approach to Enterprise Resource Planning for the printing industry

**eJustice** - leveraging our over 25 years experience in Public Administration, we created the SoftProdukt eJustice family. The highlights are OSO & IBO - integrated information systems aimed at the Court procedures of Administrative Courts, helping lawyers, judges and back office personnel.

### looking for

Consultancy companies, system integrators and manufacturers looking for partners to do parallel development, programming and implementing of bespoke, embedded and mobile systems.

Niches of interest are: embedded & mobile systems, innovative Justice solutions, printers ERP.

### website contact

<http://www.softprodukt.com>

SoftProdukt Sp. z o.o.

Ul. Konduktorska 22 / 13

00-775 Warsaw



## Toucan Systems Sp. z o. o.



### about company

Toucan Systems specializes in advanced solutions based on analysis and image processing. Our systems detect any objects, conduct automated marketing research, recognize faces, control staff, provide information on the movement of people and many others. We also provide natural user interfaces based on gestures or speech detection, which allow you to work comfortably in any conditions. We connect the real world with the virtual, augmented reality by creating solutions that are successfully used in education, advertising, and are an important sales tool.

For all projects, we approach comprehensively starting with a long consultation, so that we are sure that created system would best suit the needs of the customer. During software development we provide full transparency and offer an insight into our development environment. For us stability and continuity of service are very important, therefore in every situation, our technical department immediately provide support.

### offers

#### Our products:

##### OASA

Video analytics system used to observation people that are within range of cameras. We used a combination of analysis and skeleton and facial. It allows to conduct automated marketing research including demographic data. We also create systems dedicated to our clients that allows to automate many processes.

##### Toco

Software that allows to easy implementation of gesture control, or visual analysis to the client software. Among the many features worth mentioning efficient way of communication between applications that allows you to work efficiently even on slower machines, allowing you to reduce the costs.

##### Mobile AR

Applications that use this technology can breathe life into any graphics, which can be a folder, advertising, technical documentation and much more. Looking at the illustration with the use of mobile devices, we can see three-dimensional visualization, information, video, or other multimedia materials.

##### Interactive systems

We connect modern ways to display content, impressive graphics and the possibilities offered by the natural user interface. We offer solutions that allow for extremely eye-catching way to present any information.

### looking for

Products/solutions we are looking for:  
Content Management Systems;  
Displays;  
Hardware Manufacturers;  
Mobile devices manufacturers;  
Multimedia.

Future projects and goals:  
We are open for business partners to realization these projects:

- Further OASA (video analytics) development;
- Implementation OASA to displays;
- Construct PC terminal for OASA;

### website contact

<http://toucan-systems.pl/>  
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## TEONITE



### about company

TEONITE is an experienced agile software house specialised in:

- web/backend development using JEE, Python/Django,
- mobile development (iOS and Android),
- security and infrastructure audits & consulting.

### offers

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We build our own products, like: WellServed (wellserved.co) or OMNI (omni.teonite.com). OMNI SSL Certificate Authority & VPN system is our first public product. We are also deploying and securing our clients networks using OMNI - making their internal network infrastructures accessible from all over the world.

We design and implement complex system and application infrastructures.

We specialize in Java Enterprise Edition, Python/Django, Apple iOS and Google Android.

We also can scale business, TEONITE is working closely (advising and mentoring new startups) with Pomeranus Seed Capital Fund.

### website

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<http://teonite.com/>

### contact

Teonite

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