



Developing business

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This presentation...

- About Estweb
- Favius – what it is and why so good!
- How we have participated in different programs
- The expectations and advantages



Jaak Kapten

- Founder
- Product development
- Customer relations



About Estweb

- Founded in 2001
- Office in Tallinn
- 5 employees
- Field of business: Programming, web-design, User-interface design
- Main services: Dynamic Homepages, hosting
- **Main product: FAVIUS**



Favius

Features:

- Content Management for e-commerce websystems
- Document handling
- Tools for client service over Internet
- Statistics engine for business analysis and feedback



Favius is special for

- Beautiful and fancy user interface
- Advanced usability using newest technology available
- Less mouseclicks than usual web based software
- Wide range of different options for complicated web-site management



We have participated in:

- SPIN-OFF training in 2001
- Pre-Incubation training in 2002
- Around 2-3 ITC training and meeting sessions in Helsinki or Tallinn in 2002-2005
- In several training courses organized by Tallinn Tehnopol or Helsinki Business School.



Our expectations

- New Business knowledge
- Information about laws, regulations and business culture in Estonia and Finland
- Meet new people, potential partners
- Sense and feel new markets



Results

- I met several strong partners we are working together today
- Throughout the trainings and meetings I have a clear overview of Finnish market potential and what is there for Estweb
- I sold several Favius licences to participant companies of those meetings.
- Received a lot of positive feelings and new ideas how to proceed with my business



Contact

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THANK YOU!