

Company profile

	Name of the company:	Cybernetica
	Address:	Mäealuse 2/1 Tallinn 12618
	Website:	www.cyber.ee
	Established:	1997
	Representative(s) of the company:	Crystal LaGrone
	Position(s):	North American Sales
	Phone number:	US:918-804-9718 and EE:+37256099184
	E-mail address:	crystal.lagrone@cyber.ee
	Revenue at Present and Forecast:	10M€
	Elevator Pitch: max 5 sentences: solution/market; concept; status of the project at the moment; team; business model (how do you generate revenues?)	Cybernetica is an R&D intensive Cyber Security company that researches, develops and manufactures mission-critical information security systems with a focus on cryptography and situational awareness. Our solutions have been deployed in over 35 countries.
	Competitive or collaborative advantage: How do you differentiate your company from competitors? Why does the client buy your product/service from you?	Cybernetica has over 20 years of experience in the area of cyber security and secure information systems. We continue to strive to be on the leading-edge in the field of data security and e-government. We are focused on high-level cryptographic and data security products for B2B and B2G.
	Value proposition: Why should one cooperate specially with you? How do you help your partner/client business, i.e., save time, improve productivity, increase revenues, etc.? What's the added value for them from it?	Cybernetica has an assortment of relevant products each holding their own unique value proposition: UXP- The Unified Exchange Platform is a secure data exchange platform that retains autonomy of member entities while integrating organically with all business processes. Splitkey is a next generation electronic ID technology, which turns smart devices into secure authentication devices. Sharemind is our secure data analysis platform that offers end-to-end privacy by processing encrypted data without decryption.
	Seeking for: Market entry? Funding for development & scaling? Development partners? Local distributors?	Cybernetica is looking for continued business development in the US, with a focus on finding quality partners.
	Do you have already contacts/partners in US? If yes, please name them:	USAID, NATO, DARPA, Microsoft
	References: In case you have from famous clients, and testimonial feedback from clients	References are available upon request.