

Company profile

	Name of the company:	Mooncascade OÜ
	Address:	Narva mnt 9, Tartu, 51009 Estonia
	Website:	www.mooncascade.com
	Established:	2009
	Representative(s) of the company:	Anu Einberg
	Position(s):	Chief Operating Officer (COO)
	Phone number:	+37253332949
	E-mail address:	anu.einberg@mooncascade.com
	Revenue at Present and Forecast:	2017 4.2M EUR, forecast for 2018 4.5M EUR
	Elevator Pitch: max 5 sentences: solution/market; concept; status of the project at the moment; team; business model (how do you generate revenues?)	Mooncascade is a regional market leader in product development and data science. With a team of nearly 100 specialists, we have built an array of market changing solutions with significant business impact. We are chosen product development partner for all regional telecommunication companies, work closely with financial companies, and are often brought in when large industries require an agile and experienced product development partner.
	Competitive or collaborative advantage: How do you differentiate your company from competitors? Why does the client buy your product/service from you?	Our teams including software engineers are very product minded with skills and methods in product discovery, user research and product analytics.
	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?	We help our clients to understand how the product is and will be performing in the market due to our additional skills in product management, user research and making use of AI. That helps them not only to get the software product they wanted but also the software product their users needed.
	Seeking for: Market entry? Funding for development & scaling? Development partners? Local distributors?	Looking for clients who are fintech start-ups, banks, telecom companies, and organizers of networking events, workshops and conferences having the mentioned target audiences
	Do you have already contacts/partners in US? If yes, please name them:	Music Sales -- NY, USA Carnegie Hall -- NY, USA Tune – Seattle, USA

	<p>References: In case you have from famous clients, and testimonial feedback from clients</p>	<p>Monese – Norris Koppel “Mooncascade has been building our Mobile product since day one, throughout all its transformations. Our deep partnership with this software development company has an important role in our global success today and also in the future. “</p> <p>Merck – Daniel Lübberstedt “As an innovation partner Mooncascade has proven themselves to think outside of the box. Together we have thought of new ideas and executed these into software products. We use a geographically distributed but highly collaborative work process and Mooncascade has proven to be able to produce tangible and visible results very quickly. For companies seeking digital innovation Mooncascade is a partner to take on new opportunities. “</p> <p>Tranferwise, Telia, Indigo</p>
--	------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------