

Company profile

	Name of the company:	Timbeter Ltd
	Address:	Akadeemia tee 21/1, 12618 Tallinn, Estonia
	Website:	www.timbeter.com
	Established:	2013
	Representative(s) of the company:	Martin Kambla
	Position(s):	Founder, CTO
	Phone number:	+372 5647 0793
	E-mail address:	Martin.kambla@timbeter.com
	Revenue at Present and Forecast:	2017 150 000 EUR 2018 250 000 + EUR
	Elevator Pitch: max 5 sentences: solution/market; concept; status of the project at the moment; team; business model (how do you generate revenues?)	Timbeter is an AI based solution for quick and accurate timber measurement, data management and logistics. Timbeter determines the number of logs, the volume and the exact diameter of each log that is the most important input for supply chain management. All measurements have a geotag. There`s no need for double-entries and the data can be shared easily with all parties, creating a transparent and fair negotiation process. Timbeter enables to digitalize the whole supply chain. Timbeter is beneficial for private forest owners, forest companies, exporters, sawmills and manufacturers. Scaling sales in target markets: Latin America, Russia. SAAS model
	Competitive or collaborative advantage: How do you differentiate your company from competitors? Why does the client buy your product/service from you?	Timbeter is accurate, quick, easy to use and affordable for everyone. Solution can be downloaded to mobile or tablet.
	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?	Timbeter helps to save time on the measurements process (max 3 min); have accurate and objective results and reduces significantly paper work.
	Seeking for: Market entry? Funding for development & scaling? Development partners? Local distributors?	Scaling sales in US markets Fundraising in 3-6 months.
	Do you have already contacts/partners in US? If yes, please name them:	Clients: Georgia Exports Company http://www.georgiaexportscompany.com/ TR Miller http://www.trmillermill.com/ Spectrum Corp

	References: In case you have from famous clients, and testimonial feedback from clients	
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