

## Company profile

	Name of the company:	Krabu Grupp LLC
	Address:	Kivimurru 34, 11411 Tallinn, Estonia
	Website:	<a href="http://www.krabugrupp.ee">www.krabugrupp.ee</a>
	Established:	15.03.2012
	Representative(s) of the company:	Kirill Krabu, CEO Kati Krabu, CIO
	Position(s):	
	Phone number:	+37256679112
	E-mail address:	<a href="mailto:Kirill@krabugrupp.ee">Kirill@krabugrupp.ee</a>
	Revenue at Present and Forecast:	2018 year – 435 000 EUR 2019 forecast – over 0.5 MEUR
	Elevator Pitch: max 5 sentences: solution/market; concept; status of the project at the moment; team; business model (how do you generate revenues?)	<p>We invented and implement a <i>Full Stack+</i> approach. Our main skill is IT analysis and software development.</p> <p>We have an extensive experience in international government and enterprise projects. Main revenue is generated during an analysis phase – determination of customer’s needs and offering an optimal solution with business and IT architecture and technology stack. Then we go further and develop the IT solution, and then even further – add services that are not connected directly to the IT: for example, translating a multilanguage solution, drafting a law or provide communication services.</p> <p>In one sentence: we create an IT solution to solve customer’s needs, develop and implement it – and if needed, offer support and management with additional competences.</p>
	Competitive or collaborative advantage: How do you differentiate your company from competitors? Why does the client buy your product/service from you?	We offer more than IT. We not just sell manhours of developers, our main competence is highly experienced analysts that can deeply understand the customer’s processes and create a tailor-made solution to fulfill the customer’s needs. Development is the next stage, but we consider the solution created by an analyst as a basis.
	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?	Most IT projects fail just because of the insufficient analysis in the basis of the projects. As a result, customer’s needs and developed solution don’t match well enough that leads to significant losses. Our focus is set just to create a strong foundation of the project and keep the IT development in accordance with customers needs by constant communication and agile approach.
	Seeking for: Market entry?	We are looking for market entry and first customers – we may start from smaller projects or some

	<p>Funding for development &amp; scaling? Development partners? Local distributors?</p>	<p>subcontracting works. IT/business analysis and IT development are the main focuses.</p>
	<p>Do you have already contacts/partners in US? If yes, please name them:</p>	<p>No</p>
	<p>References: In case you have from famous clients, and testimonial feedback from clients</p>	<p>Most of our clients are from public sector, so our main references are well-functioning Estonian e-Government and developing e-Government in Oman. Our professionals contributed to different parts of these projects: eHealth, energy, tax and finances, maritime and road logistics, environment and education.</p>