

CROSSBOARDER COOPERATION

Slovenia - Austria

COOPERATION PROFILE

The search for suitable cooperation partners in Slovenia / Austria can be offered free of charge as part of the EU project EXPEDIRE that is financed from ERDF funds. Please complete this cooperation profile and send your completed profile and inquiries to: Gospodarska zbornica Slovenije, Dimičeva 13, 1504 Ljubljana, "EXPEDIRE".

COMPANY DATA:

Company name:	SETCCE d.o.o
Homepage:	www.setcce.com

Number of employees:	<ul style="list-style-type: none"> <input type="radio"/> 0-9 <input checked="" type="radio"/> 10-49 <input type="radio"/> 50-249 <input type="radio"/> > 250
Turnover:	<ul style="list-style-type: none"> <input type="radio"/> ≤ 2 Mio EUR <input checked="" type="radio"/> ≤ 10 Mio EUR <input type="radio"/> ≤ 50 Mio EUR <input type="radio"/> > 50 Mio EUR
Branch/NACE Codes (attached document):	IT/ICT - Digital Transaction Management (DTM), providing operation optimization (paperless solution) with different technologies from digital signatures to remote sign.
Products/Services:	SaaS platform for digitaly signing - ePero®(START) (service and solution)
Customer structure:	<ul style="list-style-type: none"> <input type="radio"/> private consumers <input checked="" type="radio"/> business customers <p>branch:</p> <ul style="list-style-type: none"> <input type="radio"/> other: <p>Banking, Insurance, Telco, Logistics, Auto moto, Retail, Utility, transportation, Health, Public administration, etc.</p>
Communication language(s):	<ul style="list-style-type: none"> <input type="radio"/> German <input checked="" type="radio"/> Slovenian <input checked="" type="radio"/> English

EXPORT DATA:

Export experience:	<input checked="" type="radio"/> yes <input type="radio"/> no
Export share in %:	23%
Export countries:	Adria region, Sweden, Argentina, Central and Central EU (via partner network)

COOPERATION DATA:

Your Company: Please describe your products/services and USP:

PRODUCTS, SERVICES & KNOW-HOW

Give information about your company and the products/services you offer

SETCCE ePero®(START) is an all-around solution (service) for application of (handwritten) electronic signatures to any type of document, in a legally valid manner.

ADVANTAGES & INNOVATIONS

What is it that makes your product/service special and stand out from other similar products?

The solution is 100% SETCCE know-how, patented and with the trademark. The solution adds added value to many industries where digitalization is needed for many reasons. From lowering cost, paperless initiatives, to real-time signing and optimizing processes, operations, and onboarding new clients throughout new digital channels.

Required Partner: Please describe the type of cooperation and the company you are looking for and with which you would like to cooperate:

○ TYPE OF COOPERATION

- Commercial Agency Agreement
- Distribution Service Agreement
- Financial Agreement
- Franchise Agency Agreement
- Joint Venture Agreement
- Manufacturing Agreement
- Service Agreement
- Subcontracting
- Other: _____

○ DESCRIPTION OF THE REQUIRED PARTNER

What kind of partner should be involved in the cooperation (field of activity, resources, capabilities)? Please describe every selected type of cooperation in detail.

We are looking for different type of partners. Value-added resellers/Integrators/managed professional service providers that have vast knowledge in one or more industry verticals. Means that they are already present with their solution in specific industries and would like to offer SETCCE service and add value for the customer. Must have knowledge in understanding that we sell SaaS that solves customer transition towards paperless digitalization. We are selling the story and with the story, we are solving customer pains. We do expect that a partner has same understanding regarding selling the story and solving customer pains and not selling just the product.

○ ROLE OF THE REQUIRED PARTNER

What will be the role of the partner you are looking for / what do you expect from him?

Value added reseller, Managed professional service Partner, IT integrator.

NACE CODES Short List

A - Agriculture, forestry and fishing

- A1 - Crop and animal production, hunting and related service activities
- A2 - Forestry and logging
- A3 - Fishing and aquaculture

B - Mining and quarrying

- B5 - Mining of coal and lignite
- B6 - Extraction of crude petroleum and natural gas
- B7 - Mining of metal ores
- B8 - Other mining and quarrying
- B9 - Mining support service activities

C - Manufacturing

- C10 - Manufacture of food products
- C11 - Manufacture of beverages
- C12 - Manufacture of tobacco products
- C13 - Manufacture of textiles
- C14 - Manufacture of wearing apparel
- C15 - Manufacture of leather and related products
- C16 - Manufacture of wood and of products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials
- C17 - Manufacture of paper and paper products
- C18 - Printing and reproduction of recorded media
- C19 - Manufacture of coke and refined petroleum products
- C20 - Manufacture of chemicals and chemical products
- C21 - Manufacture of basic pharmaceutical products and pharmaceutical preparations
- C22 - Manufacture of rubber and plastic products
- C23 - Manufacture of other non-metallic mineral products
- C24 - Manufacture of basic metals
- C25 - Manufacture of fabricated metal products, except machinery and equipment
- C26 - Manufacture of computer, electronic and optical products
- C27 - Manufacture of electrical equipment
- C28 - Manufacture of machinery and equipment n.e.c.
- C29 - Manufacture of motor vehicles, trailers and semi-trailers
- C30 - Manufacture of other transport equipment
- C31 - Manufacture of furniture
- C32 - Other manufacturing
- C33 - Repair and installation of machinery and equipment

D - Electricity, gas, steam and air conditioning supply

- D35 - Electricity, gas, steam and air conditioning supply

E - Water supply; sewerage; waste management and remediation activities

- E36 - Water collection, treatment and supply
- E37 - Sewerage
- E38 - Waste collection, treatment and disposal activities; materials recovery
- E39 - Remediation activities and other waste management services

F - Construction

- F41 - Construction of buildings
- F42 - Civil engineering
- F43 - Specialised construction activities

G - Wholesale and retail trade; repair of motor vehicles and motorcycles

- G45 - Wholesale and retail trade and repair of motor vehicles and motorcycles
- G46 - Wholesale trade, except of motor vehicles and motorcycles
 - G46.1 - Wholesale on a fee or contract basis
 - G46.2 - Wholesale of agricultural raw materials and live animals
 - G46.3 - Wholesale of food, beverages and tobacco
 - G46.4 - Wholesale of household goods
 - G46.5 - Wholesale of information and communication equipment
 - G46.6 - Wholesale of other machinery, equipment and supplies
 - G46.7 - Other specialised wholesale
- G47 - Retail trade, except of motor vehicles and motorcycles
 - G47.1 - Retail sale in non-specialised stores
 - G47.2 - Retail sale of food, beverages and tobacco in specialised stores
 - G47.3 - Retail sale of automotive fuel in specialised stores
 - G47.4 - Retail sale of information and communication equipment in specialised stores
 - G47.5 - Retail sale of other household equipment in specialised stores
 - G47.6 - Retail sale of cultural and recreation goods in specialised stores
 - G47.7 - Retail sale of other goods in specialised stores
 - G47.8 - Retail sale via stalls and markets
 - G47.9 - Retail trade not in stores, stalls or markets

H - Transporting and storage

- H49 - Land transport and transport via pipelines
- H50 - Water transport
- H51 - Air transport
- H52 - Warehousing and support activities for transportation
- H53 - Postal and courier activities
- I55 - Accommodation
- I56 - Food and beverage service activities

I - Accommodation and food service activities

I55 - Accommodation
I56 - Food and beverage service activities

J - Information and communication

J58 - Publishing activities
J59 - Motion picture, video and television programme production, sound recording and music publishing activities
J60 - Programming and broadcasting activities
J61 - Telecommunications
J62 - Computer programming, consultancy and related activities
J63 - Information service activities

K - Financial and insurance activities

K64 - Financial service activities, except insurance and pension funding
K65 - Insurance, reinsurance and pension funding, except compulsory social security
K66 - Activities auxiliary to financial services and insurance activities

L - Real estate activities

L68 - Real estate activities

M - Professional, scientific and technical activities

M69 - Legal and accounting activities
M70 - Activities of head offices; management consultancy activities
M71 - Architectural and engineering activities; technical testing and analysis
M72 - Scientific research and development
M73 - Advertising and market research
M74 - Other professional, scientific and technical activities
M75 - Veterinary activities

N - Administrative and support service activities

N77 - Rental and leasing activities
N78 - Employment activities
N79 - Travel agency, tour operator and other reservation service and related activities
N80 - Security and investigation activities
N81 - Services to buildings and landscape activities
N82 - Office administrative, office support and other business support activities

O - Public administration and defence; compulsory social security

P - Education

Q - Human health and social work activities

Q86 - Human health activities
Q87 - Residential care activities
Q88 - Social work activities without accommodation

R - Arts, entertainment and recreation

R90 - Creative, arts and entertainment activities
R91 - Libraries, archives, museums and other cultural activities
R92 - Gambling and betting activities
R93 - Sports activities and amusement and recreation activities

S - Other services activities

S94 - Activities of membership organisations
S95 - Repair of computers and personal and household goods
S96 - Other personal service activities

T - Activities of households as employers; undifferentiated goods - and services - producing activities of households for own use

T97 - Activities of households as employers of domestic personnel
T98 - Undifferentiated goods- and services-producing activities of private households for own use

U - Activities of extraterritorial organisations and bodies