

## **CZECH COMPANIES LOOKING FOR BUSINESS OPPORTUNITIES AND PARTNERSHIP WITH CANADIAN FIRMS**

### **1. IXTENT, s.r.o. Prague (www.ixtent.com) – ICT (success story with SW Open Text – Gold Partner in Central Europe, Montrium)**

The IXTENT Group has been active on the European **information technology** market for over 14 years. It provides its customers with **services and solutions aimed at management of information stored in documents, processes, digital media, social networks, portals, and enterprise systems**. IXTENT helps companies to protect their unique know-how and efficiently process important business information. IXTENT was founded in 2003. During its presence on ECM market it built up a service team out of top quality consultants, process and business analysts, developers, technical and application consultants who implemented hundreds of large scale projects in countries all over Europe as well as other parts of the world.

**Looking for: New contacts (users of SW Open Text), new business partners with new products, cooperation in the area of SW development.**

Contact: Mr. Vit Svoboda, CEO, e-mail: vit.svoboda@ixtent.com , cell.: +420-222-363-653.

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### **2. IT Enterprise Services Czechia, s.r.o. Prague / HPE - CSC merged org, (www.hpe.comPrague- ICT**

IT services, outsourcing, **SW development** and application support, IT consulting, IT transformation services into digital enterprise.

Contact: Mr. Bedrich Luft, Business Manager, e-mail: bedrich.luft@hpe.com, cell.: +420-602-105-727.

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### **3. AIK IT, s.r.o. Mladá Boleslav (www.aikit.cz) - ICT**

Professionals with years of experience in the field of **mobile platform development, web development, analysis and testing**. An IT services provider with a global approach which design technological solutions to client's needs. The company operates well established centers in Europe, with proven outsourcing successful track record, to provide the IT manager the highest quality Near-Shore/Off shore IT services. The main focus is on mobile and web services within Central Europe.

**Looking for: partners in the area of software development, distributors or agents, customers.**

Contact: Mr. Matěj Kult, Managing Director, e-mail: mkult@aikit.cz , cell.: + 420-608-243-014.

#### **4. CNS, a.s. (www.cns.cz/en) - ICT**

CNS a.s. is a Czech Republic IT company, successfully operating throughout the European Union for more than 20 years. CNS specializes in the development of software solutions for life sciences, logistics and financial industries. The core expertise includes design, implementation and systems integration of custom IT solutions for medical laboratories, in addition to industry-leading development of secure file transfer platforms.

In 2014, CNS launched a subsidiary IT-CNS in the US market. The core product which IT-CNS offers is called Safety4Data. Safety4Data is a data encryption and transfer application that relies upon a secured, peer-to-peer virtual network. The result is your business can have easy-to-use, enterprise-grade encryption that can save your organization time and money.

**Looking for: partners, distributors or agents, customers.**

Contact: Mr. Marek Hajn, COO, email: marek.hajn@it-cns.com, cell.: +1 – 412 – 218-9865

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**5. AARTKOM, s.r.o. Benátky n. Jizerou (ww.aartkom.com) – ICT Consulting** company, specializing in providing services in Project Management, Product Management and Sales Development. Their **expertise is in the field of IT/IS and telecommunication**. Their focus is providing system integration while bridging the gap between technology and users.

Looking for: They are on a new expanded mission. This mission is to embrace Canadian technology and enhance it with the Czech inventiveness. AARTKOM pursue solutions in privacy and security focusing on innovation and education.

**Looking for collaboration, partnerships and joint-ventures.**

Contact: Mr. Marek Hencl, Managing Director, e-mail: vip@aartkom.com, cell.: +420-604-204-604).

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#### **6. KITGEN, s r.o., Třinec (www.kitgen.ca, www.kitgen.eu)**

**Molecular Laboratory Diagnostics On-Demand**

- Routine diagnostics as well as scientific programs
- Innovative diagnostic processes, high-tech technologies and implementation of novel diagnostic modalities

**Molecular Microbiology**

- Rapid, quantitative, large-scale molecular diagnostics of infectious diseases

**Molecular Syndromology**

- Human molecular genetics and rare genetic syndromes

**Predictive Genetics**

- Preventive genetic programs for interested individuals.

**Looking for: partners, distributors or agents, customers.**

Contact: Mr. Martin Chládek, Commercial Director, e-mail: martin.chladek@kitgen.eu, cell.: +420-603-227-060 or Mr. Zdeněk Raška, Project Manager, e-mail: zd.rk@volny.cz , cell.: +420-603-227-060.

### **7. Netme Centre - VUT- Brno University of Technology ([www.netme.cz](http://www.netme.cz)) – R&D**

The NETME **Research Centre** is the core vehicle for **R&D activities** and industrial cooperation for the Faculty of Mechanical Engineering at Technical University in Brno. With its 4,500 students, the faculty is the largest of its kind in the Czech Republic. NETME excels in cooperation with industry, particularly in terms of contract research and also in the number of research programs. In 2015 it achieved nearly 3M EUR of commercial contracts from industry, with approx. 40% is from abroad. The key industrial focus is in Engineering, Energy, Automotive and Aerospace.

**Looking for: Customers, partnership for international R&D projects and customers for contractual research in advanced engineering, aerospace and automotive.**

Contact: Mr. Pavel Krečmer, Science Director, e-mail: [krecmer@fme.vutbr.cz](mailto:krecmer@fme.vutbr.cz) , cell.: +420-604-301-214.

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### **8. Czech Technical University Prague ([www.fd.cvut.cz](http://www.fd.cvut.cz), [www.cvut.cz](http://www.cvut.cz)) – R&D**

ČVUT - The Czech Technical University in Prague is one of the biggest and oldest universities in Europe. CTU currently has eight faculties (Civil Engineering, Mechanical Engineering, Electrical Engineering, Nuclear Science and Physical Engineering, Architecture, Transportation Sciences, Biomedical Engineering, Information Technology) and about 21,000 students. For the 2016/2017 academic year, CTU offers its students 123 study programs and 464 fields of study within these programs. CTU educates modern specialists and managers with knowledge of foreign languages, who are dynamic, flexible and able to adapt rapidly to the requirements of the market.

**Looking for: Research and development, academic cooperation, common scientific projects, exchange of Phd. students.**

Contacts: Prof. Miroslav Svitek, Dean, Czech Technical University, Prague, e-mail: [svitek@fd.cvut.cz](mailto:svitek@fd.cvut.cz), tel.: +420-224-359-512, Mr. Karel Žebrakovský, Head of Department of Science and Research, Czech Technical University Prague, e-mail: [karel.zebrakovsky@cvut.cz](mailto:karel.zebrakovsky@cvut.cz), tel.: +420-224-351-111

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### **9. Technical University of Ostrava, Faculty of Economics ([www.vsb.cz](http://www.vsb.cz))**

VŠB – Technical University of Ostrava is one of the largest universities in the Czech Republic and has long tradition in high quality engineering. It was created in 1849 by Imperial Decree of Franz Josef and granted right to confer doctoral degree in 1904. It provides tertiary education in technical and economic sciences across a wide range of study programs and courses. VSB-TUO's study programs stand on a tradition going back more than 165 years, but reflect current, state of the art technologies and the needs of industry and society. Education is organized within 7 Faculties and 3 All-University Study Programs. VSB-TUO has strong results in intellectual property protection of R&D output and its partner universities, research institutions and exchange opportunities can be found on 6 continents.

**Looking for: A partner, with whom they can launch new international MBA program. They also look for research cooperation in Data Envelopment Analysis (DEA), Quantitative Finance and Regional Economics.**

Contacts: Prof. Martin Macháček, Vice-Dean for Foreign Relations, e-mail: [martin.machacek@vsb.cz](mailto:martin.machacek@vsb.cz), tel.: +420-597-322-343.

**10. 5M, s.r.o. Kunovice (www.5m.eu)**

The 5M company was established in 1992, is active in the area of **development and manufacturing of composite and sandwich materials**. 5M concentrates on **advanced applications** and special products. Company customers are companies from ground vehicle transportation (trains, buses, trams), aircraft industry mainly, but also electronic components or certified sport equipment producers. All products were developed in their R&D department. 5M has been certified according to ISO 9001 and AS 9100. Furthermore company has been awarded as the "Company of the Year of 2010" in the Czech Republic.

**Looking for: Customers, distributors, agents, joint-venture partners, production – cooperation.**

Contact: Mr. Richard Pavlica, Business Development, e-mail: richard.pavlica@5m.cz, tel.: +420-572-433-749.

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**11. INCO Engineering s.r.o. Prague (www.incoengineering.cz)** The main focus of INCO Engineering is the **technology for** vertical, inclined, and horizontal transport, mainly in the **underground mines**, but also in the open-pit ones. The extensive production plan includes hoists with a frictional disc as well as drum hoists, both of various constructions and output of up to 2 x 5500 kW, skips, cages, and other transport containers of different types and sizes including accessories, winding pulleys, mine-signaling systems, communication systems for transport containers, fully automated loading and unloading stations of skips, wagon-pushers, wagon-tipper stations, tracked wagon circuits, different kinds of conveyors, mine-ventilators including drives and regulation, as well as other machines and equipment. Another very important part of our activities revolves around modernizations and reconstructions of older mining hoists and other equipment.

**Looking for: Customers, partners.**

Contact: Mr. Zdenek Darebnik, Chief of Commercial Department, e-mail:

Darebnik@incoengineering.cz, cell.: +450-222-780-372.

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**12. IMOS Group, s.r.o. Prague (www.imosgroup.cz)**

The IMOS Group, Co. Ltd. operates throughout the Czech Republic and abroad. The company has a long history of constructing **water-treatment plants**, ground-water tanks and water towers, waste-water-treatment plants, sewers, and water and gas mains. Other core activities include reconstructions and renovations of heritage sites, construction of residential houses, offices, hotels, civic amenities and community center buildings and industrial buildings, as well as construction of roads, car and bus parking spaces as well as pedestrian pavements. IMOS also successfully performs large projects involving complete reconstructions and maintenance of large power plants and energy distribution hubs. It delivers and assembles heat distribution systems, installation of (solar) collectors and the laying of the necessary piping.

The company expertise includes civil engineering water regulation projects on rivers, lakes, reservoirs and other fresh-water surfaces, e.g. weir, dam, river and channel regulation and other hydro-technical insulation and water-proofing projects, earth-moving landscaping and terra-forming operations, building waste disposal sites, performing horizontal directional boring, and industrial waste material recycling and separation.

**Looking for: Partners, joint projects.**

Contact: Mr. Albin Sybera, Jr., Chief Executive Officer, e-mail: albinjr@sybera.cz , cell.: +420-725-997-595.

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### **13. ASE, s.r.o. Bořanovice (www.ase.cz)**

Holding ASE is a company, making **complex realizations of buildings, reconstructions and services in energetics and industry**. Holding consists of four companies, which work together, each providing one part of the whole process - company ASE, s.r.o. (division Energetics), ASE-MC, s.r.o. (division Metalworks), Fortel spol. s.r.o. (division Construction) and KB Servis Elektro spol. s.r.o. (division Electromaterial). Holding ASE offers wide range of products in the field of power engineering and industries. ASE is engineering, supply and installation company focusing its activities primarily on the design, switchboard manufacturing and delivery machines and devices, P&M, installation activities - for substations, heating and power plants.

**Looking for: Customers, joint-venture partners.**

Contact: Mr. Jan Tašek, Managing Director, e-mail: ase@ase.cz, tel.: +420-251-003-111.

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### **14. Sybera Enterprises, s.r.o. Prague (sybera.cz)**

Strategic investments, construction, **water treatment plants**, real estate. Developing Debt Collecting Sybera Enterprises was established in 1996. The business strategy was simple: Build long term client relationship based on thorough understanding of the client. Provide stable reinsurance products and specialized value added services that reflect the client's own business needs. Sybera Enterprises provides strategic business and financing advice, primarily to young and growing financial institutions operating in rapidly changing markets. In the context of specific transactions, it facilitates negotiations as well as assists in finding and evaluating alternative sources of finance, including strategic partners in private equity. The operating philosophy is to efficiently and reliably provide the client with the most suitable piece of advice for particular application.

**Looking for: Customers, joint-venture partners.**

Contact: Mr. Albin Sybera, Managing Director, e-mail: albin@sybera.cz, tel.: +420-257-213-610.

**15. Punch Leadership Consulting Prague (www.punchleadership.com)** Punch Leadership Consulting is an Executive Search and Management Consulting company focusing on services to leading private Czech companies that are expanding outside of the Czech Republic or to clients starting their presence in the Czech Republic or Central Europe. It's founder, Mrs. Alice Punch, who is both Czech and Canadian citizen, and a native Czech, lived several years in Canada, and brings a unique experience from Egon Zehnder and Korn/Ferry, that can help Canadian clients enter successfully the Czech market and vice versa for the Czech companies to set up their businesses in Canada. Punch Leadership works across all economic sectors. The company prides itself in high quality services.

**Looking for: Customers, joint-venture partners.**

Contact: Ms. Alice Punch, Managing Partner, e-mail: [alice@punchleadership.com](mailto:alice@punchleadership.com), cell.: +420-602-328-333.

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**16. Connect the World, s.r.o. (www.connecttheword.cz)**

Connect the World is a Czech company with significant **trading** experience and great background in operating business in areas of Central and Eastern Europe, Middle East and now **focusing on** the US and **Canada** markets. They represent a few domestic and also foreign companies in the areas of photovoltaic and renewable energy business, monitoring software  
- FMCG, licensed products. The firm helps the companies to develop their business worldwide, using their contacts and business partners in each country.

**Looking for: Customers, distributors or agents, joint-venture partners.**

Contact: Mr. Petr Talanda, CEO, e-mail: [petertalanda@hotmail.com](mailto:petertalanda@hotmail.com), cell.: +420-776-777-647.

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**17. AEZZ, a. s. Prague (www.lucnibouda.cz)**

Two main business lines:

Rental properties, apartments and office space without providing other than basic services related to rental hostess activity.

Sales of fermented alcohol, drinking alcohol and spirits. Brewery promotion.

**Looking for: Customers, suppliers or manufacturers, joint-venture partners.**

Contact: Mrs. Klara Sovová, Chairman of the Board, e-mail: [klara.sovova@volny.cz](mailto:klara.sovova@volny.cz), cell.: +420-499-736-144 or Mr. Stanislav Beneš, Deputy Chairman of the Board, e-mail: [stanislav@sbenes.cz](mailto:stanislav@sbenes.cz), cell.: +420-499-736-144.

**18. Kubik Partners Attorneys at Law, Prague (www.kubikpartners.com)**

Law firm / Legal and Consulting services

**Looking for: Contacts for the clients especially from engineering and mining industry.**

Contact: Mr. Tomas Kubik, Owner and Director, e-mail: [tomas.kubik@kubikpartners.com](mailto:tomas.kubik@kubikpartners.com), cell.: +420-224-283-619

**19. PKMK Law & Finance, Pilsen (www.plmk.cz)**

Law firm / Legal and Consulting services.

**Looking for: Partners.**

Contact: Mr. David Adamovič, CEO, e-mail: adamovic@pkmk.cz, cell.: +420-377-152-020,  
Mr. Jiří Meduna, Partner, e-mail: meduna@pkmk.cz, cell.: +420-377-152-020.

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**20. Confederation of Industry and Transportation of the Czech Republic, (www.spcr.cz)** Confederation of Industry and Transportation of the Czech Republic is a private non-political organization of employers and entrepreneurs in the Czech Republic. It is the largest organization which represents industry and transportation of the Czech Republic, its mission is to influence economic and social policy of the government of the Czech Republic in order to create optimum conditions for dynamic development of business in the Czech Republic and promote the common interests of its members and defends and promotes the interests of employers and businesses involved in European and international organizations.

Contact: Mr. Jaroslav Hanák, President, e-mail: jhanak@spcr.cz, cell.: +420-225-279-101 or  
Ms. Sabina Tančevová, International Relations Manager, e-mail: stancevova@spcr.cz, cell.:  
+420-225-279-402.

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