

Profile View

Details

Title: German-Ukrainian SME specialised in AI and data science looking for outsourcing agreement

POD Reference: BODE20210531001

Summary: A German-Ukrainian IT engineering SME specialised in AI/data science is looking for partners under an outsourcing agreement. It is specifically targeting young and small companies particularly in Scandinavia, Western and Southern Europe as well as the USA who seek to outsource on a long-term basis resource-intensive AI/data science activities.

Description: The company was originally set-up in Ukraine in 2007 as a software development company. Its particular expertise is AI and data science. The service portfolio includes computer vision, activity tracking, natural language processing, audio analysis, predictive analytics / maintenance. The company has already proven its expertise through developing numerous applications in multiple sectors so divers as food/agritech, sports healthcare or real estate. It currently employs more than 100 staff.

The company is looking for partners for long-term outsourcing agreements because the company has identified this as the most appropriate type of cooperation to reach its goals: Not only can collaboration be established with partners from different sectors on a long-term basis. Also, providing services on a long-term basis allows the company to build up knowledge about the changing production and business model trends, related ICT challenges and requirements of partners in a specific sector. In addition, collaboration over a longer period rather than providing one-off services enables the company to identify and develop solutions in one sector which can then be replicated to other services. Thus, through the delivery of its expertise in an outsourcing agreement the company can build up industry and AI/data science application knowledge across multiple branches. The companies data science team covers in particular sensor data processing, computer vision, natural language processing and sound recognition. It develops machine learning algorithms in order to turn big data into meaningful information. Upon the partners business needs this includes:

- Data researching, modelling and pattern detection
- Data collection, management and analyses
- Building and maintaining infrastructures including high performance computing

The company already has clients in several European countries but would like to offer its expertise also in other countries. Against the background of ever faster growing potential of AI/data science, the company wishes to develop and introduce new solutions also to sectors where AI/data science applications are still on a fairly low level and where thus is scope to come up with many new innovative solutions.

The target partners sought are SMEs and young companies/start-ups which need a partner with the latest broad AI/data science knowledge. Outsourcing AI and data management allows the partner to complement and extend flexibly the core team, both regarding the staff resources and the type of needed AI/data science activities and to decrease costs. The company offers an outsourcing partnership either for very small, highly specialised AI/data science functions and processes or bigger and more comprehensive ones. Practically, based on the partner's initial requirements and service level definition, both partners will negotiate and agree on the process of the functions to be outsourced, pricing and other key topics and eventually sign the contract. Then follows a phased approach of implementation.

Advantages and Innovations:

The company is able to fulfill the requirements of all kinds of partners: One focus are start-ups or young companies where it does not make sense to set up a full IT team from the beginning. Other partners can be established businesses which wish to outsource and expand AI/data science functions and processes due to lack of resources to identify and implement state of the art tools and models in that field. The company with its 100+ employees can respond flexibly to the IT needs of the partner and the service level to be outsourced. Although the company is specialised on AI, data science and machine learning, it is able to cover also many other ICT engineering services including Internet of things (IoT) Hardware and Software, end-to-end IoT engineering, mobile, cloud and web apps and dashboards. As part of the outsourcing agreement the company can become an authorized partner of the partner's hardware vendor of choice, thus ensuring access to the latest tools. The company holds ISO (e.g. ISO 27001, Information Security Management System) and similar certifications. It has experience not only in many IT fields but also in many sectors. It is a partner of start-ups and SMEs covering many sectors such as agritech, sportstech, logistics/automotive, digital media, healthcare or fintech.

Stage of Development:

Already on the market

Keywords

Technology 01002004 Embedded Systems and Real Time Systems

Keywords: 01003003 Artificial Intelligence (AI)
01003008 Data Processing / Data Interchange, Middleware
02003005 Information processing & Systems, Workflow

Market Keywords: 02006004 Data processing, analysis and input services
02007001 Systems software
02007011 Manufacturing/industrial software
02007016 Artificial intelligence related software

NACE Keywords: J.62.0.1 Computer programming activities
J.62.0.2 Computer consultancy activities
J.62.0.9 Other information technology and computer service activities

Partner Sought

Type and Role of Partner Sought: - Startups who want to enter the market with an IoT or AI solution and a need a prototype for that
- SME with an innovation department who want to introduce innovation and digital transformation in their company
- Corporates with innovation department looking for development partners

Type and Size of Partner Sought: 251-500
SME <10
SME 11-50
SME 51-250

Type of Partnership Considered: Outsourcing agreement

Client

Type and Size of Client: Industry SME 50-249

Year Established: 2007

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation: Yes

Languages Spoken: English
German

Client Country: Germany

Dissemination

Relevant Sector
Groups: ICT Industry and Services

