

COMPANY PROFILE: Basic Data on Your Company

PART A

Organisation name:

DIGERA Inc.

Main owner(s):

Sanja Penic and Darko Zupanic

Organisation description / structure:

Digera Ltd. is an IT company – project oriented software development company. We are specialized in delivering innovative solutions to real business problem.

There are five employees in company.

We developed some solutions for time attendance and E- procurement. Lately we started cooperation with SAP on a SMB field (Small and Medium Business) - on product Small Business One

Also we have agreement with Europronet ISP (Austrian) about common activities in Application Service Providing field in Eastern Europe.

Areas/Sectors of activity (see annex):

Information Technology

Countries of operation:

Croatia, Bosnia and Hertzegovina, Slovenia

Contact person:**Name:**

Sanja Penic

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Areas/Sectors of activity (see annex):

Information Technology

Country (ies) of project location:

Croatia, Bosnia and Hertzegovina, Slovenia

Looking for business opportunities (please specify)

Looking for/ requesting

Partners:

Financing:

we are looking for financing our new projects.

Experts:

Other (please specify):

Offering :

according a deal.

**If you wish to present a specific project,
please fill in Part B of this questionnaire.**

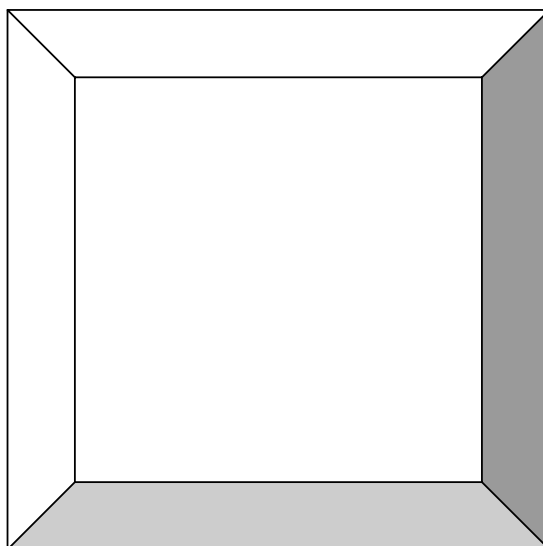
AREAS/SECTORS OF ACTIVITY

This field acts as a detailed specification of the "target interests" in box related to "Areas/Sectors of activity". Please specify the area(s) of interest.

- 1 Development / Economics (*in general*)
- 2 Transport and traffic infrastructure
- 3 Energy
- 4 Tourism
- 5 Municipal infrastructure
- 6 Agriculture/ Food/ Forestry/ Fishing/ Livestock
- 7 Professional & Consulting Services
- 8 Industrial/ manufacturing/ mining
- 9 Commerce & Services
- 10 Services and support to SMEs
- 11 Micro-financing
- 12 Information Technology
- 13 Advanced Technology
- 14 Real Estate (Development, Exploitation, Building, Architecture)
- 15 Education
- 16 Environmental Technology
- 17 Health Services
- 18 Other (please specify)

Note: by sending us the following information, you accept that your details, address, phone numbers etc., will become widely available to the public during the Forum, via the Internet, and via other UNECE meetings and publications. This is at no charge to you. If there are any specific details you do not want to appear on the Internet and in UNECE publications, please let us know. **The above forms are partially extracted from the joint UNECE-CEI forms for project presentation**

Please insert your **photo** in the frame below:



BUSINESS OPPORTUNITIES DURING THE SECOND FORUM OF WOMEN ENTREPRENEURS

Geneva, 17-18 March 2003

Application Service Providing

PART B**Progress status:** Main financing identified; partner required**Sponsor organizations:** Digera**PROJECT SUMMARY****Description**

Our latest project is Application Service Providing – service oriented to the needs of SME-s. This service is Internet-enabled. It provides access to applications and data from distant locations, and all information are within a real time. What benefits for the companies are? There is no need for costly hardware, and it is possible to start work immediately. There is no need for installation, maintenance, licence purchasing, software updates. Easy access is ensured with integration of data with other applications. All IT-related work is outsourced, reducing the costs of IT and minimizing the amount of paperwork. Fast access – anytime, anywhere. Also we are working on a new project - connecting our products, SW for time attendance and Internet procuriment, to SAP SBO (Small Business One). (Business Plan available on request).

Capital cost: EUR 120,000**Capital resources available from sponsors:****Required financial assistance: EUR 120,000****Market demand and revenues**

Business Plan available on request.

Company Profile**Name:** Digera d.o.o., Ribnjak 1, 10000 Zagreb, Croatia**Contact person:**

Sanja Penic, tel: +385 1 4668 648, sanja.penic@digera.hr

Type of services: IT**Year of establishment:** 1994**Company capital :** EUR 10.000**Annual turnover:** EUR 130.000**Main shareholders:** Sanja Penic, Darko Zupanic**Organization structure:** development, sales, support, administration**Number of employees:** 5**Activities (past/ future):** development new product and services**Please insert photo of your company/
project/ logo**

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"Golden Spoon" Ice Cream – IGS Project

PART B Example

Hungary

Progress status: Main financing identified; partner required

Sponsor organizations: IGS Company; Csoki Bank, Budapest

PROJECT SUMMARY

Description

The IGS Project is a Hungarian initiative to produce a high-quality ice-cream for the domestic market. The Budapest-based IGS Company is already covering 7 per cent of the market. A foreign investor is required to increase the production and achieve in 5 years a 40 per cent share of Hungary's ice-cream production (Business Plan available on request).

A new production system will be built during the next six months and the first phase of construction will begin in April 2003. The new Company will create about 5 new jobs. The project will be managed by the "New IGS Company" which has already 60 per cent of the necessary investment. Technical Cooperation is needed for the definition of the distribution/ transport phases.

Capital cost: EUR 120,000 (of which EUR 70,000 for new equipment)

Capital resources available from sponsors: EUR 75,000

Required financial assistance: EUR 45,000

Market demand and revenues

The market study shows a potential 100,000 customers (i.e. sales of individual ice cream pieces, 5 % of the total Budapest market). Estimated production is 8 tons per year after 5 years. Pricing strategies have been made in a preliminary form (see Business Plan).

The revenue forecast shows total sales from EUR 55,000 Euro during the first year to EUR 100,000 in the fifth year of production. The expected net income value ranges from EUR 25,000 in the first year to EUR 60,000 in the fifth year of operation.

Company Profile

Name: IGS company, Bajza u. 27, H-1062 Budapest
Contact person: Ms. Maria Szabó, Tel. +361 46172; Fax: +361 46175; Email: szabo@igs.hu
Type of services: high quality ice-cream
Year of establishment: 1994
Company capital : EUR 20,000 (IGS)
Annual turnover: EUR 40,000 (1998)
Main shareholders: (or partners, owners, members, etc.): IGS, Ms. Maria Szabó 50%, Mr. Antal Gerbaud 50%;

Organization structure: production, administration and sales in the city;
Number of employees: 5 (2002)
Activities (past/ future): sales only in Pest; the New IGS will sell its products also in restaurants and hotels in Budapest.
(Note*: in this example, all data are imaginary)

**Please insert photo of your company/
project/ logo**