

To
compete



to
collaborate



ESTONIAN ICT CLUSTER

**We help countries and organizations
achieve world-class digital societies!**

www.e-estoniax.com

https://www.itl.ee/estonian_ict_cluster

Estonian ICT Cluster in numbers:

2009

cluster was
formed

61%

of
the total
sales in the
ICT sector

49%

of total ICT
sector
workforce

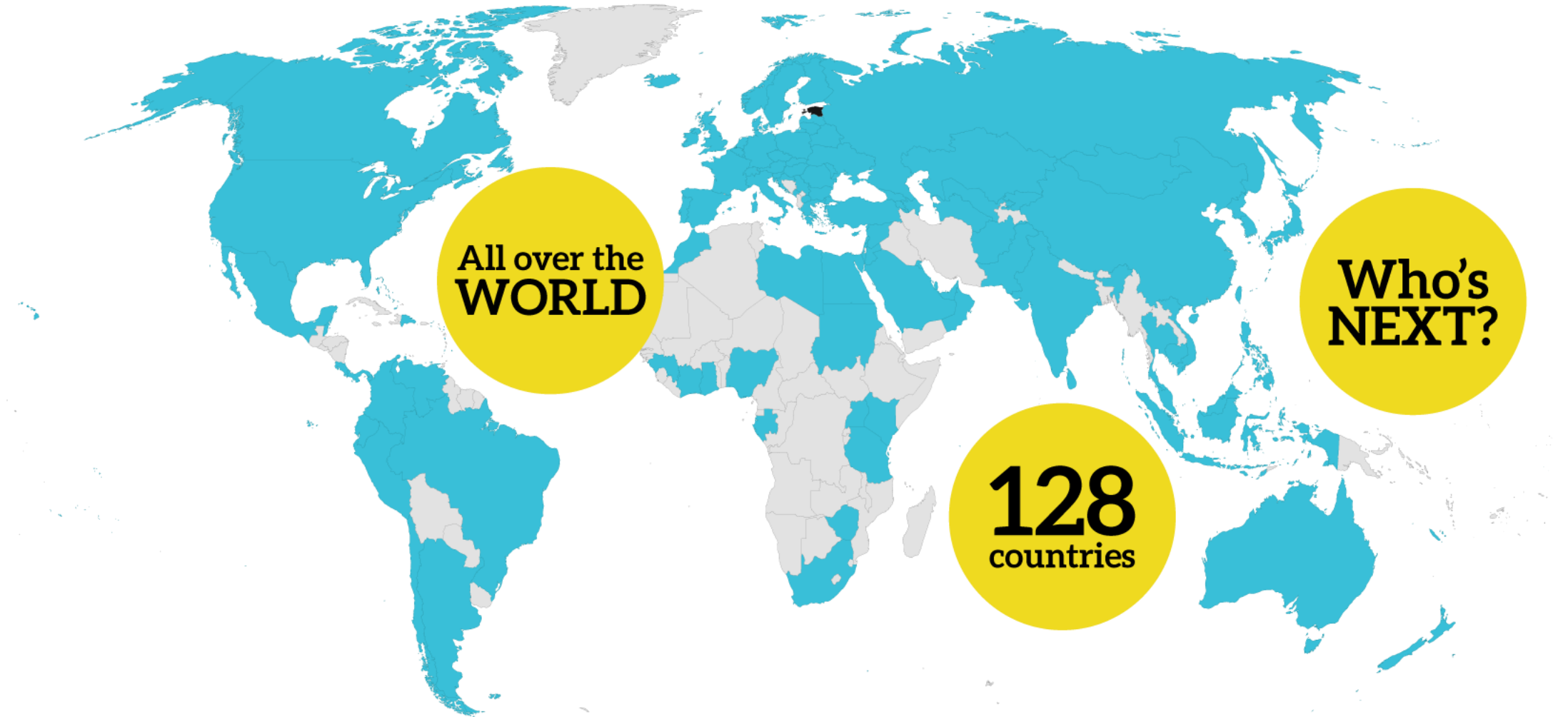
89

members

1500

participants
per year

All over the world



Collaboration roadmap



Cluster support to collaboration

What we offer to our partners



Workforce
development



Cooperation



Internationalisation



ESTONIAN ICT CLUSTER



How collaboration make sense

EXAMPLE

enter e-Estonia

the coolest digital
society



Estonian ICT Companies References

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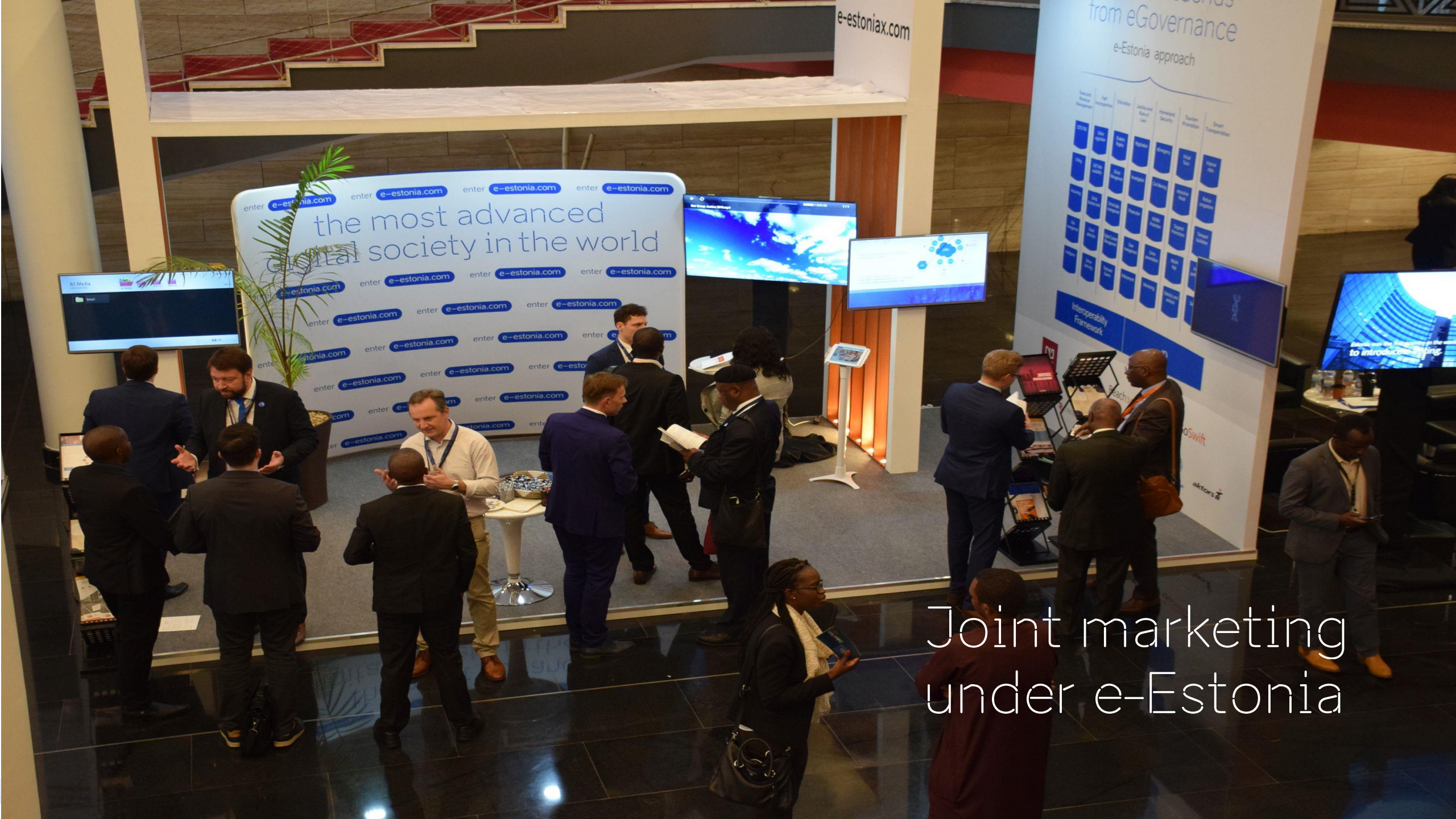
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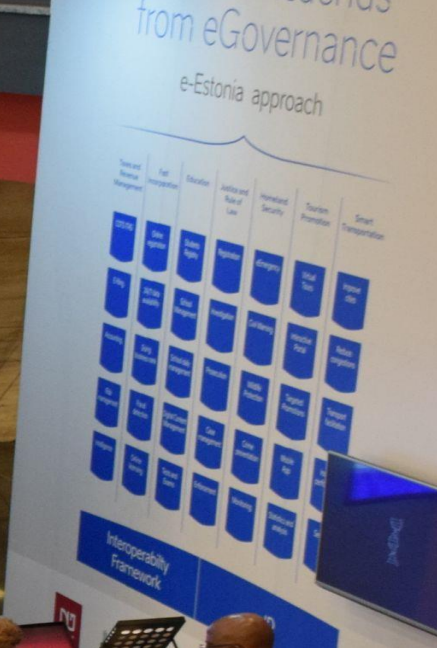


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the most advanced digital society in the world

enter e-estonia.com



Joint marketing under e-Estonia



WHY to collaborate
How $1+1=3$

Challenges

**Personal interest
vs
common interest**

TRUST

**Change of
thinking takes
time**

**Today's business
vs
future business**

**Transparency
and
Openness**

**Equal
opportunities**

Value from collaboration

- Stronger ICT sector with common opinion;
- It's more cost effective to solve similar needs and pain points together;
- Together we are bigger;
- Awareness rising job is too expensive for doing it alone;
- Better access to the public sector and other economical sectors;
- Acting as intermediate between competitors.

Cluster is an all stars band



Estonian ICT Cluster – we join the forces

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