



Katalog članov

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Avtomatika GAŠPIRC d.o.o.**AVTOMATIKA GAŠPIRC d.o.o.**

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Branch: agriculture and horticulture

Description of activities:

The company develops its own business greenhouse automation technology such as: climate control, irrigation, fertilization, hydroponics etc. The know-how is based on more than 20 years of experience on several European markets. Our costumers come from Slovenia, Austria, Czech Republic, Croatia, Latvia, Finland, Germany and Russia (six locations).

Our products meet high industrial standards and reach competitiveness in reliable operation, compatibility of the automation products, very simple maintenance and easy location of malfunction, as well as large assortment of automation controllers (ventilation, irrigation, climate controller computer).

Our advantages:

Automation is operated by a remote control (via internet), whereby all input data can be recorded on PC.

Added values:

Accessible price, menus available in any desired language, high adaptation to customers demands, user friendly management

Target customer / Partnership:

- 1) Manufacturers:
 - Greenhouses
 - Glasshouses
 - Gardeners
- 2) Importers:
 - Agribusiness suppliers



**DUOL d.o.o.**

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CEO

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Branch:

- sports and construction engineering
- agriculture infrastructures - storage and food processing solutions

Description of activities:

The company's activities are focused on two fields:

1. Sports & construction engineering: design, manufacture and installation of air supported structures; design, manufacture and installation of wooden/steel construction, covered with membrane; design of sport courts and installation of sport flooring; supplying of sport equipment; maintenance, service.

2. Agriculture Infrastructures – storage and food processing solutions: design, manufacture and installation of: mobile temporary or permanent storage system for storing potatoes, sugar, canes, onion, carrots; quick installed, mobile and modular storage system for storing grains; air supported structures for storing other agricultural products; prefabricated, mobile metal halls with computer controlled food storage technology; maintenance, service.

About the products and services:

Duol's core business includes engineering, production, assembling and after-sale service of sports and agricultural infrastructure. The main products are air supported structures and frame (metal/wooden) structures covered with membrane.

Advantages / added values:

ISO 9001:2008 world certificate, over 22 years experiences, worldwide references, worldwide after sale and service support, own design, project and production facilities, patented and innovative solutions, a unique solution of double membrane system guarantees resistance to harsh climatic conditions and can ensure the highest temperature isolation, an effective combination of price and quality for the project in comparison with

other constructions, the opportunity to quickly dismantle the fabric structure or remove to another platform, turn-key projects

Target customer / Partnership:

1) Importers / Suppliers / Exporters:

- Importers of sports infrastructure / equipment
- Importers of agriculture solutions / equipment

2) Financial Institutions:

- Investors in sports infrastructure
- Investors in agriculture infrastructure

4) Other:

- Sport:
 - state, regional, local sports organizations, associations and communities, interesting in sport investment
 - sport clubs, private sector
 - architecture/construction bureaus
 - ministry of sport
- Agriculture:
 - Agriculture companies and other private companies annually dealing with large amount of agricultural crops
 - Companies involved in logistic of crops and in food processing
 - Large farmers
 - Ministry of Agrarian Policy and Food
 - State, regional and local agricultural association and communities
 - Interested parties for representing of DUOL agriculture infrastructures


ETI Elektroelement d.d.

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Mr Tomaž Berginc,
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Branch:

Electrical installations, technical ceramic products and equipment

Description of activities:

Substantial elements in the company are its subsidiaries in Slovenia and abroad. Products are sold in more than 60 countries over the world. One of the first Slovenian enterprises which have acquired the quality certificate ISO 9001 and environment management certificate ISO 14001. All our products are internationally certified.

About the products and services:

ETI provides solutions for protection of residential and commercial electrical installations, industrial electrical installations, electric power distribution etc. Our main product groups are several, some of them are: miniature circuit breakers and residual current devices, modular devices, low voltage contractors, air circuit breakers, distribution boards etc.

Advantages:

Flexibility, state of art technology, customer orient approach, innovation, quality, competent and loyal employees, tradition, team work

Added values:

Technical support, software for engineers, fuse finder, webinars etc.

International facts, awards:

The company is one of the 3 world's leading producers of melting fuses and among leading producers of Switchgear. Our branch office network is spread across more than 60 countries. Products are manufactured in 13 countries around the world. We are proud owner of registered patents for 27 different products in Slovenia.

Target customer / Partnership:

- 1) Manufacturers:
- panel builders
 - construction companies
 - electricity producer
 - electricity distribution companies



**GGP, Gozdno gospodarstvo Postojna, d.o.o.**

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Branch: Forestry, Wood Production

Business activities:

GGP, d.o.o. is a company with 60-year tradition in forestry and wood production. Our products - shuttering panels and beams (for construction industry), pellets (as alternative fuel) - are sold to over 50 countries worldwide and we rank among the 100 largest export companies in Slovenia.

About the products and services:

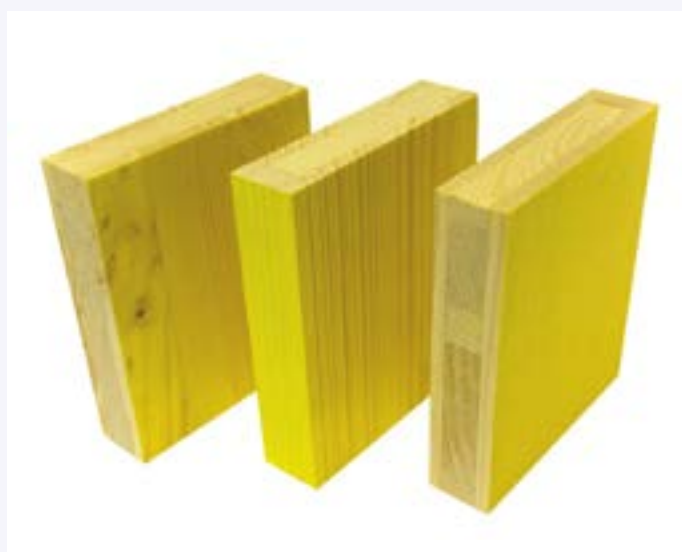
We produce shuttering panels and beams (for construction industry) and pellets (as alternative fuel) of very high quality.

Advantages / added values:

Excellent and high quality products, care and precision in production process, comprehensive dispatch and logistic services, very efficient service.

Target customer / Partnership:

- 1) Manufacturers:
 - Construction engineering
- 2) Importers:
 - Pellets



**GOSTOL TST d.d**

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Branch: Surface treatment (Production of shot blasting machines)

Business activities:

Production of shot blasting machines, production of welding constructions, foundry equipment, engineering.

About the products and services:

We produce standard and custom made shot blasting machines and foundry equipment. We have our own research and development department, engineering, production, after sales service and spare parts. Our new product is Ir long-life multi-option wheel, which is more flexible and will decrease your costs.

Advantages:

Production of custom made shot blasting machines, testing of equipment before the shipment, all machines are made according to CE declaration (for Europe) and other required regulations (outside EU), quick and quality after-sales service and customer support, all our machines are easy to maintain, all throwing

wheel spare parts are always on stock, we cooperate with world-known suppliers, we have more than 4.000 references all over the world in different fields of engineering, app. 2.500 of these are shot blasting machines, robust machine design which enables higher lifetime of our machines (also up to 30 years), new Ir long-life multi-option wheel.

Target customer / Partnership:

1) Companies:

- <http://www.progress.ua/en/>
- <http://www.termo-pak.ua/en/kontakty/>,
- <http://www.polymermash.dp.ua/dpm/contacts/>
- <http://www.zavod-ekvator.com/>
- <http://www.imp.lg.ua/>
- <http://www.shaht.kharkov.ua/>
- <http://www.bcmaz.com.ua/>
- <http://uatech.com.ua/>
- <http://slz.com.ua/>

2) Importers:

- DEMZ Engineering Ltd, Zaporozhje



**HELIOS d.d.**

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Branch: Coatings**Business activities:**

Helios group is the leading manufacturer of coatings in South Eastern Europe with approximately 2.500 employees in more than thirty companies in fourteen countries.

About the products and services:

Production programme of the Helios Group consists of decorative coatings, coatings for metal industry, wood industry, auto refinish, powder coatings, coatings for horizontal road marking, synthetic resins, starches and adhesives.

Advantages:

Established infrastructure in Ukraine, knowledge, development, flexibility.

Interesting facts:

Helios is present in Ukraine with two companies: Aurora, Cherkasy (production), Sicolors, Kiev (wholesale/dealer).

Target customer / Partnership:

1) Manufacturers:

- commercial transport
- general metal industry
- agricultural, construction and road machines
- corrosion protection in industry and construction
- final treatment of wood and wood products
- interior/exterior furniture
- horizontal road signalization
- dealers/wholesalers of coatings for industrial and decorative-DIY segment

2) Exporters:

- dealers/wholesalers of coatings for industrial and decorative-DIY segment



**Hidria d.d.**

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Board
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Branch:**Business activities:**

1. HVAC (heating, ventilation, and air conditioning)
Products and System solutions for different building types – business buildings, hotels, hospitals, shopping centers, industry premises, public buildings, residential buildings;
2. Automotive industry, focus on steering system and powertrain.

About the products and services:

1. HVAC: AHU, fan coils, cooling technology, clean rooms, air distribution products, fire dampers, floor convectors, axial fans;
2. AUTOMOTIVE: glow plugs with electronics, lamination for electro engines, steering systems

Advantages / added value:

Competitive Products and System Solutions in both divisions; Innovations; Advanced technology; research institutes, sales in 84 countries, strong export oriented

Awards:

The most innovative company in the year 2013

Target customer / Partnership:

- 1) Manufacturers:
 - AHU
 - installing companies
 - design engineers
- 2) Companies:
 - Ventservice
 - Proton



**HIT PRELESS, d.o.o.**

Žlebe 1
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Ms Jana Govc
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Branch:

Furniture industry

Business activities:

Manufacture of furniture and upholstery

About the products and services:

We manufacture a series of furniture made of various kinds of woods, veneer, laminates, melamine and also upholstered furniture. All our furniture is custom made, except a few models of office furniture and office chairs, and we try to meet the needs of different customers and furnish different objects such as: hotels, elderly homes, schools, clinics, conference rooms, etc. We are also equipped to provide furniture assembly and transportation. In order to meet customers' needs we have about 15 tugs that help us with prompt delivery.

Advantages / added values:

A full service is offered, from consulting, to realization of the project, to the keys handover. We follow current trends in interior furnishing and use top-quality materials ranging from wood, leather, to glass and modern artificial materials. Our company was among the first in Slovenia that introduced lacquering with water-based UV-strengthened lacquers in 2008.

Interesting facts:

Our company collaborates with architects and designers who are helping customers to make their choice with custom made furniture. For this purpose we built a hotel in the outskirts of Ljubljana (the capital city), where we have 24 show rooms. Every single room is furnished in its unique style and furniture is made of different material. These way customers are able to experience the function and impact of the furniture.

Target customer / Partnership:**Importers:**

- Agents, Engineering companies, architects, investors



**Iolar d.o.o.**

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Branch: Translation and Interpretation

Business activities:

We specialize in translation of texts from various fields and for various language combinations: banking and finance, law, international law and EU law, automotive, machine engineering, telecommunications, informatics, mobile technology, medicine, pharmacy, web sites. We also provide the whole localization process from planning, translating, composition and testing, to preparations for print and web publishing and court-certification of translations into most European languages.

About the products and services:

We provide services such as translation, proofreading, terminology, localization, testing, software, engineering, desktop publishing and consultancy services into various language combinations.

Advantages / added values:

Our advantage is quality, acknowledged by certificate – EN 15038 standard, with the Language Industry Certification System LICCS® and insurance for professional and civil liability.

Awards:

In 2011, Iolar co-founded the Network for corporate social responsibility of Slovenia, because corporate social responsibility leads to positive company development, ensures higher motivation level, employee's consistency and more respect for the company in the community and separates it from the competition. In 2010, Iolar was awarded with the basic, as well as the full Family-Friendly Company certificate.

Memberships: Associations of translation companies Elia and Taus, the Rosetta foundation, Microsoft small business specialist, translators without Borders.

Target customer / Partnership:

1) Manufacturers:

- automotive
- technical
- engineering

2) Importers / Suppliers / Exporters:

- technical
- engineering

3) Financial Institutions:

- banks
- insurance companies


Iskratel d.o.o., Kranj

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Business activities:

Providing telecommunication and info-communication solutions, products and services.

About the products and services:

We offer complete solutions for voice and broadband next generation networks for telcos/xSPs, info-communication solutions for oil & gas & energy sector, info-communication solutions for railways, info-communication solutions for governments and enterprises

Advantages / added values:

The company is a European leader in telecommunications products and solutions with continuous investments in research and development, own manufacturing, long term partnership approach and 65 years of experience. We develop highly integrated and complete solutions for next generation voice and broadband networks and bring the latest technology to info-communications solutions for corporate market verticals. All our solutions include network management and are designed to be future proof while taking into account your existing investments offering the best TCO.

Target customer / Partnership:
1) Companies / Institutions:

- telecoms,
- mobile operators
- railways
- energy sector
- government
- corporates,
- installing companies
- design Engineers

2) Financial Institutions:

- opened for talks on subjects of joint ventures, investments, ...





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Maksim ltd, group of companies

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 Slovenia

Group:

Pocinkovalnica d.o.o.
 Container d.o.o.
 Metal Nova d.o.o. (Serbia)
 Metal-Cinkara d.o.o. (Serbia)

Development and production of special containers, design and production of steel constructions, manufacture of power transmission towers. Hot-dip galvanizing activity/service (protection of steel).

About the products and services:

1. Special containers for:
 - logistics, military needs
 - nuclear industries (for surface-contaminated objects and radioactive waste)
 - energy industries
 - ecology and recycling
2. We offer the service of galvanizing of all types of steel constructions.
3. We produce steel construction products of various types, sizes, thicknesses and weights.

Advantages / added values:

Own know-how, long tradition, synergy of activities, high quality at all levels, environmentally friendly product.



Awards:

Awards for innovations, all types of certificates, achieving development through own knowledge.

Target customer / Partnership:

- 1) Manufacturers:
 - Nuclear industry
 - Energy industry
 - Transport companies
 - Iron and Still plants
 - Logistic companies
 - Automation and Power technology companies
- Suppliers / Exporters:
 - Iron and still plants
- 3) Financial institutions:
 - Investment institutions
- 4) Companies:
 - Odesem
 - Riko (Ukraine)

**Matica MB, d.o.o.**

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Branch: Supplier for fasteners.

About the products and services:

Our company produces fasteners, rivet fasteners, self-clinching material, welding material, cut and abrasive discs, tools

Advantages / added values:

- best producers without any of intermediaries
- best prices, quality control of products and good support to our customers
- we offer solutions to improve your services in the process of fixing

Awards:

Certificate of excellency

Target customer / Partnership:

Manufacturers:

- Automotive
- Metal
- Electricity
- Computer
- Construction
- Agro



**Metrel d.d.**

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Slovenia



Mr Edvard Reven
CEO

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Branch:

Measurement and Regulation Equipment manufacturer

Business activities:

Metrel is one of the world leading manufacturers and suppliers of electrical test and measurement equipment.

About the products and services:

Our test and measurement equipment cover:

- **Electrical Installations Safety Testing** (IEC/EN 61557, VDE 0413, VDE 0100, BS 7671, HD 60364, CEI 64.8, AS/NZS 3017, AS/NZS3760)
- **Portable Appliances, Machines and Switchgears Safety Testing** (IEC/EN 60204-1, IEC/EN 61439-1, IEC/EN 60335-1, VDE 0701-0702)
- **Measurement and Testing of Cable Networks** (TIA/EIA-568-B, ISO 11801, EN 50173, EN 50346, IEC/EN 61935)
- **Testing of Power Distribution Systems and Power Quality Analysis** (EN 50160)
- **Analysis of Indoor Environment Quality** (DIN 5032, IEC/EN 60584-1, EN 12599, EN ISO 7726, ISO 11664)
- **Equipment for Laboratories and Schools:** Metrel produces a variety of instruments for electrical

testing laboratories and educational purposes.

Typical application areas are: electrical workshops, testing labs, research, development and education. The main products Metrel produces include demo boards, power supply units, RL- C decodes.

- **Transformers:** Metrel produces two kinds of toroidal transformers: variable transformers (according to standard EN60989) and power transformers (according to standard EN 61558).

Advantages / added values:

Metrel's quality assurance system is based on BS EN ISO 9001. Through permanent training and education of our employees we strive to increase the efficiency and quality of all our processes. Our commitment to quality is recognized by our customers and is ensured by continuous and extensive research and development of new, accurate, reliable and safe to use products.

Interesting facts:

The Electrical Industry Awards Winner 2013: Award Winner MI 3125 BT Eurotest COMBO

European Business Awards 2014-15: selected for inclusion in the 2014-15 European Business Awards.



**RIKO, d.o.o.**

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Mr Damijan Križman
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Branch:

Manufacturing equipment, engineering

Business activities:

Technological engineering and logistic system, energy power system, environmental protection, civil construction

About the products and services:

Engineering and manufacturing technological equipment, energy power system (electro power plants), environmental engineering (waste treatment, water treatment), civil construction (commercial building, hospitality buildings).

Advantages / added values:

High qualified team of experts, references in automotive industry, aircraft industry, turn-key project all over the world.

Target customer / Partnership:

Manufacturers:

- automotive sector
- logistic sector
- waste treatment
- energy sector

**SMARTEH d.o.o.**

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Branch: Building Automation R&D

Business activities:

Research and development of own trademark automation controllers, production of the equipment, integration of the automation solutions.

About the products and services:

Turnkey solutions for building automation (Hotels, offices, business premises,...), large cruise ships and other custom systems.

Advantages / added values:

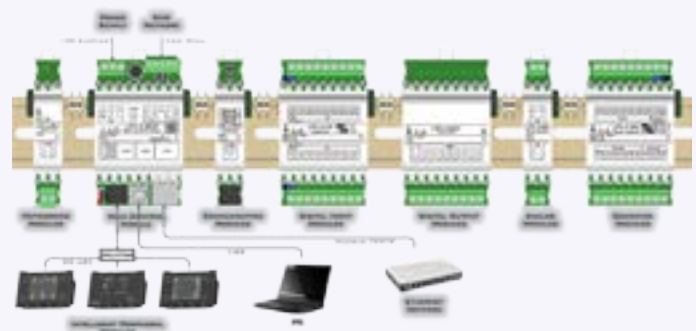
Our own research, development and production, excellent ratio quality/price, direct impact to ROI through energy efficiency.

Interesting fact, activities, awards:

5 times award/winners of "Gazela of Primorska and Notranjska", Best regional company, 3rd year in a row AAA certificate holder (excellent financial status), many innovation awards...

Target customer / Partnership:

- 1) Manufacturers:
 - Construction companies, Electro installation companies, Heating, Ventilation and air-conditioning system producers.
- 2) Importers / Exporters / Suppliers:
 - Distribution companies of electrical equipment
- 3) Suppliers / exporters:
 - Automation integration companies (for integration of our automation solutions on automation projects).
- 4) Financial institutions:
 - Investors into luxury hotel complex and other commercial buildings.
- 5) Companies:
 - ESTA Holding



**TKK d.o.o.**

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Branch: Chemistry

Business activities: Production of PU foams, technical sprays, sealants, admixtures for concrete.

About the products and services:

Our products are sold in DIY sector (shops), in construction (sealing the joints, additives for new concrete, concrete repairs, fixing windows and doors, roof insulations), glazing (production of thermo-insulating glass, windows) and other industries: vehicles, marine program, winter gardens etc.

Advantages / added values:

Wide range of products at different price and quality level.

Awards:

ISO 9001, OHSAS 18001, international certificates for particular products

Target customer / Partnership:

1) Manufacturers:

- Windows
- Construction companies
- Paint producers

2) Importers:

- Trade companies (with construction materials, hardware stores)



**VITAMED d.o.o.**

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Business activities:

Vitamed is an international pharmaceutical trading company located in Ljubljana, Slovenia with the representative office in Kiev, Ukraine.

We are a dynamic and growing company offering an extensive range of products to the pharmaceutical industry. Our main market is Ukraine but we are also present on the Moldovan, Belarusian and other markets. The pharmaceutical industry is our speciality and core business, but we are also active in the chemistry and food industry.

About the products and services:

We supply quality assured Active Pharmaceutical Ingredients (API's), final forms in bulk and a broad range of different packaging material for the pharmaceutical industry, as well as raw material for the chemical and food industry.

Advantages / added value:

- superb knowledge of the market
- flexibility and ability to adapt to the different market situations
- offering reliable and full service to our customers
- years of experience in the industry
- willingness to share our knowledge with others

Interesting facts / Awards:

Vitamed is a family owned business. The founder, Jozica Kramar, the General director of the company, has more than 35 years of experience in the pharmaceutical industry.

The company was founded in the year 1992 and from the very beginning, business has grown and developed and Vitamed is today a recognized trading company active on the Ukrainian, Belarusian and Moldovan market. With over 20 years of experience and knowledge of the Ukrainian market, we have built a good reputation as a reliable supplier of high quality materials and service and have established very good long term relationships with producers and customers world wide.

Target customer / Partnership:

Since its foundation, Vitamed has been an important link between producers of pharmaceutical ingredients and packaging materials on one hand, and producers of final dosage forms on the other hand.

In order to succeed, we have chosen to work with well established pharmaceutical producers from Europe, India and China, as well as other regions, whose manufacturing facilities comply with GMP standards and are approved by internationally accepted quality standards. We are the exclusive agent for many leading manufactures from all over the world for the Ukrainian, Belarusian and Moldovan market.

We are heading for a future where we will remain acknowledged as a recognized, reliable and trustworthy supplier of high quality materials for the pharmaceutical industry in these regions.



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Branch: Food and Beverages

Business activities: Food production and sales

About the products and services:

Bakery (bread, toast, rusk, cakes, cookies, sandwiches), contemporary cooking (rice, pasta, milling products, breakfast cereals, spices, tea, frozen food), confectionery (candy, chocolate, soft cakes) and flour

Advantages / added values:

Strong R&D. Differentiated high quality products. Diversified portfolio and strong sales support. High production flexibility.

Awards:

Numerous awards for high quality of our bakery products, patented tea on the go product, Best Buy Award in several categories in several countries.

Target customer / Partnership:

1) Importers:

- looking for distributors of our products for Ukrainian market

2) Suppliers/Exporters:

- looking for agricultural, primarily grain suppliers



Chamber of Commerce and Industry of Slovenia

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About the Chamber:

The Chamber of Commerce and Industry of Slovenia (CCIS) provides essential services for enterprises operating in Slovenia, and it is the ideal local partner for foreign investors. The CCIS can provide the support of more than 100 experts and specialists in a broad range of sectors in Slovenia, from commerce and industry to tourism and services.

The main tasks are:

- to represent member companies and look after their vital interests in relation to the policy makers;
- to provide expert information and professional support and
- to serve the community by performing other tasks entrusted to it by the government.

Advantages / added values:

- the most influential business association in Slovenia with more than 160 years of tradition and by far the largest number of members;
- collective wisdom and rich experience;
- united Slovenian commerce, industry, tourism and service sectors;
- part of an extensive international network with innumerable contacts;
- references and experience in the realization of EuropeAid programmes and projects.

CCIS's services for foreign companies and investors

- business information,
- consulting services,
- event management,
- access to Slovenia's innovative groups, potential projects and technology transfer opportunities,
- extensive data base on Slovenia's business sector,
- date analysis on economic trends,
- funding opportunities through EU and other funding programmes.

Wide Range of Other Services

- companies' assistance with mediation and licences, permits and other essential documents,
- organization of workshops, networking events, meetings with government officials, and seminars on particular issues of interest to the business sector.

As a member of Eurochambres (the European Association of Chambers of Commerce and Industry), the International Chamber of Commerce (ICC), as well as other international associations and organizations, the CCIS is part of an extensive international network with innumerable contacts. The CCIS has been involved in a number of high profile projects in Slovenia, including EEN, East Invest and others.

International Relations Department (IRD) at the CCIS

The International Relations Department is a meeting point of Slovenian development and export-oriented enterprises, which constitute the core of development and innovation of the Slovenian economy. A wide range of skills, knowledge and experience in the field of internationalization represent an added value of the people in the department.

The mission of the IRD is a Chamber member support:

- with organizing foreign 'in-out' business delegations with match-makings with foreign partners;
- when entering and operating in foreign markets;
- in establishing international development links and the implementation of development projects in foreign markets;
- in promoting technological and business development, innovation and competitiveness;
- in obtaining different sources of funding.