

# B3CF Champions

Cohort One



**B3CF - British & Commonwealth  
Chamber of Commerce in Finland**

B3CF Champions  
Cohort One

# Experienced. International. Partner.

AST is more than an accounting company. As one of the leading companies in our industry, we provide your business with all the financial administration services you need under one roof, with more than 30 years of experience, in Finnish, Swedish and English.

We consult and support your company in its HR and payroll administration needs. And we provide suitable IT solutions and continuous support for your business.

We have extensive experience of handling national and international accounting (IFRS and US/UK GAAP) and group reporting, as well as serving the subsidiaries and branch offices of international companies operating in Finland.

## Why choose AST?

1. We are your partner. We offer you all you need to make your business successful – and nothing else.

2. We offer accounting, IT services and the best expert consultants under one roof.

3. We are international. Our extensive networks make sure that you get the help you need locally and globally.

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The logo for AST, consisting of the letters 'AST' in a bold, dark blue, serif font. The 'A' is tall and narrow, the 'S' is a simple curve, and the 'T' is tall and narrow with a horizontal bar.

SOFTWARE

SECRETARIAL  
SERVICES

ACCOUNTING

IT SERVICES

ADVISORY  
SERVICES

PAYROLL  
ADMINISTRATION

TAXATION

HR SERVICES

## Contents

- 6 Introduction by Garry Parker, Chairman and Vladislav Dobrokhotov,  
Executive Director British & Commonwealth Chamber of Commerce  
in Finland
- 7 Message from Elina Lepomäki MP,  
Member of the Finnish Parliament and the B3CF International Advisory Board
- 7 Message from HRH Prince Michael of Kent GCVO  
Patron of the Genesis Initiative
- 8 B3CF Champions Profiles
- 20 About the B3CF
- 22 Commonwealth Member Countries



It is with great pleasure that we introduce the B3CF Champions. The B3CF Champions is a new initiative to help SMEs from the Nordic & Baltic region trade and invest across the Commonwealth. The first cohort is developed in cooperation with Artificial Intelligence and Robotics - AIRO Island Association, an active innovation hub promoting robotics, artificial intelligence and automaton in Finland.

Companies are selected on their potential for innovation, level of impact and ambition. Participants will be provided with unique access and support in their quest to win new business in the fast growing Commonwealth markets.

We would be delighted to hear from you if you think you could assist the B3CF Champions in any way – as a potential customer, supplier or investor. We are very grateful to all those who have supported the initiative so far and look forward to a continued fruitful relationship.

**Vladislav Dobrokhotov**

Executive Director

The British & Commonwealth

Chamber of Commerce in Finland

**Garry Parker**

Chairman

The British & Commonwealth

Chamber of Commerce in Finland



As a member of the B3CF International Advisory Board, I am delighted to see that such a diverse group of companies have joined the first cohort of the B3CF Champions.

The Commonwealth is an ideal platform for those looking to export their products into international markets. Home to 2.4 billion citizens of all faiths and ethnicities, it includes some of the world's largest, smallest, richest and poorest countries. The diversity provides a tremendous opportunity for a range of companies to address consumer and business needs through proactive and innovative solutions.

I wish B3CF Champions a fantastic journey and encourage more companies to join this excellent initiative.

### **Elina Lepomäki**

Member of The Finnish Parliament  
Member of the B3CF International Advisory Board  
and Business Angel



As the patron of the Genesis Initiative, I am delighted to be visiting Finland in September 2017 at the invitation of the British and Commonwealth Chamber of Commerce in Finland.

UK-Finland trade and investment has developed over hundreds of years since the pine tar trade started in Oulu in the 16th century. Today, the balance of trade between Finland and the UK is nearly 2 billion euros per annum in Finland's favour.

I am looking forward to visiting various parts of Finland and working together with our Finnish contacts to cement our relations and strengthen our working partnership.

### **HRH Prince Michael of Kent GCMG**

Patron of the Genesis Initiative

# CLANED®

Claned is a collaborative online learning platform that utilises machine learning to understand how different individuals learn. It personalises learning to each individual optimising study motivation and improving learning results.

Claned applies artificial intelligence, theories of education psychology and Finnish education pedagogy revealing what factors impact individual learning. Students can build their own individualised learning paths, track their progress, collaborate with peers, act and adjust learning habits.

Claned is compatible with every Internet browser both web and mobile. It is a content agnostic platform and benefits educational institutions and commercial organisations alike, as well as public authorities and NGOs. Claned provides learning insights that help any organisation to continuously improve their learning operations.



## Claned Group Ltd.

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EETU TAURIAINEN CONSULTING

The world is transforming rapidly and brands need to be more creative and innovative to remain forerunners.

The mindset that we have is to help companies on this shift through B2B marketing planning, lead generation and quality content production.

The company was founded by an award-winning marketing professional, Eetu Tauriainen in 2016. The agency has now international Fortune 500 listed clients from ICT and IT sectors and it is also working with companies from health care, manufacturing and shipping industries.



## Eetu Tauriainen Consulting

Bulevardi 14, 10-11  
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Hard Rock Cafe Helsinki is located in a popular shopping and dining district near several top tourist destinations, including Esplanadi, The National Museum of Finland, and Senate Square, which features several iconic architectural attractions. Visit our Helsinki cafe to enjoy fantastic food, world-class service, and exciting live events.

### Experience Hard Rock Cafe

Hard Rock Cafe Helsinki is divided into two levels. The ground floor features The Rock Shop®, where you will find one-of-a-kind Hard Rock Cafe Helsinki merchandise, while the bar, restaurant, stage, patio, and kitchen are located on the second floor. The cafe seats up to 240 guests for a rocking good time or max 300 people for a canapé and cocktail reception.

### Legendary Flavour

Fantastic food takes centre stage at Hard Rock Cafe Helsinki. Our kitchen serves up classic American cuisine fused with local Finnish flavours. Keep it simple with our juicy Legendary® Burger, or discover a new flavour with our house-made entrees. Whatever you choose is sure to be legendary.

### Hard Rock Cafe Helsinki

Aleksanterinkatu 21  
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# IGNITE

Ignite creates custom made business software from mobile applications to large scale information systems. We are working on:

1. **Blockchain and cryptocurrency technologies** - building digital currencies, managing ICO-s and developing innovative DAG-chain platform. Experiences include blockchain-based smart contracts and digital ID platform prototype.
2. **Recrur - recruitment software**, Ignite's own product, created by/for HR professionals for managing their recruitment pipeline.
3. **Atlassian JIRA**, Confluence and JIRA Service Desk licences, support, customization and plugins development.
4. **Custom made corporate software** and mobile apps. Ignite has customers in areas of finance, telecommunication, logistics, energy and transportation management. We have developed authentication systems based on ID-card and Mobile-ID, Estonian X-Road platform and nation-wide e-Health Patient Portal.



## Ignite

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10111 Tallinn, Estonia  
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KOTO Automation Ltd is a Finnish start-up making robust home automation systems which are easy to install and use. KOTO manufactures servers that control KNX based installations and can be integrated with other existing systems as well.

The KOTO server also acts as a bridge between old building automation systems and modern voice controlled applications like Apple Home.

KOTO Automation has successfully completed the first prototype, that is also a proof of concept. The prototype has received very good feedback both from industry specialists and end users.

The company is now well on its way to produce the first shipping product by the end of 2017. First markets are Scandinavia and Central Europe, but the real focus will be in the UK, Asia and North America.



### **KOTO Automation**

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KT-Shelter designs, manufactures and delivers large-scale sheltering products and services. With patented innovations KT-shelter focuses on Mobility, Turn-key services and Extreme durability for Defence, Crises management and Industrial needs.

Our technology offers solutions that make the large-scale shelters rapidly deployable, can be assembled and disassembled from the ground without the need for scaffolding, cranes or groundwork in any situation or climate. Logistics of the shelter is cost-effective and can be shipped by air, sea, ground or helicopter deployed anywhere.

KT-Shelter sheltering services for extreme conditions globally, sheltering humans, aircrafts, machinery, and inventory where needed.



## KT-Shelter

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Airo Island is a hub for artificial intelligence and robotics. The word Airo comes from the technologies. Airo Island is also home for start-ups and helps them find contacts to further their businesses.

Airo Island is involved in coordinating a national airo strategy of welfare and health for the Ministry of social affairs and health. In addition, Airo Island is active in different projects.

Events are at the core of Airo Island. Two yearly events, the Airobot and Robottiviikko are the main events while many smaller events take place too. Robottiviikko is a part of the National European Roboticsweek that brings robotics for companies and the general public.



## Artificial Intelligence and Robotics - AIRO Island Association

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The following profiles are presented  
in cooperation with AIRO Island

# evondos®

Enabling an independent life at home at older age by, at the first phase, solving medication non-adherence problems in home care is Evondos' mission. We offer a medicine dispensing robot for professional home care that guides the home care customer into taking the medication as prescribed: the right medication, at right dosage and at the right time.

The solution enhances patient safety and lifts medication adherence from the typical success rate of 50% to over 99%. At the same time, drug dispensing errors nearly disappear (less than 0.01%). The easy to use system has an approval rate of 97.7%. The Evondos service also links the care giver organisation, relatives and the client as the dispenser can be used for messaging. Our service also generates significant direct and indirect cost saving possibilities to home care service providers.

The Evondos solution helps the elderly to maintain their freedom and autonomy while it helps the care giving organisation to optimise their resources. The first application will be followed by applications in tele diagnostics as well as integrating the service into various ERP solutions.

Evondos Ltd headquarters and production are located in Salo, Finland. The company has currently about 60 employees working in Finland, Sweden, Norway and Denmark.

## Envondos

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# GRIPROSE

Grip Rose was founded 2016 by three people with a rebellious spirit and a lofty objective: to offer a unique attaching and locking system that changes the whole philosophy of connecting things together.

Every idea starts with a problem. Ours was simply: how to fasten things together fast, easily and safely. We started collaborating on the design of two separate products and ultimately arrived at the innovation called Grip Rose.

It is an extremely thin and strong device that attaches and detaches things in a blink of an eye. A simple 'click' and the job is done. Grip Rose can be applied in various places at home in everyday life, it also responds to the ever growing demands of the industry. It offers speed and ease of use without forgetting safety, in an unforeseen manner. Even if you can't see the attachment, you can hear it from the click.

Our first year including R&D, resulting in two patent pending and several trade marks and design protections. The next step is to get Grip Rose into production for industrial use through licensing and our own products. The main targets are tool chances for heavy industry and robotics.

## Grip Rose

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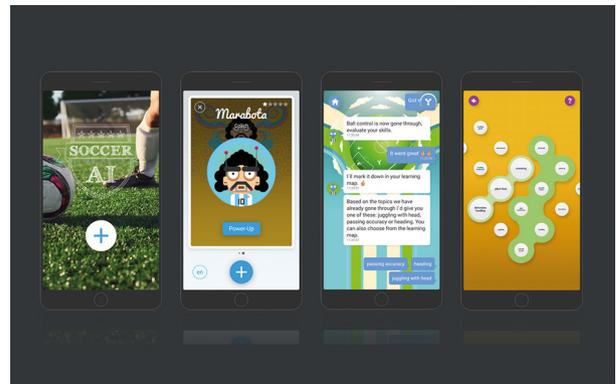




Headai  
Create Artificial Labor

Headai is transforming cognitive science into ground-breaking new AI technology extended with unique, communication based, user experience. AI outputs are not only relevant desired results but also unexpected insights typically not considered by human.

Headai introduces Artificial Labor, which stands for software robots (bots) based on decades of academic research work on semantic neurocomputing and cognitive science. Through self-organised mapping, the bots offer deep insight to any content in any language. They utilise AI for revealing weak signals, predicting decisions, matchmaking, coaching learners and many more intelligent operations.



## Headai

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# RUMBLE TOOLS

Founded by Arto Koivuharju in 2016, RumbleTools develops autonomous robots that work in the security, building and renovation industries. Currently the robots work for example, on factory sites, performing their predefined tasks autonomously. The flying robots of RumbleTools can be equipped with extra features, tools and other devices, which make them able to take fire safety and security surveillance measures, carry out different installation and measuring tasks or even paint and plaster surfaces. The robots can work in dangerous places or places not easy to access for human beings. They add value to their user by remarkably improving work productivity and safety.

The main design goal at RumbleTools is to customise the robot for the task at hand. For example, the robots can be equipped with different sensors and cameras. The robots also handle a wide scale of extreme conditions, ranging from Nordic winter outdoors to industrial environments. By optimising the robot to the target site, we achieve the best possible reliability and durability.

The solutions of RumbleTools Oy are spearheading technological development world-wide. In the solution, drone technology, robotics and measurement technology are united in a unique way and managed by the control software developed by RumbleTools.

## RumbleTools

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## About B3CF

The British & Commonwealth Chamber of Commerce in Finland Ry (B3CF) is committed to building, strengthening and sustaining business between Finland the United Kingdom and the rest of The Commonwealth since its establishment in 2008. Our mission is to serve our members as a proactive resource, based on the three tenets of "Voice, Information and Profit advantage (VIP)".

The B3CF is the first Finnish full member of the Council of British Chambers of Commerce in Europe (COBCOE), which represents over ten thousand enterprises across Europe. In 2017 the B3CF achieved a Silver Level of the COBCOE Quality Standard. To achieve this recognition, the Chamber has successfully met the requirements in key areas of operation. These include: governance, staff development, financial management, membership development, partner engagement, events programme, trade development, corporate social responsibility and communications.

We are an active member of the Genesis Initiative based in London, which represents well over 1 million enterprises. We have an outreach to several million more through the Commonwealth Enterprise & Investment Council throughout our 52 Commonwealth countries.



## Patron Members



**AST** offers accounting, consultation and IT services that are proactive and customized for each company. We take care of your company's needs with over 30 years experience freeing your time to take care of your core business.



**Danske Bank International** is specialised in International Private Banking. We help you create the most suitable wealth structure from an international/cross border perspective. Our services include wealth planning, international investment advisory and day-to-day banking services.

EVERSHEDS  
SUTHERLAND

**Eversheds Sutherland** has pursued a successful growth path to become one of Finland's largest law firms. Our services cover all fields of corporate and business law, with a particularly strong focus on transactions and M&A, corporate law, dispute resolution, TMT, IPR, insolvency and Real Estate.



**Tridify** offers the most advanced solution that responds directly to the rapidly evolving needs of the construction and property industry. Tridify as a service, which transforms engineering 3D models into engaging design, collaboration and marketing tools.

## Commonwealth Member Countries

### Africa

Botswana  
Cameroon  
Ghana  
Kenya  
Lesotho  
Malawi  
Mauritius  
Mozambique  
Namibia  
Nigeria  
Rwanda  
Seychelles  
Sierra Leone  
South Africa  
Swaziland  
Uganda  
United Republic  
of Tanzania  
Zambia

### Asia

Bangladesh  
Brunei Darussalam  
India  
Malaysia  
Pakistan  
Singapore  
Sri Lanka

### Caribbean and Americas

Antigua and Barbuda  
Bahamas, The  
Barbados  
Belize  
Canada  
Dominica  
Grenada  
Guyana  
Jamaica  
Saint Lucia  
St Kitts and Nevis  
St Vincent and  
The Grenadines  
Trinidad and Tobago

### Europe

Cyprus  
Malta  
United Kingdom

### Pacific

Australia  
Fiji  
Kiribati  
Nauru  
New Zealand  
Papua New Guinea  
Samoa  
Solomon Islands  
Tonga  
Tuvalu  
Vanuatu

