

13.04.2023

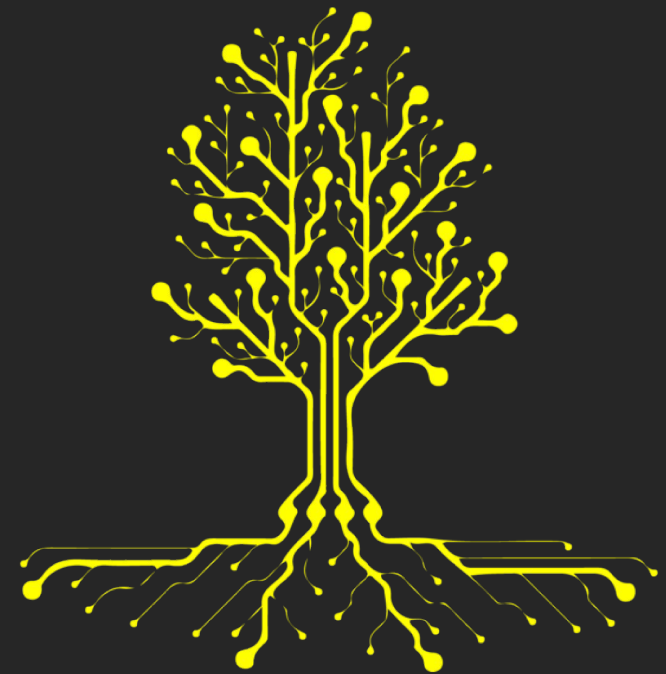
concise

**We *develop solutions* that bring business
ideas to life**

Who we are?

Ambitious IT consulting company

- Established in **2008**
- Team of **130+** (& growing)
- Based in **Estonia**
 - Offices in Tallinn (HQ) and Tartu
 - All developers physically located in Estonia



Our ambition

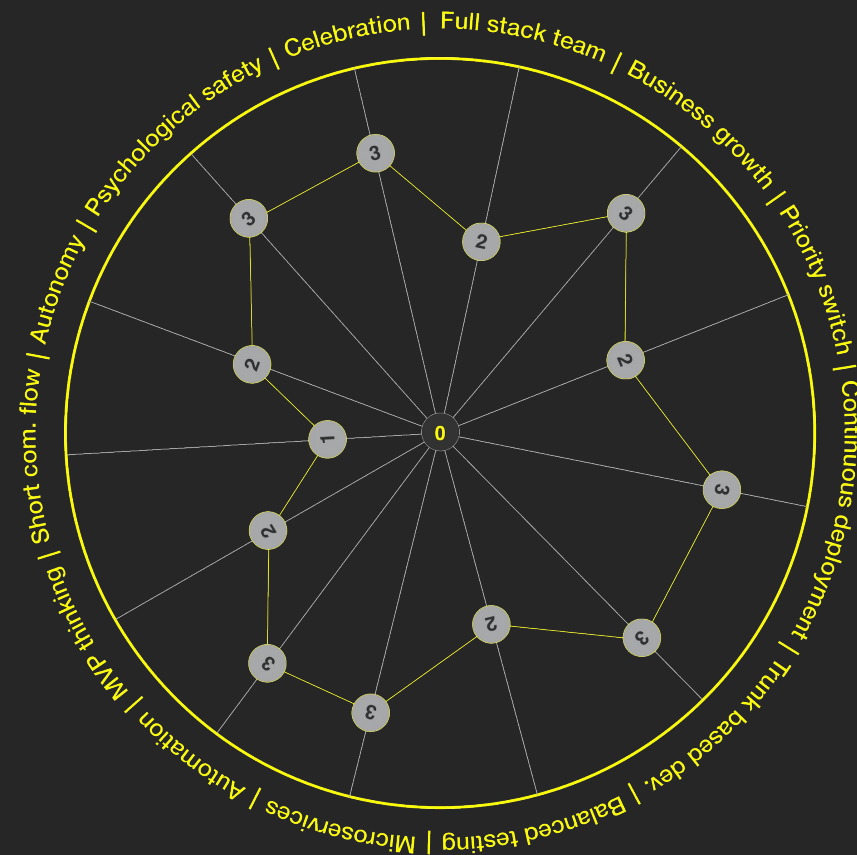
*The **software development partner in the Nordics**
for growing companies (unicorns)*

How we work?

We follow #superagile

- Internal working agreement
- Measurable & comparable
- Adjustable to specific projects

- Targets technical innovation and personal well-being
- Is updated regularly



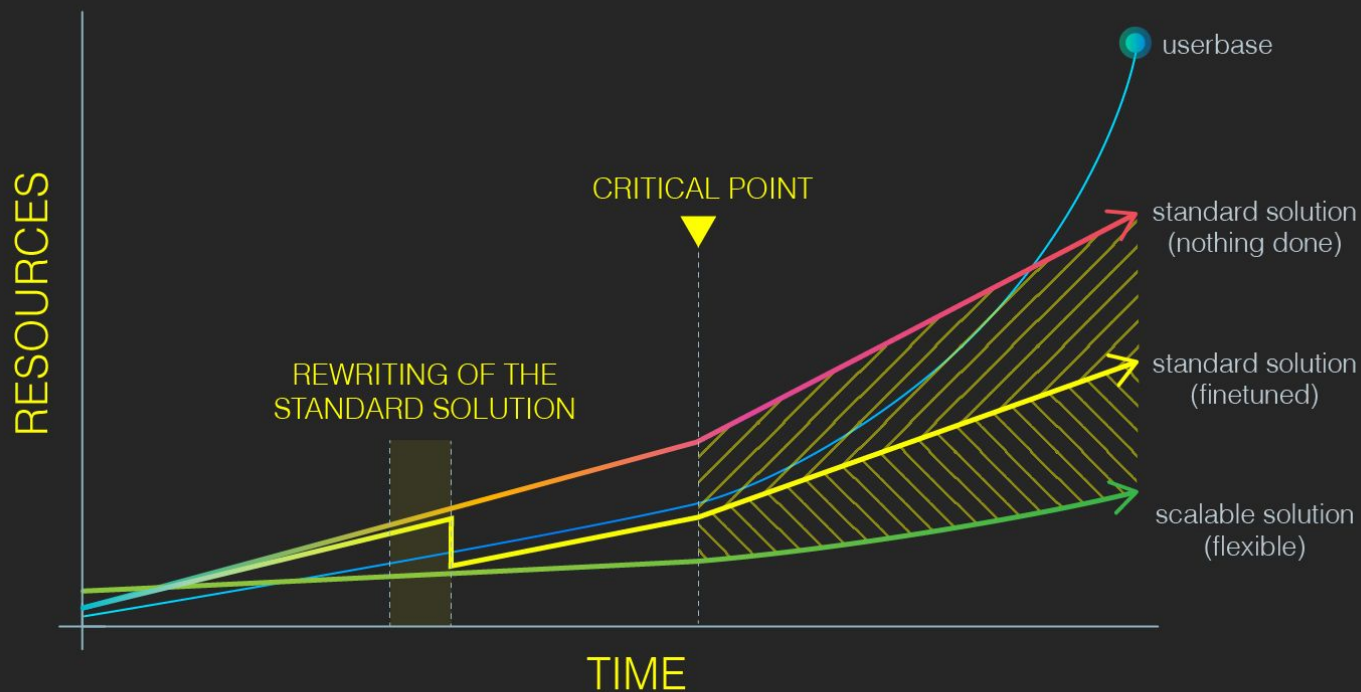
Our value proposition

*Advanced and scalable **software solutions** that
leave a **greener footprint***

Our value proposition (2)

We believe that ...

- poor planning leads to significant resource consumption (“*nothing done*”)
- if poor planning is caught early **concise medical patches** can be applied (“*finetuned*”)
- **concise planning** provides a competitive edge to the customers (“*flexible*”)



Concise planning?

- Involves software, the underlying infrastructure & a touch of **#superagile**
 - Full-stack teams, cloud providers & managed services (AWS, GCP, Azure)
- A well designed & concise solution consumes less resources as it scales
 - Saves energy and leaves a greener footprint (also saves money)
- Offers instant scalability without having to redo things later
 - Reduces & mitigates risks to the customers in case of bursts in popularity
- Helps customers achieve their ESG / CSR goals

Brand promise

*The **response times of business critical functions** will **NOT** increase more than **20%**!*

Our Tech Toolbox for Success

Cloud Computing and Infrastructure

- Cloud-native
- Cloud computing (AWS)
- Container orchestration (Kubernetes)
- Infrastructure as Code

Software Architecture and Development

- Distributed systems & microservices architecture
- Event-driven architecture
- Stream processing

Data Analytics and Visualization

- Big data
- Data warehousing (Snowflake)
- Data visualization
- Business intelligence (Grafana, Looker, Qlik)

Our Tech Toolbox for Success (2)

Cloud Computing and Infrastructure

- AWS
- Kubernetes
- Helm
- Docker
- Terraform & Spacelift
- Crossplane.io
- Prometheus
- Github Actions
- GitLab CI/CD

Software Architecture and Development

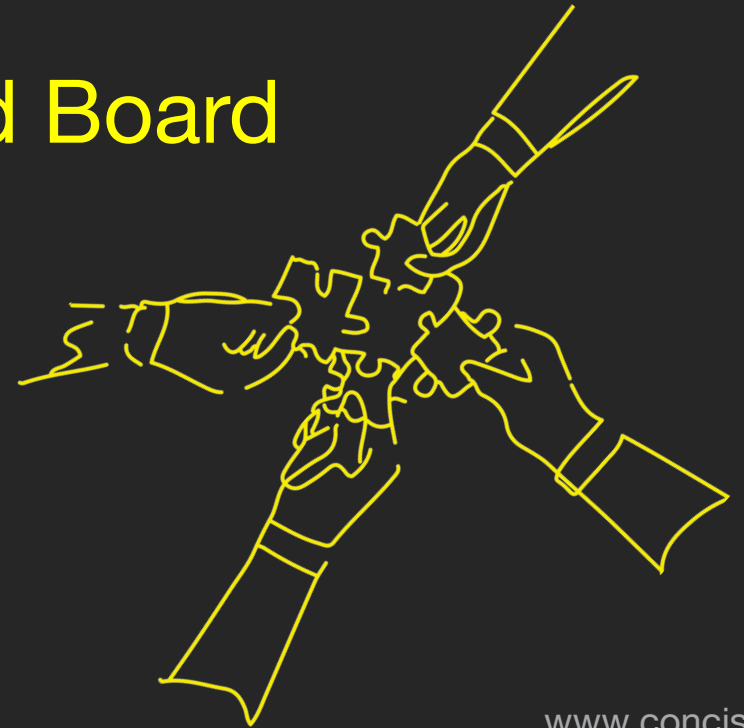
- TypeScript
- React & React Native
- Java & Kotlin
- Spring Boot
- Kafka
- RabbitMQ & ActiveMQ
- OWASP

Data Analytics and Visualization

- PostgreSQL / Aurora
- Snowflake
- Looker
- Qlik
- Grafana
- Datadog

Our Experience

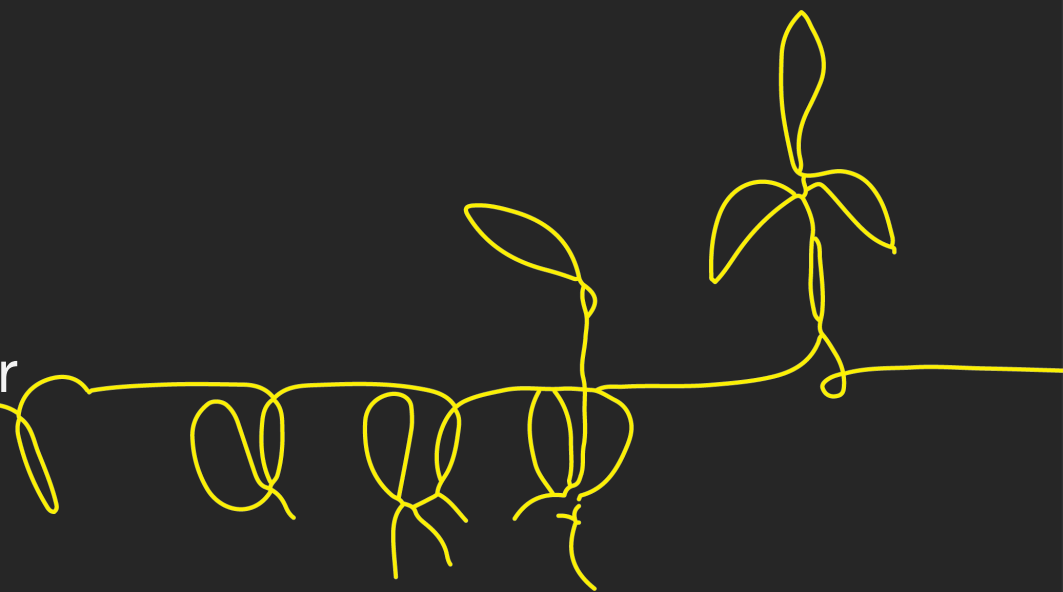
- Smart cities - EasyPark
- MedTech - Brighter
- GIS & public sector - Estonian Land Board
- Music streaming - Fairmus
- Transportation & logistics - Mobifer



Concise + EASYPARK

EasyPark is one of world's biggest urban mobility solutions providers. They have grown **70 times** since our partnership began. We have grown with them and kept our development practices in shape with the changing world.

We work effectively with EasyPark commercial managers to help them break **concepts into specs** for working software. We think about their systems and their business as if it was our own, appropriately **challenging** them based on their **strategic objectives**.



Concise + easypark

- Cooperation started in 2011
- 20+ countries, 3 continents
- 3200+ cities
- 45+ million users
- 10+ acquisitions



Happy investors

Happy EasyPark (concentrating on the business)

Happy Concise (concentrating on product development)

Concise + Brighter

Concise has enabled human innovation company, **Brighter**, to deliver a solution that improves the **quality of life** for people with chronic diseases.

In the MedTech world where **regulations are tough**, this has been a challenge. Together with Brighter, we have learned to **overcome the MedTech obstacles** while still keeping the patients safe and healthy.



Concise +



MAA-AMET

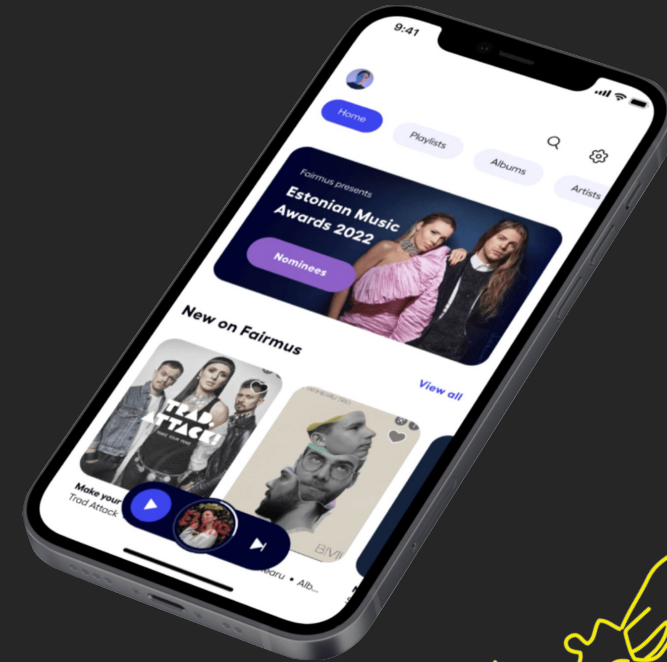
Concise has an active cooperation with **Estonian Land Board** to deliver GIS solutions to the general public.

In Estonia we believe strongly in the digitalization of governmental processes and the delivered **GIS solutions** serve as self-service portal alternatives to the old ways.



Concise + fairmus

- Music streaming Startup
- Concise has enabled artists to get paid fairly and transparently over 20x of what they earn elsewhere, e.g in Spotify
- Growing together, learning together
- **Concise** is a shareholder of Fairmus - we believe in what we build



Concise + Mobifer

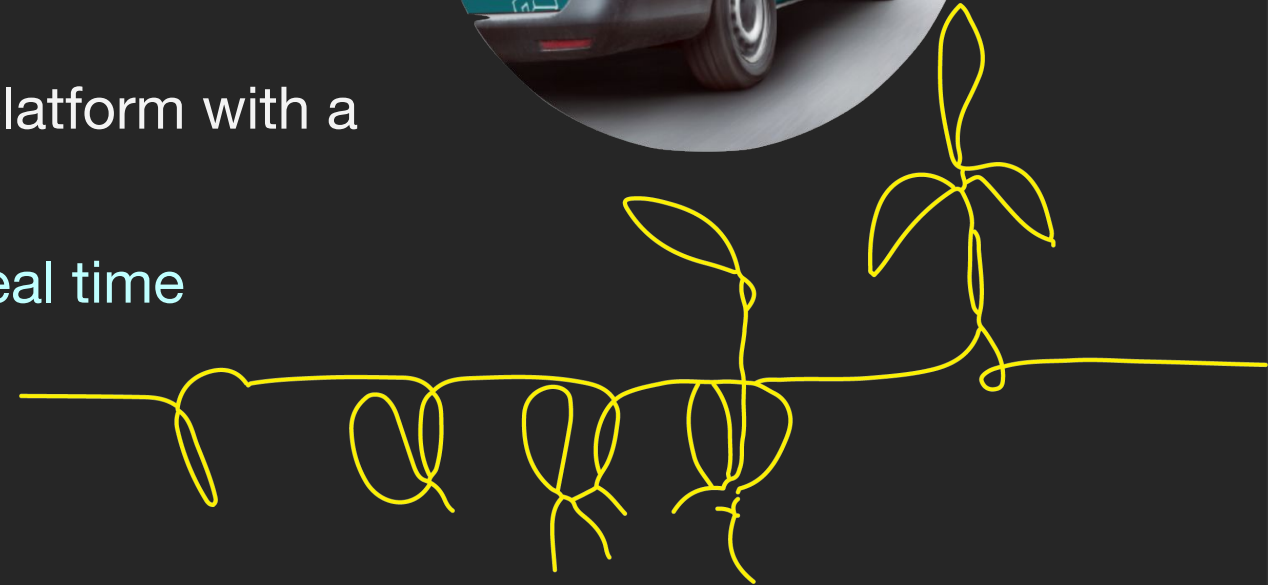
Concise is helping to lift the world of bus operations to the next level by helping **Mobifer** build a platform that covers everything from smart logistics to self-service.

The ambition of the platform is to offer a full solution that covers the needs of end-customer, uses optimized route planning with billing and improves the communication between the bus driver and the operator



Concise + eNexus

- Together with **Concise** eNexus has built a leading home logistics service in Finland
- Delivering a wide range of goods & offering a variety of recycling services since 2015
- We've built an efficient route planning platform with a green footprint
- Customers can track the packages in real time



Feedback

“Concise staff works very effectively with our commercial managers and helps us break concepts into specs for working software that delivers great end customer services. We are very pleased that Concise staff thinks about our systems and our business as if it was their own, appropriately challenging us and the ideas with critical thinking based on the strategic objective in mind.”

“

Mauritz Börjeson, Easypark

“Our team was positively surprised (and still is) with how committed the Concise team is to contribute to our developments. Concise team members have high-level technical skills and are really open to sharing their knowledge and experience with our team. The Concise team is a good example of commitment and dedication to deliveries.”

“

Pille Rets, Swedbank

“Concise has enabled us to quickly get up to speed with our development. The team works autonomously and proactively suggests improvements and solutions to eventual problems – important aspects for a team to have in order to efficiently work across borders.”

“

Martin Darpö, Qliro

“Working with Concise means working with not only great developers - you also work with highly committed teams that will help you to improve your business solutions.”

“

Anna Bennetter, Cambia IT

Thank you