
DUBAI

Export Market Visit

26 February –
4 March 2022

tradeandinvest.wales



Ugla's Aungmye
Heraclea, Italy



OGL

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This is Export.
This is Wales.

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Wales is a self-governing constituent country of the United Kingdom.

The Welsh Government's decision-making powers within a small and joined-up country mean we can provide a strong, stable and secure environment for enterprise that is always open to new ideas.

A pioneer in the industrial revolution, Wales' strong industrial heritage has shaped our confident, creative and ambitious economy of today, and spurs us on to stay one step ahead in innovating and developing new technologies.

We have strength and depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, life sciences, and technology. Wales is a leading hub in the fast-growing fintech and cyber security sectors, and many of the companies participating in this market visit offer unique solutions in these fields.

Our commitment to sell Wales to the world has never been stronger, and this market visit provides an ideal platform for us to build on established links and to discuss future export opportunities.

Wales means business.



Awen Collective's mission is to make society safer by reducing the risk of cyber-attack, and increasing the resiliency of critical national infrastructure, manufacturers, and smart cities. Awen does this by developing innovative cyber security software specifically tailored to the specific needs of industrial organisations, their engineering processes, and the Operational Technology (OT) networks which they own and manage.

Product/Service

- Awen has two software products:
- Dot – helping organisations to gain full visibility into the devices on an Operational Technology (OT) or Industrial IoT network, and presents the vulnerabilities on the network and potential remediations
 - Profile – helping industrial organisations improve their cyber security policies and procedures following the Cyber Assessment Framework (CAF)

Objectives

We are looking to establish new connections with potential industrial clients and service partners who wish to:

- Increase visibility into OT networks
- Decrease industrial cyber risks
- Enhance operational resiliency

We are also open to new academic collaborations within industrial cyber security, and potential investor relationships.



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QuoteOnSite is a cloud-based software company that provides a solution for Document Process Automation. We work with companies across multiple sectors to streamline their sales process by improving and shortening the activity of quote, proposal and contract management. QuoteOnSite is co-founded by TJ and Elaine Amas.

Product/Service

Our platform helps SMEs to create, send and track Quotes, Proposals, Contracts and other document to employees, suppliers and clients. Our latest product, DocFlite, is a new add-on product that adds automation to the process by reducing the level of manual and time consuming tasks involved in sending and tracking documents.

Objectives

Our primary objectives are to meet new partners and show our product to prospective buyers in the Middle-eastern market.



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Ship Shape are a Cardiff based Fintech, using data to make life easier for entrepreneurs and investors.



Product/Service

Ship Shape is the Venture Capital Search Engine.

Objectives

Ship Shape would like to speak with UAE based Accelerators, Venture Capital firms, Family Offices and Governmental Enterprise Agencies that are looking to facilitate Venture Capital introductions on behalf of UAE based entrepreneurs.



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Award-winning operators of commercial tech & digital workspaces, providing co-working and office space, incubator and accelerator programs, innovation and growth services, for SMEs from the start-up and scale-up communities. With brand partners like Google for Startups, Microsoft, Barclays Eagle Labs, enterprise organisations and a range of investment partners, they offer tailored business support services to Tramshed members and to the wider tech ecosystem – in Wales, the UK and globally.



Product/Service

Tramsheds Tech operate award-winning tech, digital and creative sector work-spaces, providing a platform for Incubator and Accelerator growth support programs, with high-level digital skills and technology training provision – acting as a portal for International export activity with private sector and public sector partners.

Objectives

Primary aim: establishing a physical presence in UAE – Tramshed Tech Dubai – by opening or sharing a tech innovation hub in situ, in partnership with UK & local partner organisations, to promote 2-way international trade and collaboration projects.

Secondary aim: as an award-winning UK Tech Incubator & Accelerator, offering a range of growth services and

high-level skills and training programs to Dubai-based international companies & organisations to promote company growth, from start-up to scale-up, via in-house and in situ company development programs.



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TropoGo is a Deep tech start-up headquartered in Cardiff, UK, with offices in Bangalore and Kolkata, India. TropoGo's proprietary AI technology stack (SuperLenz.ai) and subject matter expertise empowers top 5 Indian Insurers to underwrite General Insurance conveniently and Detect & Avoid Fraudulent Claims confidently. TropoGo has also established itself as a leading risk-management platform for Low Altitude Aerial Mobility in India.

Product/Service

TropoGo is the trusted co-innovation partner for Insurers in making General Insurance products smart, affordable & fit for purpose through SuperLenz.ai.

Objectives

We would be keen to meet General Insurers and showcase our AI capabilities in the General/Non-life insurance space (Car Insurance, Electronics Items, Home Insurance etc.) as well as in the UAV space.

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Volga Trader (VT) offers support for firms that want to trade or invest in Russia. Volga Trader has a Database Management Workflow, developed in house and unique to us that turns our subscription to the Russian Customs Service database into usable English language information about all of Russia's imports and exports of goods. For example, we could look at all goods trade activity with Russia for Dubai or the UAE. We also have a list of firms in Russia looking for international investment.



Product/Service

VT wants to meet exporters and support organizations for exporters in Dubai and the UAE that want to trade or support trade with Russia.

VT also wants to meet investors interested in investing in Russian firms.

Objectives

VT wants to meet exporters and support organizations in Dubai wanting to trade with Russia.

VT also wants to meet investors interested in Russian investment projects.



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Based in Cardiff, UK, and founded in 2016, **Wagonex** is a leader in the world's fast-growing automotive trend. Developed over five years, Wagonex's advanced technology gives partners a quick route into vehicle subscriptions, offering greater flexibility and an enhanced digital experience to a new generation of tech-savvy customers.

Product/Service

Wagonex specialises in building, launching, and growing vehicle subscription platforms for vehicle manufacturers and retailers. Wagonex has a strong track record in the industry and already works with many multinational partners. Wagonex's whitelabel platform is everything you need in a box to launch a subscription platform at pace, and begin transacting in this new and growing market. The technology includes a full customer journey and all the tools for managing a fleet, including easy upload of vehicles, digitally signing contracts, and arranging delivery, all in one convenient and intuitive solution.

Objectives

Wagonex aims to offer vehicle subscriptions platforms across the automotive industry, and are looking

for automotive or marketing partners in the UAE who are interested in launching and or marketing a subscription platform in 2022.



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Acting as a dedicated hybrid team for your business, **Wolfberry** provides support to organisations of all sizes and sectors, developing innovative state of the art services to stay one step ahead of the ever-increasing cyber security threat, protecting processes and data from internal and external cyber security risks.



Headquartered in Wales, with a base in Dubai, Wolfberry offer individual services or the highly regarded Alpha and Beta monthly subscription packages. Wolfberry ensures clients are wrapped in a suite of affordable and accessible services to meet their specific needs including:

- accredited cyber essentials, cyber essentials plus & IASME certifications leading to ISO27001
- award-winning penetration testing services
- innovative and award-winning threat detection
- ransomware preparation/recovery consultancy
- vulnerability scanning service
- phishing simulations
- innovative cyber awareness training

Product/Service

Managed services including; cyber audits, award-winning CREST-certified penetration testing services, cyber essentials certification, phishing simulations, ransomware preparation / recovery consultancy as well as, innovative and award-winning active threat detection and vulnerability scanning service, all of which ensures their clients are wrapped in a suite of services designed to meet their needs.

Objectives

Discover partnerships and channel relationships to be built which will facilitate and increase export volumes of our services and future products in development. We are also open to exploring cyber tech products which could be built into our service offerings to current and new clients.



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Yoello is a mobile payments ecosystem disrupting cash and card transactions by providing mobile payments to businesses and consumers.



Product/Service

Yoello sells directly to merchants and enterprise whitelabel solutions for banks and POS, as well as a consumer peer to peer payments platform.

Objectives

Yoello is looking to meet with partners (banks, POS, payments companies) as well as investors for our Series B funding round.



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