

SKB Kontur, Russia

- Currently in electronic tax reports business (10 years)
- \$80m+ revenue 2010, 1000 employees, ~1m business customers
- Customers: both middle/small (majority) and large (including oil and gas)
- Full coverage of the country, 400+ sales partners
- Also in CA business, digital signature is a MUST
- E-invoicing service is up and running, ahead of legislation ;)
- Looking for
 - Partners with European customers with Russian branches / biz connections
 - Traditional interconnect partners (mind legislature status and technology readiness)
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