DUNAVNET

COMPANY NAME: DUNAVNET DOO, NOVI SAD

COMPANY OWNERSHIP: private

COMPANY'S PRODUCTS/SERVICES:

We create turnkey IoT solutions to help develop business and everyday life into smarter, safer, and more efficient environments. Our portfolio of solutions for the food supply chain, transport, environment, and recently elderly care is built using standardized, enterprise-grade technologies, and components.

We developed and continue to develop solutions for several domains:

- **Farming**
  - agroNET, poultryNET, siloNET, fleetNET, and Product passport solutions which represent our digital farming platform. It acts as a hub with a range of modules supporting efficient organization and execution of multiple operations on the farm.
- **Food and beverage production**
  - factoryNET, fleetNET, and Product passport solutions which represent our digital platforms for factory automation, transport management, and creation of digital interaction channels on top of the food and beverage product items.
- **Environmental monitoring**
  - ekoNET digital environment monitoring platform that enables continuous insights into the air and water quality and noise level
- **Elderly care**
  - careNET solution that helps elderly people to live safely and independently
- **Transportation**
  - fleetNET digital solutions that enable efficient utilization of the fleets of vehicles

COMPANY'S COMPETITIVE ADVANTAGES AND INNOVATION:

We are an agile, dynamic, and experienced team, capable of quickly delivering high-quality results and taking full responsibility for the development and maintenance of complete applications and products. We love challenges and thrive when out-of-the-box thinking is required.
After a decade of active involvement in the IoT domain, we created a strong ecosystem of partners with whom we can rapidly design, implement, deliver, and deploy turnkey IoT/AI

solutions. Our ecosystem combines companies, domain experts and researchers, ensuring that we have access to the most suitable sensors, gateways, communication, cloud, and data analytics expertise as well as domain-specific knowledge required to create adequate guidance and recommendations to the end users (farmers), and the appropriate business development and sales channels.

COMPANY'S STAGE OF DEVELOPMENT: Expansion/growth stage

COMPANY'S BUSINESS OFFER/BUSINESS REQUEST FOR THE NETWORKING EVENT:

We are offering end-to-end turnkey services, with included support, collateral, and training to

- service providers
- system integrators

to jointly provide fully packaged solutions to the end user, and share revenue.

HW: once-off payment
SW: annual subscription per end user/device
Setup fee: once-off

Working with researchers and innovators is always welcome.

TYPE OF PARTNER SEARCHED AND COUNTRIES:

Partners from all over the world:

- Mobile operators and service providers (in different domains)
  - Need new revenue streams
  - Need turnkey solutions to hit the market quickly
- Manufacturers looking to provide connected devices
  - Need to "IoTize" own products and create new revenue streams
- Farmers and farmers' associations
- Manufacturers
- Governments