

**INTERNATIONAL CORPORATE LICENSES and LARGE ACCOUNTS****AUTOMOTIVE****DAIMLER**

**DAIMLER** *Global group license* ► Head Office Stuttgart (Germany). The manufacturer of cars under such brands as **Mercedes-Benz, smart, Maybach, AMG, Freightliner** and more. Employment worldwide 270 000.

**FOREST INDUSTRY** **MYLLYKOSKI**

**MYLLYKOSKI** ► Myllykoski Group has paper mills in Germany, Finland, Switzerland and the United States.

 **STORAENSO**

*Global group license* ► **Stora Enso** is an integrated paper, packaging, and forest products company, producing publication and fine paper, packaging board, and wood products - the Group is a global market leader in all areas.



**UPM-KYMMENE** *Global group license* ► UPM-Kymmene Head Office and 22 paper mills in eight countries Austria, Canada, China, Finland, France, Germany, the UK and the USA, **Rafitac** (on 5 continents).

**ENERGY** **Fortum**

2 Divisions Heat and Distribution. In Finland, Sweden, Norway, Poland and Estonia.

 **Helsinki Energy**

Helsinki Energy is one of the biggest energy companies in Finland.

 **Göteborg Energi**

Göteborg Energi is one of the biggest energy companies in Sweden.

**NESTE OIL**

Neste Oil is one of the leading oil companies in the Nordic countries



PGE GiE is the largest electricity company in Poland.

**METALS** **OUTOKUMPU**

*Group license* ► **OUTOKUMPU** is an intnl stainless steel and technology company.



The new European long special steel products company was formed through a merger of Ovako Steel, Imatra Steel, Fundia has adopted the name **Ovako**.

**RUUKKI**

**RAUTARUUKKI** *Group license* ► Helsinki.  
[www.ruukki.com](http://www.ruukki.com)

**LUVATA**

*Enterprise Group license*. Luvata focuses on fabricating copper and copper alloy products.

 **KGHM**  
POLSKA MIEDŹ S.A.

KGHM Polska Miedz S.A.  
*Group license* ► Lubin, Poland

**CHEMICAL INDUSTRY** **kemira**

*Global Group license* ► **KEMIRA** Head Office Helsinki (Finland), Business Areas Pulp and Paper Chemicals, Water treatment, Paints & Coatings, Industrial Chemicals. 10 536 employees, Net sales EUR 2,738 million.



*Global Group license* ► **KEMIRA GROWHOW** is a leading European provider of fertilizer products for use in agriculture with production in 7 countries & sales in >100 countries. 3.187 employees & Net sales 1,130 M€.

 **Nordkalk**

**NORDKALK** *Group license* ► Nordkalk Oyj Abp (Finland), Nordkalk Ab (Sweden), Nordkalk AS (Estonia), Nordkalk Sp. Z.O.O (Poland).

**PHARMACEUTICALS, PRODUCTION, TRADE & WHOLESALE**

**TAMRO** *Group license* ► Tamro Corporation Vantaa (Finland), Tamro MedLab (Finland), Tamro Ab (Sweden), Nomeco (Denmark), Tamro SIA (Latvia), UAB Tamro (Lithuania), Apotek1 (Norway), Tamro OÜ (Estonia).

**MEDIA****ALMA | MEDIA**

**ALMA MEDIA** *Group license* ► Alpress, Kauppalehti, Aamulehti, Satakunnan kansa, Iltalehti, Suomen Paikallissanomat, Kauppalehti etc.

**FOOD INDUSTRY** **Fazer**

**FAZER** *Global group license* ► **Fazer Bakeries** (Finland, Sweden, Russia, Estonia, Latvia and Lithuania) .

**LÄNNEN** *Group license* ► Head Office Säskylä (Finland), **Food Division** and **Agricultural division**.

**PAULIG** *Group license* ► **Gustav Paulig** Helsinki (Finland), **Paulig Baltic** (Estonia, Latvia, Lithuania, Russia).

**FURNITURE** **ISKU**

**ISKU** *Group license* ► Head Office Lahti (Finland). One of the leading furniture manufacturers in Europe.

**FINANCE, REAL ESTATE, ASSET MANAGEMENT, INSURANCE AND RETAIL****IKANO**

The **IKANO Group, IKANO S.A.** ► Head Office Luxemburg. IKANO is a family owned group of companies originating from the IKEA chain of home furnishing stores

**RENTAL OF MACHINERY, EQUIPMENT AND MODULAR SPACE** **CRAMO**

**CRAMO** ► Finland (+Sweden, the Netherlands, Estonia, Denmark, Norway, Finland, Poland)

**ELECTRICAL SYSTEMS AND SOLUTIONS**

**ENSTO** ► Porvoo, Finland. Group license. Family company with approx. 1,300 staff in Europe and Asia – a total of 17 countries.

# Datapartner *Invest for Excel*<sup>®</sup> customer references



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## FINLAND

### CHEMICALS, RUBBER & PLASTICS

Nokian Renkaat, Primo Finland, Kemira, Kemira GrowHow Finnish Chemicals, Dynea, Aspokem, KemFine

### COMPONENTS

B. Herrmans

### CONSTRUCTION/ -MATERIALS/ REAL ESTATE

Paroc, Tulikivi, YIT Group (YIT Kalusto, YIT Industria, YIT Building Systems), Cramo Finland, Foundation for Student Housing Helsinki Region (HOAS), Lakan Betoni, Lemminkäinen, North-East Wood, Sanitec (IDO Bathrooms), Sponda, Talohuolto (Maintenance) Korpikannas, Best-Hall, Honkarakenne, Core Capital, Jämsän Kone- ja Rakennuspalvelu, VVO-yhtymä

### ELECTRONICS

Efore

### ELECTRICITY & HEATING

Fortum Power and Heat, Fortum Distribution, Helsinki Energy, Pohjolan Voima, Turveruukki, Vattenfall, Savon Voima, Biowatti, Pori Energy, Inesco, Kemijoki, Seinäjoen Energia, Jyväskylän Energia, Oy Herrfors, Suomen Teollisuuden Energiapalvelut – STEP, Nykarleby Kraftverk, Tampereen Sähkölaitos, Tammerkosken Energia

### ENGINEERING & CONSULTING

CTS Engtec, Tuloksetekijät, Suunnittelukeskus, Pöyry Energy, GreenStream Network, Neste Jacobs, Pöyry Environment, Rintekno, Pöyry Civil, Studsvik

### FINANCE, BANKING & INSURANCE

Nordic Investment Bank (NIB), Tamro Finance

### FOOD, DRINKS

Altia, Atria, Raisio Group, Raisio Nutrition, Roal (ABF Ingredients), Finnamyl, Maustaja, Snellman, Valio, Fazer Confectionery and Fazer Bakeries, Apetit Kala, Apetit Pakaste,

### FOREST INDUSTRY

Koskisen, M-Real Simpele Board, Stromsdal, Sunila, Tervakoski (Trierenberg Group), Metsä-Botnia, Suolahden Höyläämö, Fin Forelia Oy

### FURNITURE

Incap Furniture, Isku Group, Mellano

### MACHINERY & EQUIPMENT

Advanced Fiber Technologies (AFT), Metso Paper, Tamglass Engineering, Heinolan Sawmill Machinery, Kasins, Raute, Ata Gears, Moventas

### METAL PRODUCTS

Luvata, Hollming, Metso, Mecanova, K.Hartwall, Ecocat, Ovako, Oras, Normek, Nammo Lapua, MSK Group Oy

### MULTISECTOR

Ensto Group, EM Group, Aspo

### MUNICIPALITY/ MUNICIPAL SERVICES

Kerava, Naantali, Raahen Teollistamisyhtiö, Raahen Seudun Teknologiakeskus, Kauhavan kaupunki, TAMPERE

### PRINTING/ MEDIA

Edita Group (Edita, Acta Print, Publishing, Prima), MTV, Auranen, Forssan Kirjapaino, Pixmill

### METALS, MINING & QUARRYING

Boliden (Kokkola & Harjavalta), Nordkalk Group

### SERVICES

Itella, Suomen Terveystalo, WM-data, Ailecon, Falck Cash Services, Medix Laboratoriot, NetlBe, Nettomaster, Tuottotieto, VerkkoTilit, Medivire Hoiva Oy

### GOVERNMENT

VTT Technical Research Centre of Finland, Government Institute for Economic Research (VATT), Metsähallitus

### RETAIL & WHOLESALE

Keskimaa OSK, Veho Group, Berner, HOK-Elanto, Telva, Puukeskus

### TELECOM SERVICES & COMMUNICATION

DNA, TeliaSonera, Digita, Aina Group

### TRANSPORT & FORWARDING

Port of Turku, VR Ltd (State Railways), Finnish Maritime Administration (Gulf of Bothnia Maritime District), Port of Hamina, Steveco, Rettig Bore, Finavia, Baltic Tank

### TOURISM / RECREATION

Pajulahden Palvelut, Rapala VMC

### UNIVERSITIES & SCHOOLS

Johntamistaidon Opisto (JTO), Laurea Polytechnics, Åbo Akademi University, Finnish Institute of Public Management, Satakunnan ammattikorkeakoulu, Turku School of Economics, Tampere University of Technology

### OTHER

Flagmore, Cramo, E J Hiipakka, St 1, Huurre Insulation, Marimekko

## SWEDEN

### CHEMICALS & PLASTICS

Trioplast, Preem Petroleum, Svensk Etanol kemi, Kemira Kemi, Swedish Biogas International

### COMPONENTS

Plastal ZCP, Sapa Heat Transfer, Zetterbergs Produkt

### CONSTRUCTION & REAL ESTATE

Cramo, Vägverket Produktion, Bostaden i Umeå, Skanska, IKANO Real Estate, Bostaden Västra Götaland, Sundsvall arena

### ELECTRICITY & HEATING

Fortum Distribution, Lunds Energi, Övik Energi, Öresundskraft, Växjö Energi, Göteborg Energi, Luleå Energi, Norrtälje Energi, Umeå Energi, Varberg Energi AB, Mälarenergi, Ringsjö Energi, Falbygdens Energi, Skellefteå Kraft, Falkenberg Energi

### ENGINEERING & CONSULTING

Pöyry Energy, Grontmij, Dalkia

### METALS, METAL PRODUCTS

Ålö, Wirsbo Stålrör, Kvaerner Kamfab, Luvata Sweden, Sveaverken, Zetterberg

### TRANSPORT

SJ State Railways, Västtrafik, Härjelast, Jämtfrakt

### OTHER

McNeil, Plena Group, Bostaden i Umeå, Edita Sverige, Lagercrantz Group, Kiviks Musteri, Nordkalk, Billerud, Max Hamburgerrestauranger, Sanco Nibblingspecialisten, Fazer Bageri, Vanäsverken, Crawford group, HAGS Aneby

## GERMANY

### AUTOMOTIVE, MACHINERY

Daimler, Lenze, cpd Bharat Forge, Dillinger Hüttenwerke, Hörnlein Umformtechnik, Eckart-Werke, EIMA-Maschinen und Förderanlagen, Johann Hay, Böhler-Uddeholm Deutschland, MTU CFC Solutions, Moventa, Lapua, MTU Friedrichshafen

### BANKING, FINANCE & INSURANCE

DVAG, Sparkasse Trier, Sparkasse Allgäu, Sparkasse Fürstenfeldbruck, IKK Mecklenburg-Vorpommern

### CHEMICAL, PHARMACEUTICAL

Schering, InfraServ, Pierre Fabre, PIGROL Farben, K+S, Kemira Germany

### ENERGY

N-ERGIE, Thermodul, impleaPlus

### FOREST AND PAPER

UPM, Stora Enso, Myllykoski, MD-Papier, Papierfabrik Albruck, Gebrüder Lang Papierfabrik, Rhein Papier, Schoellershammer, Platting Papier

### OTHER

REHAU, AGRAVIS Raiffeisen, GMF, Hoberg & Driesch, VDE Prüf- und Zertifizierungsinstitut, Green City, WSG Wohnungs- und Siedlungs, LVR Landschaftsverband Rheinland, HITEGA Präzisionsmechanik, Institute of Competitive Intelligence, BRG Baudienstleistung und Recycling, SV (Deutschland), PCM-Projectmanagement, MT Consult, Ing.-Büro Gross, itecPlus GmbH, Wohnbau Muehlheim am Main GmbH, Franziskus Krankenhaus, SATA Holding

## POLAND

KGHM Polska Miedz., Fortum Heat Polska, PKN Orlen, Neste Polska, Oras Olesno, Kemira Świecie, Phoenix Pharma Polska, Nordkalk, EPA, Outokumpu, Rafineria Nafty Jedlicze SA, Przeds. Spedycyjne Trade Trans, Zakłady Chemiczne "Organika-Sarzyn", Zakłady Chemiczne ZACHEM, Biuro Doradcze PLUS Andrzej Przyzowicz, Zakłady Górniczo-Hutnicze Boleslaw, AGH-University of Science and Technology (Kraków), CIECH, Soda Polska CIECH, Petrotel, DFM Zanam-Legmet, Akant, PGE Elektrownia Opole, PGE KWB Turów, Centrum Doradztwa Biznesowego, PERN "Przyjaźń", PGE Górnictwo i Energetyka, Elektrownia Rybnik, PZU ŻYCIE, PZU SA, PGNiG SA w Warszawie Oddział Zielonej Górze, BRE BANK and more

## RUSSIA

Neste St. Petersburg (Russia), OAO Hlebny Dom, OOO Nokian Shina, OAO Nordkalk, ZAO "Arsis Prof"

## UNITED KINGDOM

Kemira Chemicals, Plena Capital, Luvata U.K, Adam Street Consulting

## USA

Family Dollar Stores, Inc., Madison Paper Industries, UPM, Blandin paper mill, Stora Enso North America, Outokumpu

## NORWAY

Fortum Heat, Hafslund Nett, Fortum Distribution AS

## FRANCE

Trioplast SMS, Chapelle Darblay (Grand-Couronne), Outokumpu

## SWITZERLAND

Thiel Holding, Alternance Direction Financière, FSP Holding, Ameropa

## AUSTRIA

Rail Cargo/Industriewaggon, TBP Piesslinger, Feller, Less & Forest, proserv+, Mercedes-Benz Consult Graz

## ESTONIA

Cramo Estonia, Tamro Eesti, Fortum Termest, Neste Eesti, Fazer Eesti, Nordkalk, Ensto Ensek AS

## OTHER COUNTRIES

Nowaco Group (Denmark), Yara (Belgium), Neste Lietuva, Ensto Lietuva (Lithuania), UAB Fazer Kepyklos (Lithuania), Niederstätter (Italy), Chemiphos & KK Animal Nutrition (South Africa), IKANO (Luxemburg), IKANO Properties, s.r.o. (Czech Republic), RWE Transgas Net s.r.o. (Czech Republic), Ikano Pte. Ltd. (Singapore), Kemira Water Solutions (Canada), Neste Latvija, SIA Fazer Maiznīcas (Latvia), University of Rousse (Bulgaria), Kemira Water Solutions Chongqing (China), Kemira Chemicals (Shanghai) Co., Ltd (China), Kemira Uruguay, Kemira Brazil, Ensto Industrie (France), Ensto Elsto (Hungary)