

# Pioneering Global Trade Education

Empowering SMEs Since 1991. Estonia-Ukraine

Main partners:

Ida-Viru Enterprise Center

REPUBLIC OF ESTONIA  
MINISTRY OF SOCIAL AFFAIRS

USAID  
FROM THE AMERICAN PEOPLE



ESTDEV  
From the people of Estonia

ENTREPRENEURSHIP  
AND EXPORT  
PROMOTION OFFICE  
STATE INSTITUTION

Dita Business

giz Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

REPUBLIC OF ESTONIA  
MINISTRY OF REGIONAL AFFAIRS  
AND AGRICULTURE

EAS  
Enterprise Estonia

KREDEX

Team:

15 in Estonia

3 in Ukraine

50+

international trainers and mentors  
(from Estonia, UK, Germany, Poland,  
Sweden, Finland, Ukraine)

2022  
TURNOVER  
1.5M €

Export Consultants  
Mastery in Ukraine  
2019-2024

640 000€

Mission Germany  
for Estonian SME-s  
2018-2019

534 000€

Export  
Academy in  
Ukraine  
2021-2024

350 000€

5 Largest  
Projects

Knowledge transfer  
about international  
sales and export for  
agri and food sector  
in Estonia  
2021-2023

500 000 €

Systematic Export  
to EU for Estonian  
SME-s 2020-2022

397 000€

European Training  
Foundation research  
of innovative training  
practices

2024

Export promotion  
knowledge transfer  
in Food sector  
600 participants

2023

Systematic export to  
Europe via digital channels  
50 SME-s

2022

Export Evolution  
600 SME-s

2021

Export  
Revolution  
1200 SME-s

2020

Service Export Program  
10 digital mentors,  
500 SME-s

2021

Export Evolution  
IT Program  
200 participants

2023

Export consultants  
training program  
120 participants

2022

Creative  
Export  
1000 SME-s

2020

2021

2022

2023

2024

AWARDS

EMERGING  
EUROPE



Let's develop  
SMEs' export  
together!

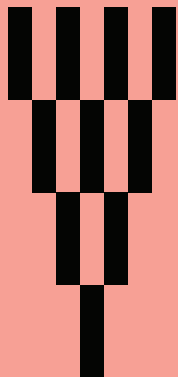
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**V**isionest Institute is a leading training and development company that provides its services to organizations in Estonia and internationally. The company has offices in Tallinn and Kyiv.

Visionest Institute's brand includes the Marketing Institute, Invicta and the magazine Director/Inseneeria.

We have 33 years of training experience (since 1990); on average, around 2500 people attend our courses annually.

Visionest Institute's international network of coaches spans Estonia, Finland, Sweden, the United Kingdom, Germany, Poland, Italy and Norway. We train export coaches in Ukraine and management coaches in Estonia. Additionally, we publish a sectoral online magazine called Director/Inseneeria.

We have diverse experience and profound knowledge in the cultural and creative industries, food, information technology, social welfare, tourism, manufacturing, service enterprises, and the public sector. Over 20 experts at Visionest Institute collaborate

to create and carry out international, wide-reaching projects for educating organizations and individuals in management, expanding into global markets, strategy development, and marketing.

**Our true passion is to create impactful and innovative flagship programs that shape people's mindsets, help develop new skills, and initiate positive changes in companies and organizations.**

Our core competency lies in creating innovative training methods and experimenting with them. We combine online and face-to-face learning, mutual learning from peers, gamification, networking, mentoring, counselling, and testing systematically and effectively. We always find the best way to coach so that everything learned can be applied in real situations within your organization.

We take pride in the numerous international recognitions that Visionest Institute training programs have received. The European Commission, European Training Foundation, and Emerging Europe Awards have acknowledged our programs.