

- B.EST Solutions
- Secure data-exchange platform
- Digital identity (mobile-ID)
- E-signature platform and software
- m-Residency
- Digital trade hub
- Workshops and consulting
- Certification authority

B.EST Solutions

BUSINESS OVERVIEW

The likes of **Deloitte, Microsoft, and KPMG** turn to us as a trusted partner delivering **digital identity and e-governance** to new countries, showing that the Estonian e-state success story is transferable to emerging nations all over the world.

We're able to roll out our bespoke **digital identity and e-governmental** solutions to multiple different regions, including those with limited internet access and low digital literacy, such as **Africa, Asia, Latin-America, and the Middle East**.

There is **no vendor lock-in**. We work for results and strong foundations, which are open for future development. This approach is driven by the highest standards, fostering interoperability and connectivity locally, regionally, and globally with partners for **business and political development**.

KEY PRODUCTS AND SERVICES

- **Digital identity infrastructure** – recognised by the UN, OECD and NIST, with +25 banks as clients. Taking advantage of the most common electronic device, the mobile phone, mobile-ID can be used for both e-identity and e-signatures. It works on feature phones or smartphones, even without an internet connection. Mobile-ID can be launched within six months.
- **Digital Trade Hub** – recognised by the OECD. Within three years of operations generated USD \$ 1.5 billion in total value of orders for goods and services. Become the Amazon or Alibaba of a country, with a cross-border e-commerce platform, simplifying export procedures. DTH connects different stakeholders and policy areas across sectors, borders, and institutions, making it easy to move goods legally between countries.

Workshops and Consulting

We can help you make the right commercial, technical or regulatory decisions and build capacity surrounding digital identity and e-governmental solutions. Whether you need to make assessments about your organisation, conduct training or launch e-services and manage business operations, we will be pleased to discuss the right way forward.

- **m-Residency** – recognised by the European Union Working similarly to Estonian e-Residency, m-Residency provides everything needed to open and manage a business remotely by offering the same state-backed mobile-ID to entrepreneurs and a country's diaspora around the world while providing access to its key governmental e-services like e-tax, e-banking, and customs filling.
- **E-signature Platform and Software** A safe way to create, share, and store legally binding digital documents with the highest level of assurance. Simple for the user, while providing total reliability and control.

- **Data-Exchange Layer for Interoperability** – X-ROAD® technology partner in NIIS (Nordic Institute for Interoperability Solutions). The first company to export X-Road abroad. Particularly suitable for valuable e-governmental services, we offer a solution that allows the exchange of data over secure encrypted channels between an unlimited amount of partners. The solution is based on the acclaimed X-Road technology used in Estonia and several other countries.

Certification Authority

This is the official body, which is necessary for the management of digital identity and e-signatures.

Validation Centre

A solution allowing easy and secure handling of digital signatures creating a trusted environment for electronic transactions (including cross-border) fostering digital development.

- **Mobile Driving licences and ID cards** – awarded by NIST (National Institute of Standards and Technology, U.S Department of Commerce) The mobile application allows to store and present securely identity credentials (driver license, ID cards, passports, student cards) including banking and loyalty cards. Additionally to use it as a physical access management solution into buildings.

FACTS AND FIGURES

- **90 million** transactions have been made using our mobile-ID.
- **650+ e-services** are connected to our mobile-ID.
- **25+ banks** serve their clients using our mobile-ID.
- **1.5 billion USD \$** generated on the Digital Trade Hub, backed by the state.
- **1st company** to launch m-Residency for global business.
- **1st company** to export the X-Road outside of Estonia.
- **8+ years** managing a national digital-ID ecosystem

CUSTOMERS

Our customers include multinationals, for example, those mentioned in the introduction, governments, major banks, mobile network operators, and insurance companies, along with international organisations and a wide variety of other clients.

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AWARDS AND RECOGNITIONS

- **2019 NIST** (National Institute of Standards and Technology, U.S Department of Commerce) Awarded B. EST Solutions for proposed SIM card technology on ID document provision.
- **2018 The United Nations** nominated B. EST Solutions mobile-ID and Digital Trade Hub for the ITU's WSIS Prize
- **2018 OECD's** Observatory of Public Sector Innovation recognized Best Solutions Mobile-ID managed in the Republic of Azerbaijan as an outstanding innovation example
- **2018 One World Identity (USA)** awarded B. EST Solutions CEO as one of the top 100 influencers in identity
- **2017 Global MobileGOV** award, Brighton, UK
- **2016 Google and Financial Times** awarded B. EST Solutions CEO as top 100 innovative leaders and change-makers in Europe
- **2016 Russian PKI Forum Award** for "Substantial contribution to the development of PKI technology"
- **2016 European Identity** Award finalist
- **2015 Winner of NETTY**, a National Internet Award of Azerbaijan
- **2013 Named IT Company of the Year** at Azeri Business Awards
- **2013 Winner of the Best Design and Corporate identity** Award in Estonia

MEMBERSHIPS

- **EEMA, the European Association for e-Identity and Security.** Europe's leading independent not-for-profit think tank including topics on identification, authentication, privacy, risk management, cybersecurity, the Internet of Things, artificial intelligence and mobile applications.
- **FutureTrust Associate Partner.** FutureTrust is a European Commission-funded project whose main objective is to develop comprehensive, flexible, privacy-aware and ubiquitously usable trust infrastructure components for Europe.
- **The Estonian Association of Information Technology and Telecommunications.** Officially abbreviated as ITL, is a non-profit association uniting information and communication technology (ICT) companies and organisations. The combined turnover of the members of ITL is more than 67% of the total turnover of the Estonian ICT sector.
- **Member of the Estonian Chamber of Commerce and Industry.** ECCI is the oldest and largest Estonian representative organization of entrepreneurs and was founded to represent and protect common interests of Estonian merchants, manufacturers, bankers and ship-owners in the year 1925.
- **X-ROAD® Technology Partner at NIIS (Nordic Institute for Interoperability Solutions)** Nordic Institute for Interoperability Solutions (NIIS) is a non-profit association with the mission to ensure the development and strategic management of X-Road® and other cross-border components for e-government infrastructure.
- **Co-chair of GANMI (Global Alliance for National Mobile Identities)** Including Austria, Azerbaijan, Belgium, Estonia, Iceland, Moldova, Norway, Oman, Switzerland and Turkey. GANMI was founded by organisations and companies operating national Mobile Identities. It aims to converge applicable standards in order to promote global interoperability of public and private digital services, extend supplier choice and reduce risk.
- **AZINNEX, Azerbaijan Consortium of Export Innovations.** Established by 10 organizations operating in the information & communication sector in Azerbaijan.

CORPORATE SOCIAL RESPONSIBILITY

- B. est Solutions initiates and supports social projects involving ICT for reaching sustainable development goals. The company frequently participates in social activities, such as mentorship programs and is involved in sponsorship of ICT oriented conferences, workshops and events among the youth in rural areas.

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MANAGEMENT COMMITTED TO PROFESSIONALISM, FOCUS AND TRUST



Jana Krimpe
CEO and co-founder

With 15+ years experience in implementing innovative ICT solutions and a previous role as an advisor in the Office for two consecutive Presidents of Estonia, Jana has earned a strong reputation for success in international circles as she was awarded "Top 100 Influencers in Identity" by One World Identity (USA) two years in a row (2018/19). In 2016, the Financial Times and Google listed her among the "Top 100 change-makers in Europe". In addition to being the founder of B. EST Solutions, an award-winning company in e-governance, Jana is the head of the Mobile-ID Consortium in Azerbaijan and co-chair of the Global Alliance for National Mobile Identities (GANMI) established in Brussels, with more than 13 member states. She is a welcomed seasoned speaker and panellist having presented in major events around the world. Her contribution has expanded and re-defined how identity and signatures are managed digitally, issued by governments, creating a seamless business environment and a holistically connected society.



Robert Adigazalov
Partner and co-founder

Robert is an accomplished executive business professional with more than three decades of experience in international trade managing corporate strategy. Intellectually he is interested in the junction of capacity building, strategic insights and creativity as a driver for value creation. Curious on how these factors influence decision-making as we navigate the changing technological landscape, he has immersed himself in business, research and creative roles overseeing all stages of business operations connecting different organizations, cultures and countries.



Ph.D. Elchin Ahmadov
Chief Operating Officer

Elchin holds a PhD in Economics from the Azerbaijan State University of Economics and is experienced working for the World Bank Group as a Senior Expert and a Project Manager at the International Finance Corporation. Additionally his professional career includes the role of a CEO of the International Leasing Company, an Advisor for the CEO of International Bank of Azerbaijan, the Chairman of the Audit Committee for Baku Engineering University, and Chairman of the Board for the Association of Leasing companies in Azerbaijan, and a Regional Manager for the Credit Info Group covering Central Asia, as a Project Manager for GIZ and as a Master Trainer for the World Bank. Some notable roles in the public sector include Head of Department for the State Committee on Antimonopoly Policy and Support for Entrepreneurship of Azerbaijan, and Director for Small and Medium Enterprises Development Agency.



Rico Christopher Adigazalov
Chief Business Development Officer

Chosen by the U.S State Department and the German Marshall Fund, as 1 of the 70 Innovation Leaders from Europe. Rico holds a Masters degree from SDA Bocconi School of Management, Italy, a bachelors degree in Business Administration and completed executive studies at Harvard School of Law, including e-governmental studies at Tallinn School of Technology, Estonia and LUISS Guido Carli School of Government in Rome. Previously he has co-founded an IoT venture in Latina-America, that was awarded and funded by the innovation program of the government. Since 2010, as the head of business development for Best Solutions Estonia, he is leading the expansion activities in the MENA, CIS, EU and LATAM region forging strategic partnerships with banks, telcos and governmental offices focused on multi-stakeholder eGOV transformation projects.



Daniil Gushev
Chief Sales Officer

Since 2010 managing the international sales activities of Best Solutions. Daniil holds more than 15 years of professional experience in the telecommunication sector, previously being the Head of the Technical support department for Telia, a global telco with more than 182.1 million mobile customers. Additionally, he has unprecedented know-how in capacity building and consulting banks on their digital transformation projects laying out a roadmap for implementation in strong authentication and banking core systems amongst several solutions. He is determined in his efforts to turn the challenges public and private sectors are facing into opportunities and to share his belief that spreading ICT through digital identity, and global interconnectedness in general, have great potential to accelerate human progress and bridge the digital divide. Daniil holds a bachelors degree in Public Administration and studied Secure E-governance in Tallinn University of Technology.



Zahir Quliyev
Chief Information Officer

With 15 years of professional experience in leading and implementing complex technical projects Zahir has a strong understanding on building and operating fault-tolerant mobile digital identity systems serving as a critical part of the government digital infrastructure. Since 2013 he is responsibly leading Best Solutions technical departments work and development providing the continuous functioning of a national m-ID assuring the highest level of trust and assurance while following strict international standards and regulations regarding security. Zahir is a strong believer in service innovation and devising solutions to anticipated requests with the common goal of reducing the digital divide between people. Zahir holds a bachelors degree in Computer Engineering from Selcuk University, Turkey and has updated his professional knowledge extensively in various technical skills and elements.

Secure data-exchange layer

The acclaimed X-Road technology used in Estonia and several other countries allows the **exchange of data over secure, encrypted channels between an unlimited amount of partners** and serves as one of the core enablers for a digital transformation. X-Road is a technological foundation for valuable e-governmental services – the kind that improve the lives of people and businesses by being available anytime, anywhere.

B.EST Solutions is a recognised X-ROAD® technology partner in NIIS (Nordic Institute for Interoperability Solutions).

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The first company to
export X-Road outside of
Estonia

HOW IT WORKS?

The secure data exchange platform connects two partner information systems using the following steps:

1. Partners are identified
2. A secure channel is created between systems
3. Communication is encrypted end to end
4. Each transaction is digitally signed
5. Data usage file logs are created
6. File logs are time stamped

FEATURES

- **Reliable**
Since its launch in 2001 by the Republic of Estonia, X-Road has been working without any downtime and survived the world's first cyber conflict in 2007.
- **Secure**
Due to its structure and architecture, it is protected from traditional attack vectors.
- **Scalable**
It can connect an unlimited number of servers, making it affordable for infrastructure of any size.
- **Cost efficient**
Thanks to low maintenance costs and vendor and technological neutrality, it is an affordable solution.

REFERENCES:

B.EST Solutions is the first company in the world to implement the X-Road solution in building an e-government outside of the Republic of Estonia. Since 2010, it has launched 650 governmental e-services in the Republic of Azerbaijan, connecting the public and private sectors in a country of 10 million people. The solution has become a critical part of Azerbaijan's digital infrastructure.

SUMMARIZED:

The project to create an e-government information system (EGSIS) and e-government portal (www.e-gov.az) along with infrastructure, buildings, hardware and software was based on the well-established Estonian X-Road system and adapted to the needs of the Azerbaijani e-environment. All services in the governmental portal have been integrated with the national eID (based on Mobile-ID). All state and private authorities have been integrated with the system.

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Digital identity (mobile-ID SIM and app based)

If you want a tried-and-tested **eID** tool that works anywhere in the world, mobile-ID is an excellent choice. Although mobile-ID can be used by any country, this is not, by any means, a cookie-cutter solution.

That's why we assess local conditions and capacities for a tailored service. There is the subsequent possibility of implementing or improving e-services such as e-banking, health, tax, customs, commerce, and more. When using mobile-ID, you open the gate to a digital future.



B.EST Solutions mobile-ID: 6 months to setup regardless of local conditions

FEATURES

- **Equivalent to a Passport**
Mobile-ID works like a physical identification method in the real world, such as a passport or ID card. It can be used to access e-services and confirm transactions or to sign e-documents.
- **No Internet Required**
Because mobile-ID (SIM based) does not need an internet connection, it allows the building of e-services appropriate for everyone. It can do this with either feature phones or smartphones. This makes it perfect for developing regions and rural areas.

- **Accessible to All**
With a mobile device in almost everybody's pocket, it makes sense to use that to your advantage. Users do not need device upgrades or application downloads and require no card reader.
- **Only 6 Months to Set Up**
We make sure mobile-ID is budget-conscious and timely. The mobile-ID ecosystem uses vital e-services, all of which are open for future development.
- **Simplicity for Users**
Regardless of the e-channel used (internet, USSD, SMS or a call centre), the service is always simple for the end-user. Authentication and transactions are carried out with 4 or 5-digit PIN numbers.
- **Inclusive**
Opening the door to e-services provides an equal opportunity for everyone to be a part of modern society. This prevents a digital divide from developing.
- **Fully Compliant with Legislation (KYC, AML, and KYB)**
For trustworthy transactions to happen, all parties must be verified. mobile-ID is the cornerstone of all legal e-interaction between people, businesses, and the state.
- **Trusted security**
Proven technology is used in order to provide the highest level of assurance, including KYC procedures. An identity is embedded on a SIM card, which has been used in mobile phones for over 30 years. The highest level of security is achieved with elliptical curve cryptography and PKI.
- **Low OPEX and CAPEX**
This is a highly scalable solution with unrivalled smart automation of deployment. It is vendor-neutral, with no supply chain costs.

REFERENCES:

The OECD'S published case study for B.EST Solutions' mobile-ID, operated in the Republic of Azerbaijan since 2014.

Following the implementation of mobile-ID in Azerbaijan:

- **90%** of tax declarations are completed online
- **100%** of labour contracts are signed online
- **100%** of B2B and B2G invoices are transferred online
- **650+** public and private e-services are available
- There have been **over 90 million** digital signatures
- **100%** of custom declarations are completed online
- All major **banks** are connected to and issue mobile-ID
- mobile-ID is recognised by the **UN and OECD**
- **95%** of mobile devices on the market are suitable for mobile-ID
- Every digital signature saves Azerbaijan at least 1 USD
- All local MNOs issue mobile-ID

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E-signature platform and software

An e-signature platform is a secure way to create, share and store legally binding digital documents. It's simple for the user yet provides total reliability and control.

//
go paperless

FEATURES

- **Tamper-proof environment**
Secured against forgery, as no alterations can be made after signing.
- **Audit trail**
All e-signatures made by users on a document are captured in a detailed overview.
- **Supports all document formats**
From Microsoft Word to PDF files, sign documents in the format you need.
- **Works with all e-identities**
Use your preferred digital identity solution to sign documents, whether that's Mobile-ID, a smart card or something else.
- **Legally binding e-signatures**
Qualified electronic signatures, which are equal to handwritten signatures, are supported.
- **Sign, share, collect and store e-signatures**
Access is only given to authorised people who are verified by their personal digital identity, making workflow management secure and convenient.
- **Automatic notification**
Get updated when a document needs your signature or when others have signed a document.
- **Signature validation**
Check whether signatures provided by others are valid.
- **Archive, search and filter**
Manage documents by categories and find them quickly when needed.
- **Multilingual interface**
Work in the language that you prefer.

REFERENCES:

AsanDoc e-signing portal and software in the Republic of Azerbaijan.

The AsanDoc portal ensures convenient and legal communication with public institutions and banks in Azerbaijan. It is used for concluding entrepreneurial agreements and makes document circulation between private companies easier.

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m-Residency

Boost ease of doing business and foreign direct investment by offering entrepreneurs and global diasporas access to the same infrastructure and e-services a government provides its own citizens. Open the door to location-independent trade and investment with m-Residency.



Boost global ranking for entrepreneurship

WHAT CAN M-RESIDENTS DO?

Any global entrepreneur can become an m-Resident and access the services needed to open and manage a company remotely. They can sign documents, open a bank account and conduct banking online with a mobile phone as well as submit taxes and customs declarations – all electronically.

WHAT ARE THE BENEFITS OF M-RESIDENCY?

Today's shifting global economies and new technologies present an opportunity to connect to global investment and entrepreneurship in a revolutionary new way. With m-Residency, countries can boost their rankings in measurements like the World Bank's ease of doing business index or the World Economic Forum's Global Competitiveness Report by allowing businesses to access services remotely.

REFERENCES:

We launched m-Residency in the Republic of Azerbaijan with 79 diplomatic embassies around the world issuing it.

Azerbaijan has since risen in prestigious rankings including:

- The World Bank's ease of doing business index 2019 (25th place)
- The World Economic Forum's Global Competitiveness Report 2018 (35th place)

INAUGURATION

The ceremonially launch of m-Residency was at the "Digital Trade Hub of Azerbaijan" conference in 2018, organized by the country's Center for Economic Reforms Analysis and Communication under presidential decree. At the event, Azerbaijan's first e-Residency was symbolically given to the head of the EU delegation and the first m-Residency to the general director of the Islamic Educational, Scientific and Cultural Organization, one of the largest Islamic organisations in the world. This reflects the philosophy of m-Residency and of Azerbaijan: to connect East and West, North and South.

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Digital trade hub

Become the Amazon or Alibaba of a country with a cross-border e-commerce platform that simplifies export procedures for local SMEs, all verified by the state. Digital Trade Hub (DTH) connects different stakeholders and policy areas across sectors, borders and institutions, making it easy to move goods legally between countries.

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**Tap into B2B
e-commerce, valued €6.7
trillion by 2021"**

- **The opportunity**
Global B2B e-commerce is projected to be worth €6.7 trillion by 2021. The stage is set for companies to tap into that opportunity as seamless e-trade will foster economic progress and accelerate political relationships worldwide.
- **The challenge**
Accessible digital infrastructure is key in unlocking the market. Entrepreneurs need solutions to overcome red tape and bureaucracy in order to access global e-commerce.
- **The solution**
DTH provides an unprecedented opportunity to connect to global markets. It allows the seamless trade of goods on a broad scale and makes a profound impact locally, regionally and globally.

FEATURES

- **Single window for export**
DTH is an e-commerce platform that carries out import-export procedures digitally, including customs.
- **Backed by the government**
Fraudulent transactions are prevented since only authorized users can access the DTH. This gives buyers confidence that sellers are who they say they are.
- **Integration with Amazon, Alibaba and eBay**
Integration with global e-commerce players allows for products and services to reach buyers in all regions of the world.
- **Stronger political and economic relationships**
What's the benefit of e-commerce for political and economic relationships? It's simple. A country that can't trade can't have economic relationships, because economic relationships are a form of trade.
- **Easy and convenient e-services**
DTH facilitates cross-border e-services such as e-customs, e-invoicing, e-banking, the opening of a company, taxes and accounting as well as e-document management including certificates of origin, phytosanitary documents, shipping documents and many more.
- **Open source technology**
The technology behind DTH is vendor-neutral and supports unlimited speed and traffic volume. It is not a cloud solution, and each country as a system owner may download it and install it into their own environment. Governments have full control of their own data and its usage. After that, they can easily make a secure data exchange with any other country's DTH.
- **Trusted and legally binding**
Trust, security and interoperability are established between all players because services are validated and transactions are guaranteed by legally binding documents.
- **Trade regulations made easy**
Different stakeholders and policy areas are connected within a holistic approach across sectors, borders and institutions to make it easier to navigate trade regulations between countries.
- **Paperless and seamless**
E-documents related to importation, exportation, customs and transit are electronically created, submitted, issued, shared and managed and are all validated and guaranteed by national governments.

REFERENCES:

OECD'S published case study for B.EST Solutions Digital Trade Hub in the Republic of Azerbaijan since 2017

The DTH in Azerbaijan was recognised as an outstanding innovation as it generated \$475 million worth of goods ordered in the first year of activity, contributing to the increase of non-oil exports by 27%.

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Workshops and consulting

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// Advisory services and capacity building

We've got a line-up of 30 experts and are generous with our time, resources and expertise

SERVICES INCLUDE

Consulting, training and workshops

From governmental officials to businesspeople and from beginners to experts, our sessions are tailored to meet the needs of clients.

Technology design and implementation

Software, hardware, specifications and implementation providing a turnkey solution.

Management support

We can take on an advisory or hands-on operational role at any stage or in an ecosystem of any size.

Speaking events

We're seasoned speakers who've participated in top industry events and hosted conferences.

Networking and research

Build personal bridges and obtain specific, in-depth data to help you make better decisions.

Policies and regulations

Get help with developing implementation policies, financial plans and cooperation possibilities like public-private partnerships.

Tenders, feasibility and assessment

Contact us when preparing a tender or if you need assistance assessing the maturity level of the government and private sector.

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Certification authority



This is the official body responsible for the management of digital certificates and is a prerequisite for digital identity and e-signatures.

REFERENCES:

Turnkey certification authority implemented in the Republic of Azerbaijan, including providing technical support since 2013.

The National Certification Authority Center was created to serve 10 million users under the Ministry of Taxes by issuing certificates for SIM-based mobile identity and for ID cards in Azerbaijan (including Registration Authority, OSCP service, time stamp, full documentation, ISO 27001, issuing four types of certificates, installation of soft- and hardware, Signing Soft, applications, etc.).

ACCREDITED BY THE GOVERNMENT

The system is functioning in production and is accredited by the Ministry of Communications and High Technologies. The centre provides digital certificates to individuals, entrepreneurs, legal entities and civil servants, which can be used by means of digital ID smart cards and Asan İmza SIM cards.

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