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European Software Engineering & AI Automation

Team Extension · AI & Process Automation · Custom Product Development

15+

years in operation

450+

projects delivered

80

specialists

HQ

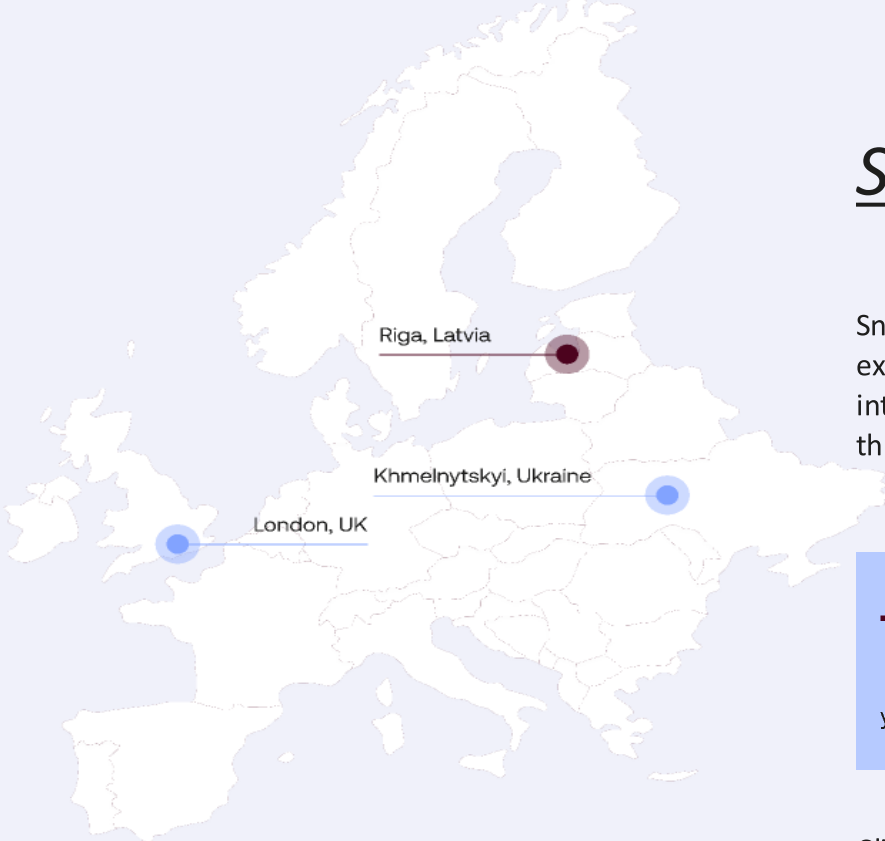
in Riga, EU

AI

top AI Company in
Latvia — Clutch

Snotor at a Glance

Snotor is a Northern European software engineering company. We extend engineering teams, automate business processes, and take AI into production for companies across the Nordics, DACH, the UK, and the Baltics — from Series A startups to industrial enterprises.



15+

years in operation

450+

projects delivered

~80

engineers

📍 Riga, Latvia

EU headquarters and contracting entity; sales and delivery management

📍 London, UK

Sales and service for UK-based clients

📍 Ukraine

Engineering and delivery hub

Clients in Norway, Sweden, Denmark, the UK, Germany, the Netherlands, Latvia, the US, and Australia.

Northern European by footprint and by clients: our two largest engagements are in Norway and the UK.

The Right-Size Engineering Partner

With 80 specialists we run full-cycle delivery and parallel workstreams that boutique studios can't — without the overhead and anonymity of 3,000-person vendors.

1

Senior attention on every project

You work with decision-makers, not account layers. The founders stay personally involved from the first call to delivery — your project is never “small business” for us.

2

Speed without bureaucracy

First qualified response within 24 hours — while vendor response times in our market range from 2 hours to 6 business days. Engineers onboard into your project in 2–4 weeks.

3

Stability you can verify

15+ years in operation, an EU contracting entity in Riga, long-term anchor clients, and a public Clutch record — not a bench of re-badged freelancers.

What We Do

Flagship focus across all three lines: automation for manufacturing and industrial companies.

Snotor Teams

Team extension & dedicated teams

Senior engineers embedded into your team — under your management or ours. Contracting through our EU entity, transparent delivery governance, and a documented data-processing chain. Onboarding in 2–4 weeks.

Snotor AI

AI implementation & process automation

You don't need a specification — you need a result. Our analysts map your process, find where time and money are lost, and build AI that reaches production: from a free AI Readiness Check to a working prototype in weeks, integrated with your ERP and existing systems.

Snotor Studio

Custom product development

Full-cycle delivery of web and mobile products: analysis, UX/UI, engineering, QA, and support. Fixed scope, budget, and timeline — from an MVP for a funding round to business-critical internal systems.

Industries We Know

We focus where we can prove results —
depth over breadth.

Flagship

Manufacturing & Industrial

Process automation without a technical spec: our analysts map the process, then we build — AI-assisted estimation and RFQ handling, production planning, predictive maintenance, and Digital Product Passport readiness.

Built human-in-the-loop: your estimator verifies a draft the system prepares in minutes — AI supports your specialists, it doesn't replace them.

Packaging · Metalworking · FMCG & food processing · Warehousing & logistics · Furniture

FinTech & Financial Services

Eleving Group — Frankfurt-listed fintech operating in 18 countries, 2M+ customers — among other financial-sector clients

Healthcare & Wellness

Patient-monitoring and fitness applications (EU, US)

Energy & EPC

Internal digital platform for renewable-energy EPC operations

Logistics & Field Operations

Drone-inspection platform (Australia, Clutch 5.0)

The Engineering Team

80 specialists,
including 60 engineers

- Backend & frontend engineers
- Mobile engineers (iOS / Android)
- Data engineers
- AI/ML & LLM engineers
- QA engineers
- UX/UI designers
- Business analysts
- Project managers

70%+ senior and middle engineers

Distributed teams with mature delivery governance — built for long-term product work, not one-off gigs.

AI engineering as a first-class discipline

ML/LLM and computer-vision engineers who ship to production: LLM-ERP integration, document pipelines, CV — the market's most in-demand profiles, without the 4-month hiring search.

Onboarding in 2–4 weeks

Standardised onboarding and transparent pre-sale analysis: engineers become productive inside your project fast.

Core stack, production-proven

JavaScript / TypeScript, React & React Native, Node.js / NestJS, Python, PostgreSQL, Redis, AWS — plus LLM and computer-vision integrations running in production.

Scaling beyond the core

When a project needs specialists outside our core stack, we source and onboard them quickly — a capability our clients use to scale without new vendor searches.

How We Start: From Conversation to Working Software

1

Intro consultation

We match you with our lead specialists who have delivered projects like yours — so the first conversation runs on real cases and numbers, not promises.

We can afford this — and we're proud that we can.

Free - Matched to your case

2

Discovery

2–4 weeks. Process map, feasibility assessment, ROI estimate, and a scoped PoC plan with budget.

Discovery becomes free when we build together — the full fee converts into a credit on your project.

Fixed fee - credited to your project

3

Proof of Concept

A working prototype on your real data — so you see the impact on business metrics before committing a large IT budget.

Weeks, not quarters

4

Delivery & integration

Production build integrated with your ERP and existing systems, with transparent governance over budget, scope, and timeline.

Phased scope

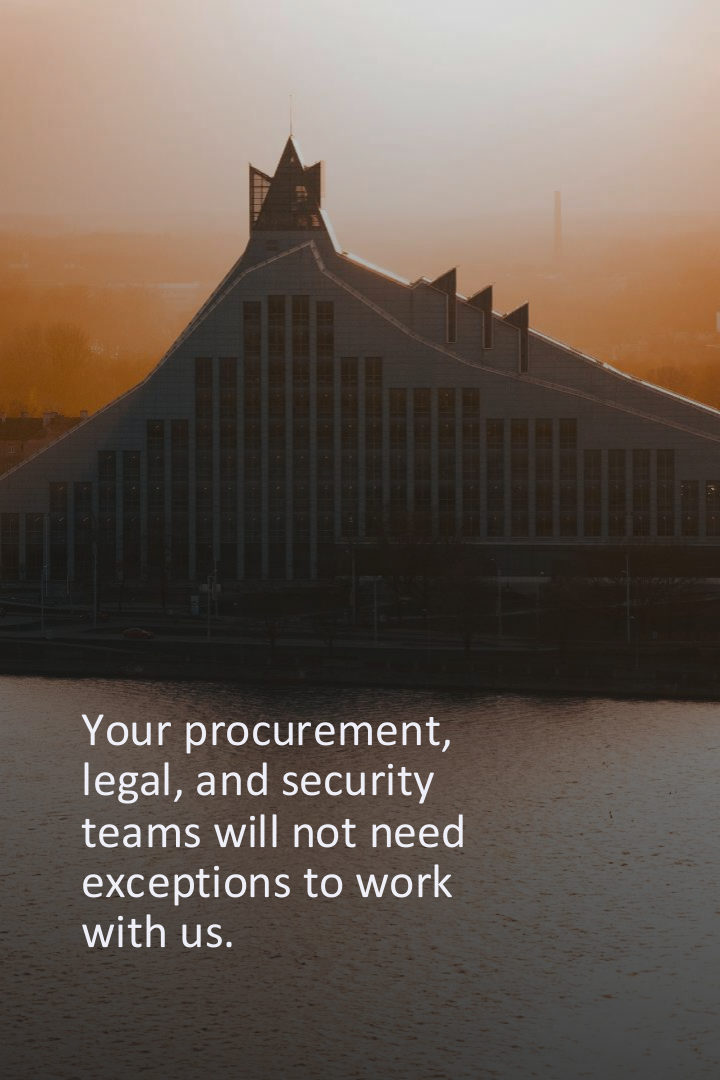
5

Support & evolution

We stay after launch: support, monitoring, and iterative improvements as your business changes.

Long term

Every engagement starts with a safe, scoped first step — you always know what you get, when, and for how much before the next phase begins.



Your procurement,
legal, and security
teams will not need
exceptions to work
with us.

EU Compliance by Design

For European companies, a vendor's jurisdiction is now a procurement question — not a preference. We are built for it.

EU contracting entity

Contracts are signed with our Latvian (EU) entity: European legal perimeter, EU invoicing and jurisdiction — no offshore contract chains.

GDPR & documented data chain

A documented data-processing chain and transparent delivery governance — ready for your legal, security, and procurement review.

NIS2 & EU AI Act readiness

NIS2 makes supply-chain accountability a board-level duty — with fines up to €10M or 2% of turnover. We help clients implement AI now, with the documentation the AI Act will require.

Collaboration Models

Engagement options

Team Extension

Our engineers join your team,
under your management

Dedicated Team

A managed team working as your
remote department

Project Delivery

Fixed scope, budget, and timeline —
from analysis to launch

Discovery & PoC

A safe, scoped first step for new
initiatives

Support & Maintenance

Long-term support of delivered
systems

Contracting options

Time & Materials

Pay for actual hours — full
flexibility, close collaboration, easy
scope changes

Fixed Price

Per project or per stage —
predictable cost and timeline with
formal change requests

Monthly Team Rate

A flat monthly rate for a dedicated
team — stable capacity, simple
budgeting

AI That Reaches Production

Pilots fail at integration, not at the demo.

That is why our prototypes are built by the same team that takes them to production — integrated with your ERP, planning, and accounting systems from day one. And always human-in-the-loop: AI does not replace your estimator, it hands them a draft in minutes instead of days. Your specialists stay in control.

✓Proven: for a European packaging manufacturer, our AI tool cut production-mockup preparation from 3–5 days to hours — ~87% of preparation time.

~95%

of corporate AI pilots never deliver a measurable result (MIT, 2025)

12%

of manufacturers scale AI beyond a single use case (Capgemini)

Start with a free automation assessment for your vertical

A working session with our lead business analysts — specifically those who have built products in your segment. You walk us through how your production runs; we show you what can be automated, in what order, and how much it can realistically save. You leave with a shortlist of automation candidates — whether you continue with us or not.

Clients Who Stay

HUDD

Eleving Group

Iron Pulse

Pixelwerk

Ingain

Epac

Diospatial

From 1 engineer to #1 app

Our largest client started with a single Snotor engineer — and grew into Norway's #1 social app over a multi-year partnership.

Clutch 5.0 reviews

Verified client reviews and Top AI Company in Latvia status.

“

Deliver high-quality code that requires few iterations. Highly proactive and timely in their approach, they continue to be valued partners. Their expertise and proven success has acquired a lot of trust to work across the company's development projects.



Todd Zusman — CTO, Greek Life Finance Management Co.

Case Study: ePac Holdings — AI-Assisted CPQ & Smart Re-order Automation

Business challenge

Complex packaging quotes and repeat orders required sales teams to reconstruct specifications, artwork, dimensions, materials, quantities, and pricing across several business systems — turning routine re-orders into a slow, manual process.

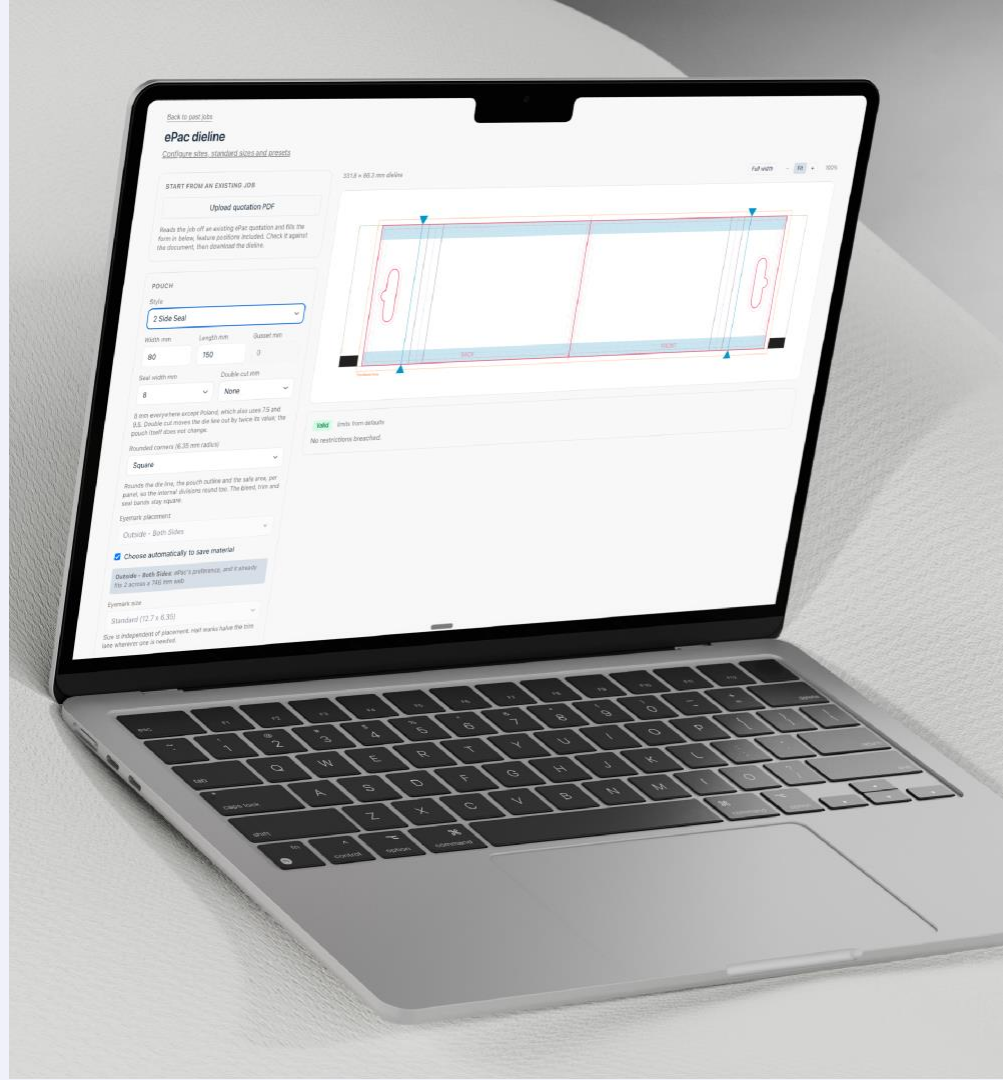
Solution

Following an AI/CPQ prototype, Snotor focused on Smart Re-order: a workflow that retrieves existing order data from Salesforce, Business Central/NAV, and Esko, preserves fixed production specifications, and lets sales update variables such as quantity and pricing.

Technologies

Python · OpenAI API · Salesforce · Microsoft Dynamics 365 Business Central / NAV · Esko

PoC delivered in weeks; preparation time cut by 87% — from 3–5 days to hours.



Case Study: Hypefill — COD Fulfilment & Analytics Platform

Business challenge

Operating multiple cash-on-delivery fulfilment hubs meant handling orders, invoices, returns, warehouse tasks, shipping updates, and customer reporting across fragmented processes. Manual scanning and tracking created errors, rework, and limited operational visibility.

Solution

Snotor rebuilt the platform around a unified workflow connecting Shopify and WooCommerce stores, shipping providers, printers, scanners, and barcode operations. Client and admin dashboards combine delivery performance, revenue, order volumes, product insights, and available-funds tracking.

Technologies

PHP · Symfony · Vue 3 · PostgreSQL · API Platform · Docker · Shopify API · WooCommerce API

One standardised environment now connects three fulfilment hubs and supports data-driven growth.



Case Study: GEMEC — Internal Digital Platform for EPC Operations

Business challenge

As GEMEC's project portfolio grew, engineering, procurement, and operational workflows remained spread across disconnected tools. Manual handling of supplier data, quotations, approvals, and technical documentation limited transparency and made changes difficult to track.

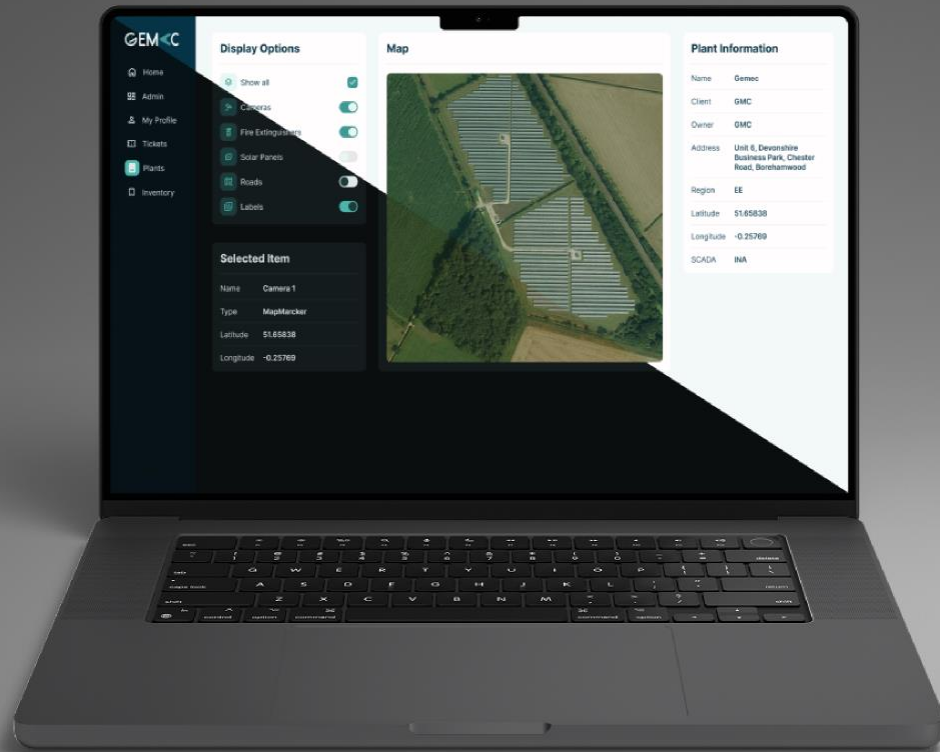
Solution

Snotor developed a secure, role-based platform that centralises procurement, product data, and operational workflows. It provides structured supplier and approval processes, technical documentation management, a advanced search, full audit history, and an API-first foundation for future ERP and corporate integrations.

Technologies

Microsoft .NET · MySQL · Redux · REST API

One audit-ready system replacing fragmented tools — strengthening operational control and creating a scalable foundation for GEMEC's growth.



Case Study: Diospatial — Drone Imagery Inspection Platform

Business challenge

Engineers and surveyors needed to compare large volumes of drone imagery captured at different times and locations. The platform had to match images accurately by geospatial data while preserving original quality and maintaining smooth performance.

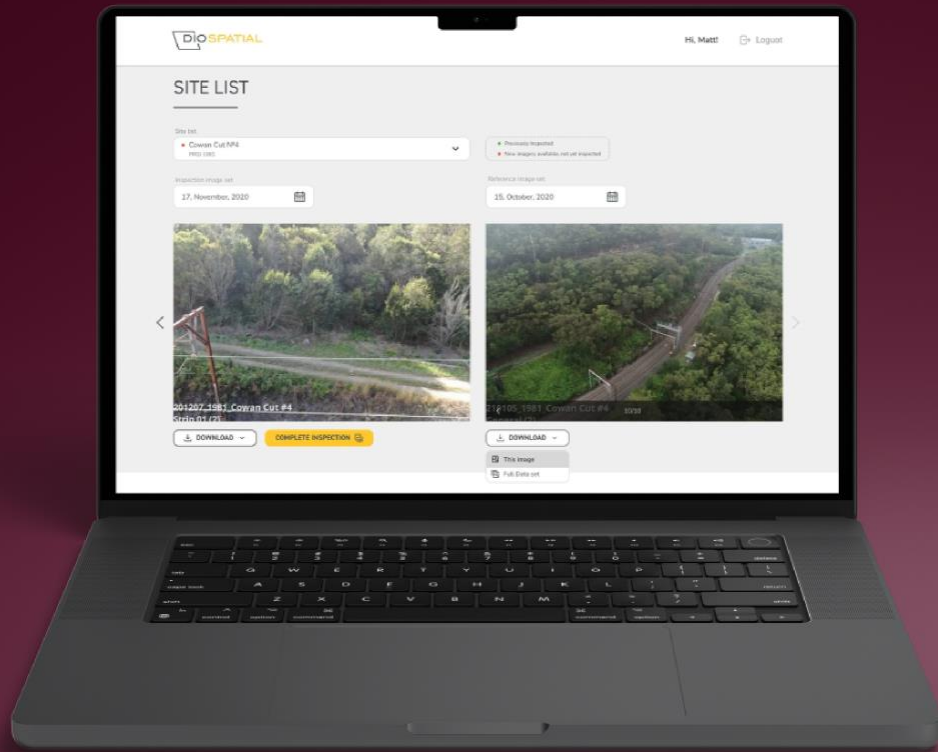
Solution

Snotor built a web inspection platform that pairs imagery using latitude, longitude, altitude, and camera pitch, then connects it to satellite maps for precise review. Adaptive resizing, deep zoom, secure access, watermarking, and flexible downloads support fast work with large datasets.

Technologies

Node.js · TypeScript · Vue.js · Next.js · NestJS · PostgreSQL · Docker · Axios

Monthly traffic grew severalfold to 8.6K users; streamlined reviews support safer, more reliable rail operations.



Case Study: Adaptive Resource Planning Platform

Business challenge

The client relied on spreadsheets and disconnected tools to manage availability, skills, assignments, and workload. Fixed, off-the-shelf systems could not reflect the organisation's roles, operational constraints, approval rules, and reporting needs — limiting visibility, creating scheduling conflicts, and forcing teams to adapt their processes to the software.

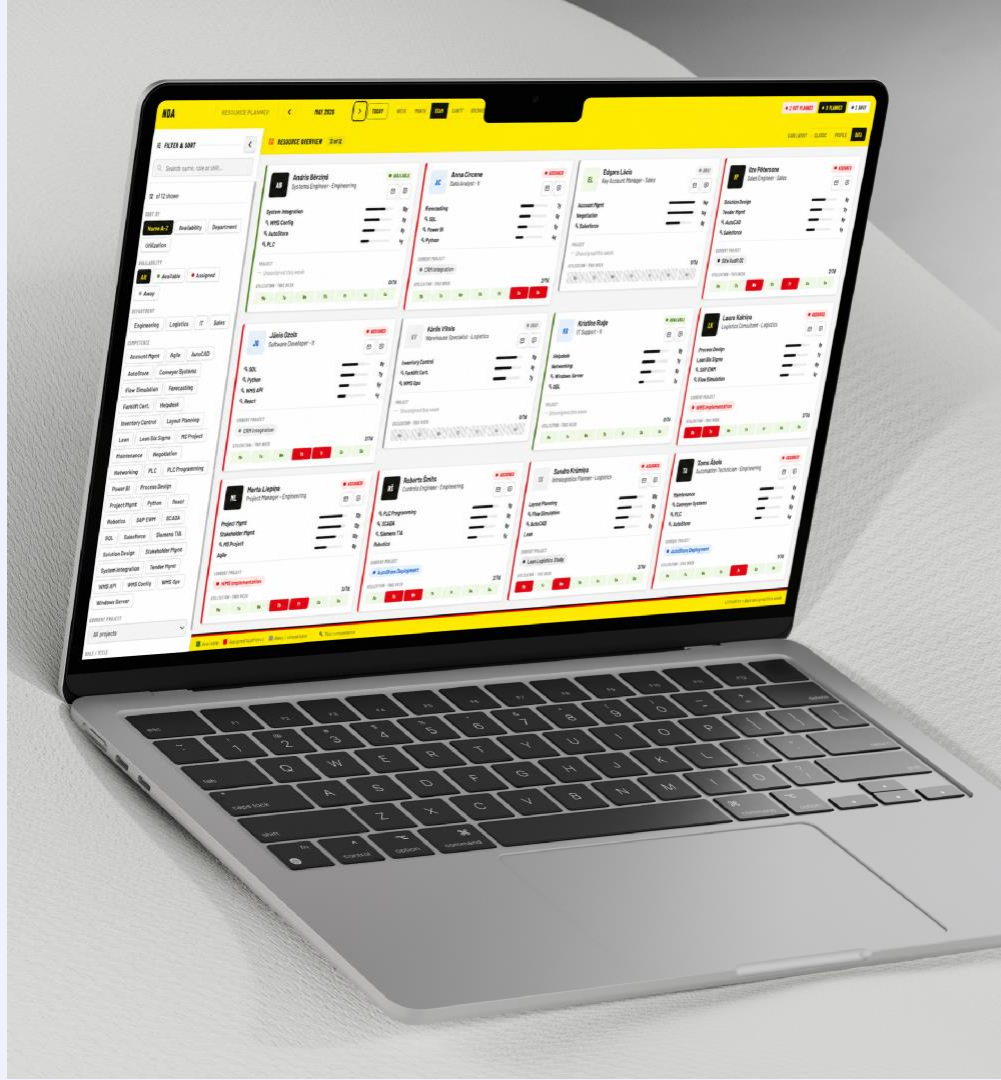
Solution

Snotor developed a modular resource management platform tailored to the client's operating model rather than a fixed software template. It centralises workforce data, availability, competencies, schedules, and assignments; automates allocation rules, conflict detection, and time and utilisation tracking; and provides role-based control, notifications, reporting, and structured exports. Configurable modules and integrations support evolving organisational structures, operational constraints, and compliance requirements.

Technologies

PHP · Laravel · JavaScript · MySQL · REST API

A flexible planning core — configured around the operation, not the other way around.



Case Study: NDA CRM — AI-Powered Sales Operations Platform

Business challenge

Sales teams managing multiple accounts and growing lead volumes struggled with fragmented conversations, slow follow-ups, and limited visibility into individual and team performance. Existing CRM tools were often complex, costly, and lacked practical AI support.

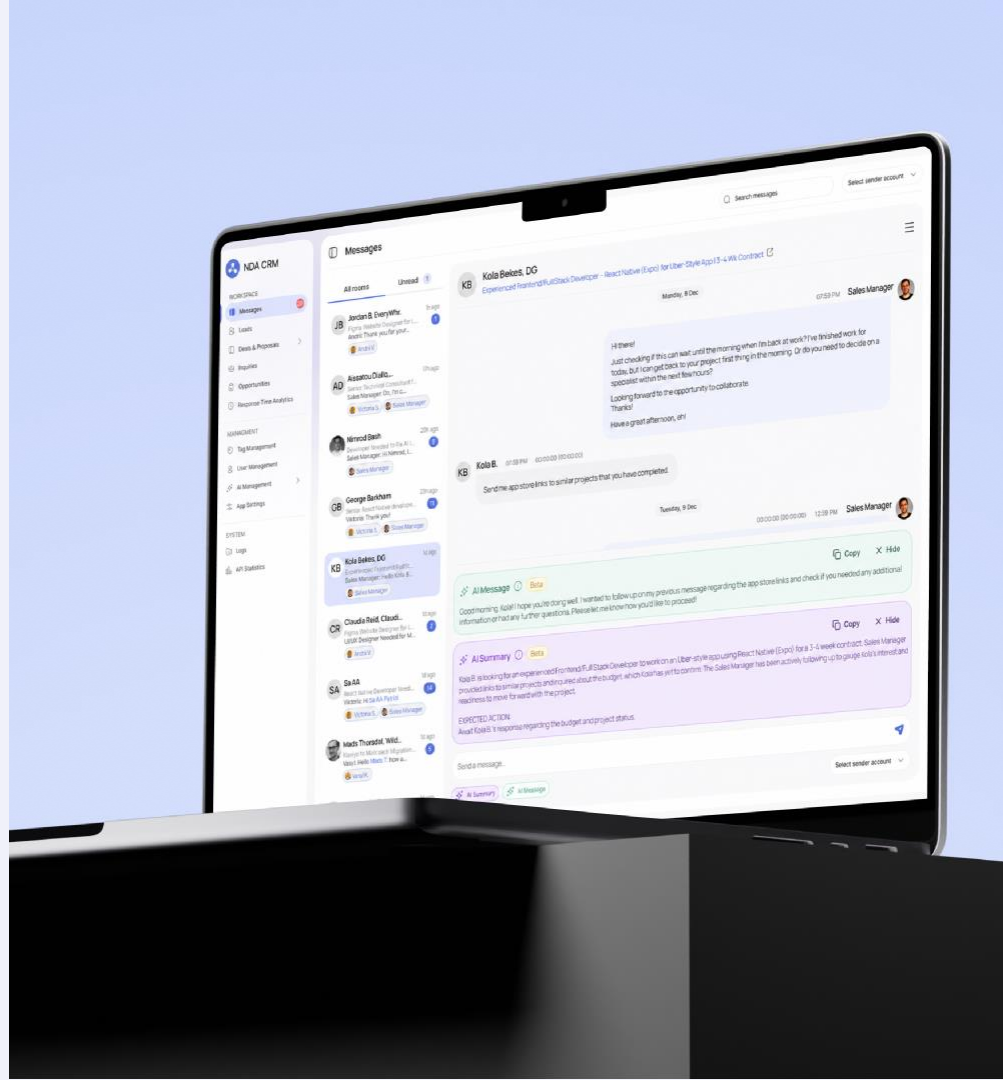
Solution

Snotor built an AI-powered CRM that centralises leads, client data, and communications in one real-time workspace. Smart response suggestions, automated summaries, follow-up workflows, performance dashboards, SLA tracking, and role-based access help teams move faster while maintaining visibility and control.

Technologies

React / Next.js · TypeScript · Node.js / NestJS · GraphQL · PostgreSQL · AWS · Docker · Redis · OpenAI / LLM

One intelligent workspace for faster responses, consistent follow-ups, and scalable sales performance.



Case Study:

Teplo Ecosystem — Digital Operations Platform for Municipal Heating

Business challenge

Service requests arrived by phone and then moved through calls, emails, and multiple management levels. Without a central workflow, tasks were lost, ownership remained unclear, and checking progress required repeated follow-ups, slowing response and limiting accountability.

Solution

Snotor developed an integrated web and mobile platform covering the full request-to-resolution workflow. Dispatchers assign and monitor tickets through a role-based workspace with deadlines, history, analytics, and reporting. Field teams receive notifications, update statuses, navigate to locations, and attach media through a secure mobile app with offline support.

Technologies

Python · FastAPI · PostgreSQL · Next.js · React Native · Docker · OneSignal

One operational view replaced phone chains across the entire workforce.



Recognition & Programmes

Clutch — 5.0

Verified client reviews



Top AI Company in Latvia

Clutch



Top B2B Services

Clutch



Top Custom Software Development

GoodFirms



Top Software Development Companies

DesignRush



Most Reviewed — App Modernization

The Manifest



EU-backed export programme

Snotor participates in the “SME Innovative Business Development” programme of the Investment and Development Agency of Latvia (UAA), co-financed by the European Regional Development Fund — agreement signed 21 March 2024.

Latvian IT Cluster member

Snotor is a member of the Latvian IT Cluster, the national association of Latvia's IT industry (itbaltic.com).

Why Snotor

1

Right-size

80 specialists — full-cycle capacity and parallel workstreams, with founder-level attention on every project.

2

Proven at national scale

Norway's #1 social app — 200,000+ users — built and run by our team, from one engineer to a multi-year partnership.

3

EU by design

Riga-based EU contracting entity, GDPR-documented data chain, NIS2- and AI-Act-ready delivery.

4

AI that ships

From a free AI Readiness Check to production systems integrated with your ERP — mockup preparation cut from 3–5 days to hours (~87%).

5

Predictable start

Free 90-minute consultation, fixed-fee Discovery credited to your project, engineers onboarded in 2–4 weeks.

Let's Talk

Bring a process, not a specification — the first
90-minute consultation is free.



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