



REPUBLIC OF ESTONIA
CENTRE FOR
DEFENCE INVESTMENTS

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Letter of Interest

Dear Mr. Halapuu

Estonian Centre for Defence Investments (ECDI) is writing to express our strong interest in the Glancecore AI multi-spectral camera system. We believe the innovative solution has the potential to significantly enhance the operational capabilities in semi- and fully autonomous aerial platform operations.

As a central procurement body within the Estonian Ministry of Defence's area of administration, we frequently encounter the limitations of current camera systems in contested or low-visibility environments. The added capabilities of a compact, stabilized, low-latency CMOS and MWIR/SWIR Edge AI camera addresses a critical gap in the market for Autonomous Systems.

We are particularly interested in the ability to reliably maintain high-accuracy target identification and system navigation under extreme conditions while reducing computational load and power consumption. We understand that this is achieved by the seamless image fusion of the two sensors by Glancecore AI which provides AI models with unique data input. We believe this technology could offer a critical advantage in complex operational theaters and in addition under GPS-denied and/or spoofed conditions.

ECDI would appreciate the opportunity to engage in further discussions to understand the capabilities, technical specifications, integration requirements, and potential development roadmap of your camera system.

Thank you for your time and consideration. We look forward to the possibility of a productive collaboration.

Respectfully,

Maia Prunt
Strategic Category Manager
Acting as Head of Procurement Bureau