

Partnering Opportunity

Profile status : Published

Business Request

Italian company producing high-quality roasted coffee is looking to establish long-term partnerships under distribution services agreement with new coffee suppliers in EU and extra EU

Summary

The Italian company, specialized in producing high-quality roasted coffee is looking for new suppliers of unroasted coffee beans. The company is looking to establish a long-term partnerships under distribution services agreement in EU and extra EU.

Creation Date	13 April 2021
Last Update	22 April 2021
Expiration Date	23 April 2022
Reference	BRIT20210323001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3314fe80-62c8-447c-80c1-2c4a6fca2313

Details

Description

The Italian company, already producing olive oil in Tuscany, has purchased in 2016 a coffee brand which was set up in 1999 thanks to the passion for coffee of its former owner. A consultant working for the brand since 1999 is now working for the new owner, so that the expertise and long time experience in the coffee sector is not lost. Being one of the 52 founding members of the Specialty Coffee Association for Europe, an European Association

launched to promote high-quality coffee, the company is very attentive to quality in processes and products in the coffee technical field.

The company is specialized in the manufacturing of roasted coffee, roasting each coffee origin separately and blending them afterwards, with an accurate selection of raw materials, coming from different parts of the world. The company's products range includes coffee in beans and ground coffee, currently distributed mainly at national level to hotels and restaurants sector and small-scale retailers. The carefully studied and balanced coffee blends come from the selection of the highest-quality certified origins and are kept consistent over time. The company's philosophy is to produce a high-end blend for maximum customer satisfaction.

The company has already a wide range of Specialty Coffees available, which are distinguished by greater acidity and aromatic complexity.

The Italian company is now looking to establish long-term partnerships under distribution services agreement with new suppliers of unroasted coffee beans from EU and extra EU countries.

Partnering Opportunity

Profile status : Published

Business Request

Japanese trading company supplying municipalities and local utility providers is looking for sustainable products and technologies to distribute

Summary

A Japanese trading company is looking for products and technologies in the sectors of power, water, and hazards management to be distributed to municipalities and local utility providers, for them to achieve sustainability goals. These could be technologies used in case of natural disasters and products used continuously for safety, reliability and environmental friendliness. The company wishes to engage in a commercial agency or distribution services agreement with relevant partners.

Creation Date	02 April 2021
Last Update	02 April 2021
Expiration Date	03 April 2022
Reference	BRJP20210402001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/204b00ae-8d94-44af-af66-ed7f05d1752c

Details

Description

This Japanese trading company with over five decades of history is looking for a variety of products capable of contributing to business continuity, resilience, and sustainable development goals of municipalities and local utility providers.

As Japan's energy market has reached the final stages of liberalization in recent years, the market landscape has changed drastically. Dozens of independent power providers, operated by municipalities, are being established. As

a result, energy production in Japan is becoming increasingly decentralised. Along with this, new needs for business continuity and resilience have emerged. At the same time, consciousness for global problems is increasing in the country, and topics such as environmental friendliness and the United Nations' sustainable development goals have gained traction.

The trading company has a number of local utility providers among its customers and is looking for products and technologies that cater to the aforementioned needs. Examples are power storage systems, emergency power generation systems, emergency water supply systems, and biodegradable materials. The company envisages acting as an interface between the producer and the user, buying directly from the EU manufacturer and selling to customers in the Japanese market. The trading company has more than five decades of experience in importing goods from Europe and successfully distributing in the Japanese market. It counts among its customers all big industrial groups of Japan. Currently the company is acting as official distributor for several European and American companies.

Traditionally, the companies' strength lies in the field of parts and materials for the heavy electric industry, for example for power transformers and switchgear. Lately, adjusting to the developments in the Japanese market, the trading company has expanded its activities to other domains. Those include products related to sustainable development goals and decarbonisation (for example biodegradable packaging material or carbon neutral dielectric fluid). New customers, as above-mentioned municipalities and local utility providers, have also been gained. It is confident it can use its sales network to effectively promote the partners' product in the form of a commercial agency or distribution services agreement.

Partnering Opportunity

Profile status : Published

Business Request

Polish food distributor offers distribution services

Summary

A company from the region of central Poland, which represents a private sector, has been working on the market since 1990. The company distributes cream, goat's milk, cow's milk, Greek yogurt, feta cheese, food supplements, organic food for both commercial units as well as retail chains. The company offers distribution services for suppliers of food products mainly from Italy, Greece, Spain and other countries.

Creation Date	26 April 2021
Last Update	28 April 2021
Expiration Date	29 April 2022
Reference	BRPL20210426001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b5318585-aa5f-4448-9a0c-247ffe134a67

Details

Description

The Polish import company has been operating on the Polish market since 1990 and is specialized in preserved food line. The company is very active in the import field and trade in the following food products: cream, goat's milk, cow's milk, Greek yogurt, feta cheese, food supplements, organic food. The company is looking for producers of the above mentioned products in order to become a distribution partner. The company has many years of experience in international trade and established business relations with partners from countries all over the world. The company would like to expand business cooperation and is looking for foreign partners mainly from Italy, Greece, Spain and from other countries.

Partnering Opportunity

Profile status : Published

Business Request

A Romanian bean bag manufacturer is interested in cooperating internationally with suppliers of expanded polystyrene beads under distribution services agreements.

Summary

The Romanian company seeks suppliers of EPS 50 – expanded polystyrene beads for their bean bag production line. They are interested in cooperating with international partners (no matter their country of origin) under distribution services agreements.

Creation Date	05 April 2021
Last Update	13 April 2021
Expiration Date	14 April 2022
Reference	BRRO20210405001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3dd92ed7-acfa-44ff-b79b-0ec7359b5769

Details

Description

The 2008 founded Romanian company specialises in the design and production of a range of differently age- and activity-oriented bean bags. The firm develops four lines of production, namely:

- memory foam bean bags which come in different sizes and are fitted for yoga practice;
- bean bags filled with polystyrene beads which come in different sizes (from hobbit to giant) and shapes

(from footstool to sofa style) and which are designed for a variety of age categories (infants to adults);

- outdoor fun and relaxation, dirt and water-repellent bean bags filled with either memory foam or polystyrene beads, which are available in a number of colours, shapes and sizes and are ideal for lounging in nature;
- kids' bean bags ideal for indoor and outdoor use, shape-fitted to offer comfort during gaming or TV watching activities, in different height and weight proportions that give stability and neck support.

The company seeks suppliers of EPS 50 – expanded polystyrene beads for their bean bags within the frame of distribution services agreements. By accessing international partnerships, the Romanian SME could more easily and readily obtain the mentioned material and, consequently, improve their product line and satisfy market demands more promptly.

Partnering Opportunity

Profile status : Published

Business Request

Russian metalworking company is looking for metal suppliers

Summary

The Russian company from the Tver region specializes in laser cutting, stamping, bending, welding, powder coating of metal and sheet metal manufacturing. The company is interested in finding a partner that supplies metal and materials for metalworking under a supplier agreement.

Creation Date	25 March 2021
Last Update	07 April 2021
Expiration Date	08 April 2022
Reference	BRRU20210325001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6d508c93-f8ba-4a96-835a-a724cfa9fff0

Details

Description

The Russian company from the Tver region was founded in 2009. Over the years, the company has processed more than 45,000 tons of metal. The company specializes in laser cutting, stamping, bending, welding, metal powder coating, sheet metal fabrication.

The functionality of the company's equipment allows working with various types of metal. Advanced techniques guarantee high speed and cut quality. The company's own grinding equipment and a wide range of additional tools for metal bending and for turret punch press allow to speed up changeover downtime, to reduce the unit-cost of products, and to perform various operations: dimpling, blinds, molding, threading, and others. Powder coating

technology involves the electrostatic coating method of applying followed by heating and curing. This method of powder coating is economical and environmentally safe. Quality control is exercised at all stages of the product lifecycle.

The Russian company is looking for foreign suppliers of various types of metal: structural steel, stainless steel, galvanized steel, aluminum, brass (thickness up to 20mm) for the conclusion of a supplier agreement. All products must comply with international ISO standards and be supplied with all accompanying documentation. The partner must supply the products in sheets or rolls cut to a certain size. Also, the supplied rolls can be covered with a protective film. The delivery will have to be carried out in batches. More precise delivery dates and volumes will be specified after the first conversation with a potential supplier.

As a result of the cooperation, the company sees the expansion of the supplier base, increasing profits, for a partner - expanding the geography of sales, increase in profits.

Partnering Opportunity

Profile status : Published

Business Request

The Russian company offers representation/distribution services for manufacturers of industrial equipment in the Russian market

Summary

Russian company specialized in industrial construction is looking for European manufacturers or suppliers of industrial equipment from construction, metallurgy and agricultural sectors for representation, promotion and sales of their products in the Russian market to conclude commercial agency agreement.

Creation Date	22 April 2021
Last Update	27 April 2021
Expiration Date	28 April 2022
Reference	BRRU20210422001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f1e06cd9-1b05-4012-8551-c40c2be522b2

Details

Description

The Russian company from Krasnodar region was established in 2004. The company is offering commercial agency agreements to partners in different countries of the world who are interested to open up the Russian market and increase the awareness level of the products and services abroad.

The company specializes in providing contractor services for installation and construction of new plants and modernization of existing industrial enterprises. The company has strong contacts with leading companies in

various fields of industry.

At the moment the company's portfolio includes a number of large projects in the woodworking, gas and petrochemical industries, nuclear-power engineering, pulp and paper as well as chemical industries.

It intends to search and meet potential customers, prepare presentations, release products from customs, present the products and the manufacturer to relevant customers. They offer to create/implement new product introduction and marketing strategies in the Russian market, attract customers, manage customer services, prepare and conduct negotiations in benefit of the client, intermediary services, organization of sales structures, and support in logistics, customs and legal processes.

The company can offer the following:

- 1) Sales manager who will be active on the Russian market to promote products of its partner
- 2) Project manager with market knowledge who will be responsible for communication between companies and translations of negotiations, technical documentation, etc.
- 3) Creation and support of the web sites in Russian language
- 4) In future also participation in specialized exhibitions and distribution of advertising documentation about products of the partner.

Partnering Opportunity

Profile status : Published

Business Request

A Turkish manufacturer of carpet yarns is searching for international suppliers and manufacturers of Polypropylene H 2245, Polypropylene H25FBF, Polypropylene homopolymer S2025 raw materials under supplier agreement or manufacturing agreement

Summary

This Turkey based company is an expert in the textile sector. It is a manufacturer of polypropylene carpet yarn. They are looking for a supplier agreement or manufacturing agreement with a company able to provide Polypropylene H 2245, Polypropylene H25FBF, Polypropylene homo polymer S2025.

Creation Date	17 March 2021
Last Update	06 April 2021
Expiration Date	07 April 2022
Reference	BRTR20210317001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ec45cc47-4ede-449b-88d8-36fbde1f791b

Details

Description

The Turkish company was established in 2003. The company is mainly exporting UK. It has a huge potential of production capacity in order to match the needs of the market. Not only UK and Turkey, it would like to expand its

Ref: BRTR20210317001

sales network all around EU, USA and UK. The products are single layer and double layer, Mono-color - Tricolor-CPC (Color Pop Compacting), BCF (Bulk Continuous Filament), Heat-set, Frieze polypropylene carpet yarn in different qualities and colors. The types of the yarns which are in the production process so far are intermingled yarn, twisted yarn, heat-set yarn, frieze yarn, and tricolor yarn. Polypropylene yarns in various quality and colors that by the manufacturer are used in the manufacturing partial machine-made carpets, wall-to-wall carpets, bathroom and car mats and upholstery cloth. Their raw materials are originated from well-known producers. Comparably, their extensive range of carpet yarns is made and quality tested according to the international standards. They consider their clients and suppliers as partners, and they highly estimate their clients' long-term value. Since this type of raw material is produced very limited in Turkey, the company is looking for a supplier agreement or manufacturing agreement with a company able to provide Polypropylene H 2245, Polypropylene H25FBB, Polypropylene homo polymer S2025.

Partnering Opportunity

Profile status : Published

Business Request

Croatian company active in the area of distribution and trade in metallurgy sector offers a distribution services agreement and trade intermediary services

Summary

A company from Croatia, operating within metallurgy sector, specialised in the production of metal products, but also in the distribution, offers a distribution services agreement and trade intermediary services to prospective partners from Europe and beyond.

Creation Date	22 April 2021
Last Update	28 April 2021
Expiration Date	29 April 2022
Reference	BRHR20210422001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1d9f0702-e085-4a10-b02f-fe2331e62597

Details

Description

Guided with years of experience in the wholesale, acquired in reputable metallurgy trading companies, the client decided to start his own business. The company was founded in 2014. and is operating within metallurgy sector. The company has two departments:

1. manufacturing of different metal parts, and
2. wholesale of different metal products.

The company's main products are:

- products made of wrought iron (such as pipes - square, rectangular, handrails and arches),
- stainless steel, aluminium, zinc including ferrous metallurgy (sheets, pipes, profiles), and
- other metal products (locks, cylinders, handles etc.).

The company offers their services in export-import businesses and wholesale and thus offering their intermediary services. The company would like to act as representative for potential clients and to sell their metal goods. The company would like to offer its distribution services in order to expand their product offer for end users.

Partnering Opportunity

Profile status : Published

Business Request

French importer seeks a manufacturer of seawater heat exchangers for marine applications on-board vessels under distribution services agreement

Summary

A French company has specialised in distributing brased plate heat exchangers and is now willing to complete its range. The SME is currently looking for a manufacturer of reliable, not bulky and lightweight heat exchangers for the maritime sector on-board with the direct use of seawater for cooling. Heat exchangers should be CE marked, hydraulically approved for marine applications. A distribution services agreement is sought with a manufacturer of such products, preferably located in Europe.

Creation Date	08 April 2021
Last Update	09 April 2021
Expiration Date	10 April 2022
Reference	BRFR20210406001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5b4f5a6e-ed7-4ecc-84e3-bbb213f23d3f

Details

Description

Since 2012, the French company has specialised in distributing brazed plate heat exchangers through a national network of dealers, retailers, installers/repairers. The SME supplies optimised cutting-edge heat exchangers for HVAC, refrigeration, domestic heating, industrial heating / cooling markets, marine and transportation and process sectors.

The SME built its reputation at the price of a constant investment in the service of their customers. It provides,

specialised help calculation and choice of more efficient heat exchangers in any installations where heating or cooling media is necessary.

The company in energy sector currently intends to complete its range with reliable heat exchangers which should be for on-board marine applications ; that means not bulky, compact and lightweight but resistant and lasting for salt water (in titanium, plastic and so on), hydraulically tested and certified in the marine applications.

The French SME is looking for a long-term partnership under a distribution services agreement. The partner should be a well-established industrial manufacturer of compact heat exchangers preferably located in Europe.

Partnering Opportunity

Profile status : Published

Business Request

A Greek company is looking for metal surface coating services under an outsourcing agreement

Summary

An SME company based in Greece, active in the field of hydrogen production is looking for an experienced partner with suitable metal surface coating technology of thin alloy metal sheets. The type of partnership is outsourcing agreement.

Creation Date	27 April 2021
Last Update	28 April 2021
Expiration Date	29 April 2022
Reference	BRGR20210427001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/46ab1423-c458-425f-8e65-ff3de096bae9

Details

Description

A Greek engineering company is active in the field of hydrogen production from renewable and conventional sources, as well as for power production via hydrogen and fuel cells.

The company is looking for an experienced partner, possessing a suitable metal surface coating technology. The scope of the request is the coating of thin Iron-Chromium-Aluminium (FeCrAl) alloy metal sheets, with a ceramic substrate preferably via spraying deposition. The procedure is preferable to be automated in order to allow reproducible coating results. The desired coating film thickness is about 0.1mm. The dimensions of the thin metal sheet may vary as follows Width:25cm, Length:30-60cm while its thickness is 0.05-0.1mm. Between the repeating

cycles of spraying/drying, a step of calcination may be necessary.

The Greek company is looking for companies that possess the technology and the capabilities to provide the required surfaces. The type of partnership sought is outsourcing agreement.

Partnering Opportunity

Profile status : Published

Business Request

Dutch creative SME with award winning baby/children's bedding and nursery textile is looking for fabric manufacturers, who can supply them with small quantities.

Summary

A Dutch designer and supplier of high quality and award winning children's bedding and nursery textiles is looking for a manufacturing partner. The SME is looking for a supplier who has a ready-made product, but is willing to supply the goods under a private label. The company wants to use the existing range of a producer / supplier and is willing to conclude a supplier agreement.

Creation Date	26 March 2021
Last Update	05 April 2021
Expiration Date	06 April 2022
Reference	BRNL20210319001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2f80751e-fab5-421a-883c-1167ed52af58

Details

Description

The owners of the Dutch SME started their activities in the beginning of 2016 and founded their new brand in the field of sleep, care and play essentials for children in the age of 0-11 years. The company works closely together with parents, guardians, kids and shop owners. By carefully listening to what the user believes that is important, the owners were able to launch their collection. The result of this cooperation is an innovative bedding concept:

consisting of sheets, blankets and duvet covers. The products have elastic corners on one side, in this way the bedding perfectly fits the lower end of the mattress, just like a fitted sheet and babies and children will not be able to kick it loose. In 2017 the brand has been awarded with an international innovation award for its smartness, distinction in style and appearance and the use of high quality and safe materials. This prize resulted in an increase in demand for the SME's products and in order to scale up the SME is looking for a partner, to conclude a supplier agreement so that this partner can manufacture the required textile fabrics..The Dutch SME is looking for a supplier of small quantities of teddy (microfiber), cotton (poplin), corduroy and velvet (80% cotton/20% polyester), hydrophilic (muslin) double layer 120 gr/m fabrics . Per type of fabric the order size will be about 500 meters.

Partnering Opportunity

Profile status : Published

Business Request

Polish company specialized in distribution of blood transfusion equipment seeks manufacturers interested in distribution services agreement

Summary

Polish distributor whose staff is experienced with medical equipment for blood transfusion used in blood banks and labs in Poland is looking for a manufacturer or supplier of goods meeting the market requirements. The company is interested in cooperation within distribution services agreement.

Creation Date	16 April 2021
Last Update	27 April 2021
Expiration Date	28 April 2022
Reference	BRPL20210416001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d575bb66-d73f-46c6-bf9b-a74683de77c3

Details

Description

The Polish company is focused on the Blood Transfusion Equipment Market. It was founded in 2014 as a distributor of medical equipment for blood transfusion.

The staff has over fifteen years of experience in blood transfusion sales and marketing. The company already works with suppliers from all over the world.

Their main goal is to satisfy the needs of blood transfusion customers - blood banks and laboratories in Poland.

Every offer satisfying blood transfusion market will be taken into consideration, provided that the equipment

supplied is becertified and meet quality standards. More precise terms and volumes of delivery will be agreed upon as a result of negotiations with a potential partner.
The company is looking for new suppliers and manufacturers offering medical, blood transfusion equipment - potential partners interested in distribution services agreement.

Partnering Opportunity

Profile status : Published

Business Request

Italian company involved in the production of handmade jewels and watches is looking for investors abroad to stipulate a financial agreement.

Summary

Italian company located in Sicily which produces handmade jewels and watches would like to find partners/investors, interested in this niche production with whom establish a financial agreement.

Creation Date	01 April 2021
Last Update	06 April 2021
Expiration Date	07 April 2022
Reference	BRIT20210329001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ec822f87-1039-4df7-b254-1626fe286c5e

Details

Description

This Italian company, located in Catania, Sicily, was founded in 2017 when two women, an architect and a graphic designer, decided to change their lives, and to start making realising things manually.

What originated is an hybrid jewellery, a combination of local traditions and modernity, artisan and industrial elements.

The whole production is predominantly realised using bronze, either gold-plated, rosé-plated or ruthenium-plated. What matters the most is the material itself, with its inner qualities, the way it moves and changes position

according to the body's movements, and even the sounds it produces when doing so.

That is why, this company's jewels have been defined as "gioielli mobili" ("moving jewels"), or even better as "microarchitettura" (microarchitectures).

Hand tools, such as files, sandpaper, saws are deployed ad hoc, as the materials themselves suggest.

A moving project for these moving jewels, as the production takes place in two laboratories, settled in Venice and Catania.

The rings mainly present unusual square bases, while a few of them also include mobile parts. Their originality lies in the kinetic quality of the micro-sculptural elements mounted on these square bases.

Venetian pearls (declared UNESCO patrimony), Murano glass, Caltagirone and other Sicilian ceramics, volcanic lava stone and so forth are used to produce them.

The company is interested in finding potential partners/investors, that appreciate both the artistic technique and the potential of the 'Made in Italy'. Investors should believe in the products and keen to invest on them, to expand the business and to implement the production.

The products are ideally suited to be displayed and sold in museum and exhibitions, as well as in bookshops, concept stores and even niche fashion retail spaces.

The company offers to its potential investors the possibility to become part of a niche section of "Made in Italy" under a financial agreement. This jewellery has a great commercial appeal, since it combines together Venetian artistic traditions with unusual Sicilian materials, able to pique the interests of many.

Partnering Opportunity

Profile status : Published

Business Request

Dutch webshop is looking for producers of women handbags in the frame of a manufacturing agreement

Summary

A young webshop is specialized in selling design luxury lifestyle products. The company is now looking for a producer of women bags who works with different materials like, leather, canvas and/or synthetic material. The Dutch company is looking for production company based in Turkey, Portugal and Spain within the frame of a manufacturing agreement.

Creation Date	16 April 2021
Last Update	23 April 2021
Expiration Date	24 April 2022
Reference	BRNL20210402002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7f0fd85c-0b02-4bb0-9c62-dbba8230ba40

Details

Description

The Dutch company is growing and that is the reason why they want to expand their product range. The Dutch webshop wants to offer trendy bags for women, with craftsmanship and made of different materials like leather, canvas and synthetics (plastics) applied in specific designs. See pictures in the profile of the proto types of the bags looked for.

They are searching for a production partner who is able to produce small series and is based in Turkey, Portugal or Spain. The new collection consists of 2 models, they want to start with 100 pieces of both models. A manufacturing agreement will be provided.

The company is searching for a production partner:

- With experience in producing luxury women handbags.
- The new partner can produce women bags in different materials like leather, canvas and synthetic.
- The sample for the new collection is available. See photo in the profile.
- Who is willing to produce small amounts, but also has the capacity to produce more.
- Communicate structurally to continue the production in good collaboration with the Dutch company.
- Is punctual with agreements.
- Can speak and write English.
- The potential partner works fair trade and is offering their employees good working conditions.

Partnering Opportunity

Profile status : Published

Business Request

Maltese home & business security systems, automation and renewable energy importer seeks innovative products to add to its portfolio under a supplier agreement or a commercial agency agreement

Summary

Maltese company specializing in the importation and installation of security products such as closed-circuit television (CCTV), intruder alarms, access control, electric fences, traps, fog generators, automation equipment, safes, internet of things (IOT) solutions, parking solutions and renewable energy seeks suitable partners in its sector to conclude a supplier agreement or a commercial agency agreement.

Creation Date	17 March 2021
Last Update	06 April 2021
Expiration Date	07 April 2022
Reference	BRMT20210317001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4347f086-7e9c-4599-b4f3-1a0b8933414c

Details

Description

Established in 2015 this Maltese company is the sole importer and agent of various high-end systems and products. Originally specializing in installation of CCTV systems and 12v solar panel, today the company has grown and has added home alarms, home entry systems, electric fences and photo voltaic solar systems to its portfolio.

Their portfolio also includes security systems such as cameras, alarms, video intercoms, fog systems, access control, gates and vehicles barriers, parking control and safes. They are also involved in the renewable energy sector as well as animal management solutions including electric fences and pest control. Apart from that they also specialise in IOT solutions made up of video conferencing and audio products, digital displays and networking solutions. They offer best audio solutions to restaurants, churches, hotels, bars and offices. They are now interested to expand their product portfolio and would like to find suitable partners in order to conclude a supplier agreement or a commercial agency agreement. They are also open for reselling and turnkey projects.

Partnering Opportunity

Profile status : Published

Business Request

German insulation technology company is looking for subcontracting partners for installation and repair services

Summary

The German company provides a wide range of services and individual solutions in the field of thermal and noise insulation, cold and fire protection for applications in industry and buildings. It is looking for experienced and reliable partners carrying out the installation works under a subcontracting agreement.

Creation Date	26 March 2021
Last Update	07 April 2021
Expiration Date	08 April 2022
Reference	BRDE20210326001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/69bbbb86-e948-4174-b3b9-acd8b1fa73e6

Details

Description

The German company offers high-quality and effective insulation technology and provides comprehensive services for new installations, repairs and maintenance from consultation and planning to implementation. Thermal insulation forms the basis for the safe operation of processes and applications in industry and building services. With its services the company enables the efficient and safe operation of pipelines, tanks, fittings, trace heating systems, and chimney and ventilation systems. The main focus is on technical insulation, cold protection and fire protection.

Clients of the German company are mainly public and municipal institutions, property developers and industrial companies. The company works in close cooperation with engineering consultancies, authorities and customers. With its company size the family-owned business is able to meet special customer requirements in an individual, fast and flexible manner.

The company is looking for subcontracting partners who are able to provide the required assembly works with high quality in a reliable and punctual way. It is looking for qualified technical insulators, teams of 3-5 skilled workers would be ideal for the construction sites.

The German company is interested in a long-term cooperation and could therefore support potential partners regarding the search of accommodation. It is open to cooperation with companies from all EU countries. It has already employees from Portugal, France, Croatia, Hungary and Albania which would ease the communications with potential cooperation partners from these countries.

Partnering Opportunity

Profile status : Published

Business Request

German company is looking for weight plates made of tungsten (wolfram) under a manufacturing agreement

Summary

Small German start-up looks for middle to long-term manufacturing agreement for providing weight plates made of wolfram/tungsten, nickel and iron for long-term cooperation for newly developed and innovative sport product.

The clients looks for a reliable partner who produces tungsten weight plates. For an initial trial 16 sample weight plates are needed according to the specifications in the attachment.

Creation Date	31 March 2021
Last Update	01 April 2021
Expiration Date	02 April 2022
Reference	BRDE20210315001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9b273bb9-9172-476c-8fa0-8eb22edb0f25

Details

Description

German start-up looks for reliable business partner for sourcing/manufacturing Wolfram/tungsten, preferably in the form of weight plates (W90NiFe), for newly developed sport product intended for professional training and competition.

The German client is a professional precision mechanic and a self-employed developer. During the corona crisis he developed a new innovative product for the (international) professional sport.

The customs number for tungsten/wolfram, sintered, round material, is 8101940000. The material for the weight

plates is W90NiFe, the intended weight of a weight plate 0.03g and the form is round. A technical drawing of a weight plate is attached to this profile.

The product is in the prototyping stage and for finalising the product he needs weight plates made of wolfram/tungsten, nickel and iron.

The client looks for a reliable business partner for a medium to long-term manufacturing agreement in Europe, Asia or South America. This agreement-option is chosen due to the fact that Wolfram is rarely and only costly available and the manufacturing agreement would provide the client with the needed pre-product.

Partnering Opportunity

Profile status : Published

Business Request

Dutch wholesaler in wooden toys and school furniture is looking for manufacturer of wooden chairs for children

Summary

A Dutch company is a well known wholesaler of different brands of wooden toys and school furniture in the Netherlands, Belgium and Luxembourg. Due to increasing demand they are looking for a high quality wood working factory interested in a manufacturing agreement for their grandmother's style children's chairs.

Creation Date	16 April 2021
Last Update	23 April 2021
Expiration Date	24 April 2022
Reference	BRNL20210415001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f3e95cff-9f3a-4f00-a9de-89afdc2bedb5

Details

Description

The Dutch company is a well know wholesaler of high quality products made of birch and beech wood in the Netherlands, Belgium and Luxembourg. The toys and child furniture are sold via a good network of high segment toy (web) stores to consumers. The company has its own warehouse and delivery service. All products meet the highest requirements and combine educational elements with joy of playing. Due to a timeless design the products look beautiful, feel soft and smoothly and stimulate imagination, creativity and fine motor control. The products are very robust. Due to increasing sales of their grandmother's style of children's chairs the company is looking for new manufacturers. To start with 1000 pieces of the chairs on the picture. The manufacturer should be familiar with the

high quality demands of children's products like perfect finishing and water-based painting.
The type of collaboration proposed is a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

A UK cookware company is seeking partners to produce both existing and new product range via a manufacturing agreement.

Summary

An established UK based cookware brand are seeking a partner company who are able to manufacture their current product range and going forward help with the development of new products (from 2021 onwards) This collaboration is envisaged to be via a manufacturing agreement.

Creation Date	09 April 2021
Last Update	22 April 2021
Expiration Date	23 April 2022
Reference	BRUK20210329002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d87214ae-7b18-4301-b328-38a783325330

Details

Description

Based in the North East of England the company sells products internationally across Europe with the current manufacturing arm being in China. They seek to bring this closer to the UK as part of an internal streamlining initiative to rationalise their supply chain and reach their sustainable development goals .

They currently order in batches of around 10,000 units but need partners that can operate flexibly to deal with a current upturn in order levels forecasted over the next 18 months as they have a significant amount of latent

demand for products.

They offer a high level of customer service which builds long-lasting relationships with their customers. Since 2017 they have enjoyed consistent growth developing from an Amazon platform to showcasing the products properly across the whole web and not just via Amazon. This development gave the company a new emphasis, which encouraged them to re-brand the entire business to focus exclusively on their inhouse range of cookware. All of the company's products are stylish and functional and designed in the UK after 3 years of product development.

This development cycle is ongoing and they seek partners to manufacture the production of their current product range and work with them to develop the range further over the next 18 months.

They seek a partnering company who can manufacture the current product range and going forward assist with product development for new products, this is envisaged to be via a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

German importer of fish and seafood is looking for vegan or vegetarian fish and seafood alternatives, supplier agreements are offered

Summary

A renowned importer of fish and seafood to the German market would like to extend its product portfolio with vegan or vegetarian fish/seafood substitute products. Long-term cooperation with suppliers of fish alternatives is offered within supplier agreements.

Creation Date	28 April 2021
Last Update	29 April 2021
Expiration Date	30 April 2022
Reference	BRDE20210421001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d19fc156-8817-4e42-a6a3-e8dbf44822df

Details

Description

A Northern German family-owned SME is an importer of fish and seafood to the German market since over 130 years. The company maintains longterm business relations with suppliers worldwide and feels obliged both to the quality and also to the sustainability of its articles.

Expecting a growing demand for sustainable products, the company would like to enlarge it's delivery program with high quality vegan and/or vegetarian fish and seafood alternatives. Contacts to suppliers of appropriate

products are sought. The company is only interested in contacts to producers of ready-to-eat food products, not in contacts to providers of ingredients.

The company is looking for long-term partnerships based on supplier agreements. Partners would supply their products to the German importer, who will further distribute and sell the products within German market.

Partnering Opportunity

Profile status : Published

Business Request

UK clothing manufacturer looking for supplier or designer of easy clothes fastening solution for disabled people

Summary

UK established clothing manufacturer and reseller targeting elderly and disabled people is looking for an innovative clothes fastening solution for shirts, jerseys, knitwear and woven clothes. The solution would enable users to easily close and open garments when dressing and undressing. They are looking to sign a supplier agreement, a commercial agency agreement or licensing agreement. The fastening system needs to be aesthetic, easy to use and hard-wearing.

Creation Date	13 April 2021
Last Update	21 April 2021
Expiration Date	22 April 2022
Reference	BRUK20210413001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0534ca06-c00f-4ced-885a-ddfe4b285be9

Details

Description

A well established UK clothing company with a strong customer base of 4,000 clients mainly female but also a recently launched range of clothing for men, is looking to buy over 10,000 innovative clothes fastening systems for disabled and elderly people.

The solution needs to be either aesthetic, discreet or can be hidden under a normal fastening solution such as a button.

The innovative flexible solution required for shirts, jerseys, knitwear and woven clothes could be based on:

- an encased magnet suitable for people with a pacemaker
- easy fastening zip
- mushroom design
- embedded magnet into fabric or other system.

The fastening solution needs to have high tensile strength and low peel strength so that it is easy to open and close. It also needs to be light weight and should cost under €3 per unit.

The system will be trialled and tested on the market by the UK company.

The company would consider signing a supplier agreement, a licence agreement or a commercial agreement.

Partnering Opportunity

Profile status : Published

Business Request

European manufacturers or suppliers of personalized magnetic metal boxes for children sought by a young Belgian start-up

Summary

As part of a new educational support's development, a Belgian woman entrepreneur specialized in the development of educational and playful learning methods for children seeks European partners able to provide suitable and secure personalized magnetic metal boxes for children's (similar to metallic colored pencil boxes) in order to finalize and market its finished product. Cooperation would take place under the framework of a manufacturing agreement or supplying agreement on a long-term basis.

Creation Date	09 April 2021
Last Update	15 April 2021
Expiration Date	16 April 2022
Reference	BRBE20210408001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3b015e8e-5326-4c32-942b-f622b8b897ea

Details

Description

The recently-established Belgian start-up designs scalable and personalized educational planning support products for children aged 5 to 8 and other family members. This tool is based on a new family method linked to the organization of the child's days in a balanced way and its interaction with other family members ensuring the development of children and parents in a fun and educational way. The family is understood in the broad sense since it can be foster families, adoption centers, education professionals, psychologists, etc. The method includes

an innovative and fun weekly planning box presented as a game so that the child can have fun alone or in a group by developing curiosity, autonomy and benevolence.

The founder has extensive experience in the education and culture sectors. Each weekly planning box contains: a colored and printed magnetic metal box (similar to the children's colored pencil box), metal pawns and activity sheets.

The start-up is testing its market and is having great success. In this regard, the company has developed a pack prototype with children, families and education professionals. The flagship product is currently a basic type box of colored pencils on which company's visual is glued. Unfortunately, the test boxes used does not correspond to the desired dimensions and expected quality regarding the resistance. This prototype enabled the SME to test its method and its product by many families and to collect numerous orders.

To respond to its pre-sales, the Belgian start-up is looking for establish manufacturing agreement with a trustable European partner willing and able to provide them with colored and printed magnetic metal boxes manufactured to its own design specification. Alternatively, it would consider a contract supplying agreement to enable it to have high quality magnetic metal box supplied with a stickers relative to the company design.

Belgian company is able to provide quantitative data and an illustration regarding the wished boxes. Also, the founder is in position to place an order quite quickly with the right partner and conclude partnering decision to meet promptly pending orders.

Partnering Opportunity

Profile status : Published

Technology Request

Albanian manufacture of gold jewelries seeks technology line for gold and silver processing.

Summary

This is an Albanian company, located in Tirana which operates in manufacturing and processing of gold and silver jewelries. With more than 25 years experience in the market, it is looking for partners which can provide the latest technology line for gold and silver processing to be engaged in commercial agreement with technical assistance. This would affect directly to the company competitiveness, by ensuring designing and developing new models of jewelries with lower cost.

Creation Date	24 March 2021
Last Update	01 April 2021
Expiration Date	02 April 2022
Reference	TRAL20210324001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1ca2c714-5dc8-48ae-b6ff-9de3770c17a2

Details

Description

Founded at first in Fier, Albania in 1990, it started its activity as a small own family business. Within few years after starting, the Albanian company has expanded its activity in the capital city of Albania, by establishing in 1998 the first branch in Tirana.

The wide range of services offered by the company, made it be well-known in the market and the quality provided increased its credibility.

These reasons based as a foundation for opening the second branch in Tirana city in 2012 and the third one on March 2017.

The company's range of products include personalized hand made rings, necklace, ear drops, watches and bracelets etc. All the products manufactured on the company its own are hand made.

In order to broader the production of different models addressing client's needs, in lower costs, the company is looking for partners to provide the newest technology line for gold and silver processing, especially for modeling personalized jewelries. The preferred model of cooperation is commercial agreement with technical assistance. The foreign company should provide the technology line/machinery as well as the technical assistance for its using to the Albanian one, which will buy it.

The Albanian company is in need of technological equipment for gold and silver processing.

Partnering Opportunity

Profile status : Published

Technology Request

Italian start-up is looking for a partner with chemical expertise for optimizing the production and colouring process of tiles obtained from recycled organic materials

Summary

An Italian start-up specialized in the production of biodegradable furniture items obtained from organic waste materials is looking for a partner for developing sustainable tiles and improving their colouring process, under research cooperation agreement. The partner should have chemical expertise, and would analyse the waste materials used in the tiles' production and colouring process, to help solve the issues facing the currently developed tiles, such as their resistance problems to humidity.

Creation Date	30 March 2021
Last Update	07 April 2021
Expiration Date	08 April 2022
Reference	TRIT20210330001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fc63f050-b1cb-43a8-8e9f-f43128ef39c1

Details

Description

The Italian-based start-up is specialized in sustainable design and the production of furniture items using biodegradable, plant-based materials obtained from post-industrial waste. The production process involves for example leaves and stalks discarded from tobacco cultivation, the pomace remaining from the solid wastes of

wine production or coffee scraps.

The start-up is currently working on the development of sustainable and fully biodegradable cement tiles. Its project seeks to use waste biomaterials both as sustainable pigments for colouring tiles and as a viable alternative to polluting materials used in processing traditional tiles (e.g. cement and finishing materials of petrochemical origin). The pigments used for colouring traditional tiles are derived from inorganic (mineral) resources or synthetic organic pigments, the latter obtained by refining petrochemical products. The extraction and processing of synthetic organic materials, like the extraction of inorganic ones, have both negative environmental impact. Similarly, the use of cement and finishing materials of petrochemical origin used in the production of traditional cement tiles is not environmentally sustainable.

Therefore, the start-up is looking for a sustainable replacement for tiles and their colouring process using materials derived from agro-food waste.

Currently, the start-up has developed a collection of rectangular-shaped tiles with dimension 20cm x 6cm in ochre colour, the latter obtained from tobacco and coffee waste. Further customisable designs and pigmentations are under development.

Yet, the start-up is experiencing problems with the waste material used as pigmentation for the tiles. In more specific terms, the material shows alterations in presence/prolonged exposure to humidity. Furthermore, the waste materials supplied as an alternative to cement do not have the chemical characteristics suitable for tiles processing. In order to complete the development of fully sustainable and biodegradable tiles, the start-up is seeking a technological partnership with professional with expertise in the chemical field, under research cooperation agreement. The support required would be in form of analyses of the used bio-waste materials, aimed at: first, solving the humidity issues of the tiles' pigmentation materials, and second, identify how the recycled biomaterials can be optimized for substituting cement and other materials of petrochemical origin used in the tiles production.

Partnering Opportunity

Profile status : Published

Technology Request

Russian company engaged in electricity generation is looking for solutions and technology from foreign partners for the production of SRF

Summary

A Russian company from Moscow is looking for owners of a technology that would allow municipal solid waste to be sorted in order to produce solid recovered fuel (SRF), which will be used to produce electric energy. The company would be interested in commercial agreements with technical assistance, create a joint venture or license agreements.

Creation Date	06 April 2021
Last Update	12 April 2021
Expiration Date	13 April 2022
Reference	TRRU20210406001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a5c2c60c-5000-4ab1-a900-8d2fba888162

Details

Description

The Russian company from Moscow was created in 2017 to create infrastructure in Russia for the treatment of solid municipal waste, including 1-2 hazard classes (batteries, mercury lamps and accumulators). The company has all the necessary permits, connections, and most importantly finances for the implementation of waste recycling projects in Russia.

Today, all collected waste from the population in Russia is disposed of at special landfills, thereby creating a dangerous environmental situation. The Russian government launched a garbage reform, one of the goals of

which is the complete utilization of municipal solid waste and the minimum disposal of inert materials after sorting at landfills. The Russian company is implementing some projects in Russia for the construction of plants (more than 100 plants in priority) for sorting municipal solid waste (in particular, sorting of biological waste), for producing SRF fuel after sorting and generating electricity from the obtained solid recovered fuel (SRF). At the moment, the construction of one pilot plant in Russia is under consideration to sort 700,000 tonnes of municipal solid waste per year to obtain SRF fuel and further generate electricity.

The Russian company is looking for design and engineering companies that own such technology as part of a commercial agreement with technical assistance, a joint venture or a license agreement. Within the framework of a commercial agreement with technical assistance, a foreign partner will have to prepare a detailed commercial proposal for the necessary equipment for a plant in Russia for sorting municipal solid waste, producing SRF fuel from them and further generating electricity from SRF fuel. Next, the partner will have to provide all the necessary design and engineering documentation for the construction of such a plant, supply the necessary equipment for the plant and ensure its commissioning. As part of the joint venture, the foreign partner is invited to create a company in Russia, where he will enter an equal share and sell all his technologies to the new company. The Russian side will provide production facilities and provide orders for many years to come. Under a license agreement, the Russian company is ready to sign an exclusive agreement on the use of this technology in Russia. A foreign partner will have to supply this equipment to Russia and carry out its commissioning, warranty and post-warranty services, participate in the preparation of design and engineering documentation with customers. The Russian side will engage in attracting Russian large customers.

Partnering Opportunity

Profile status : Published

Technology Request

Russian company is interested in finding foreign partners offering innovative waste disposal technologies

Summary

A Russian company from Moscow is looking for new technological solutions for the disposal of various types of oil sludge. The requested technology must simultaneously and efficiently dispose of solid and liquid sludge. The company is looking for partners as part of a joint venture agreement.

Creation Date	07 April 2021
Last Update	07 April 2021
Expiration Date	08 April 2022
Reference	TRRU20210407001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c23793db-2888-4410-bd19-1ae01f7c4870

Details

Description

A Russian company from Moscow is engaged in the implementation of large-scale projects for the disposal of various types of waste. The company has more than 10 major projects implemented in three countries. At present, the Russian company organizes the collection of hazardous household waste throughout Russia, and also implements a number of projects in the petrochemical industry, including the disposal of oil sludge.

Today, there are several types of the most common methods for the disposal of oil sludge, such as heat

treatment, chemical treatment, biodegradation, physico-chemical treatment and centrifugation processing. But they all have significant drawbacks, which are either the high cost and low efficiency of the recycling process, or reaction products, for example, dioxins and furans, can form.

The Russian company is looking for an effective technology for the disposal of oil sludge that is formed during the construction of oil and gas wells, during commercial exploitation of oil refining fields, waste water treatment, when cleaning tanks and other equipment, as well as in energy complexes, transport, engineering, chemical and metallurgical enterprises and etc. In the requested technology, any method of disposal of oil sludge can be applied, but it must utilize all types of solid and liquid oil sludge without the formation of emissions of harmful substances into the atmosphere. The technology requested should be capable of utilizing 50,000 tons of oil sludge per year. Also, the technology should already be implemented on the market and work effectively for its further demonstration to a Russian company and appropriate certificates and intellectual property rights should be obtained for it.

The Russian company is looking for foreign partners who have innovative and effective technology for the disposal of solid and liquid oil sludge under the joint venture agreement. Under this agreement, a joint company in Russia will be created together with a foreign partner. A foreign partner will join the founders and management staff to the newly created company in Russia and transfer all its intellectual property to it, as well as come to Russia together with a key team to participate in the company's business and production processes. The Russian company will provide orders for the newly created company, it is planned to build more than 50 plants in Russia for the disposal of oil sludge and their further maintenance.

Partnering Opportunity

Profile status : Published

Technology Request

Austrian company is looking for partners for the creation of a novel collection box for electronic waste

Summary

As part of an open innovation challenge, the innovation unit of a big Austrian company is looking for technology partners to co-create a new recycling system for the decentralised collection of e-waste. Requested topics are the design of the e-waste box using new technologies that enable a first-class user experience with a digital interface (customer motivation) and streamlined operations (fill-level etc.). Commercial agreements with technical assistance or technical cooperations are proposed.

Creation Date	12 April 2021
Last Update	12 April 2021
Expiration Date	28 June 2021
Reference	TRAT20210412001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/58939be7-a2f7-422e-8dc1-f561a7ed5147

Details

Description

Austria produces over 200,000 tons of electronic waste every year. Only about 50% of this is currently recycled. The rest often ends up in residual waste where it causes problems (e.g. risk of fire from batteries) or is shipped to developing countries. Either way, it is not returned back into the system the way it should be to close the loop. Most people want to act sustainably but also look for convenient solutions. A trip to the next recycling drop-off point can be a hurdle and not everyone knows that they can return old devices to their retailer when they buy a new one.

The innovation unit of a big Austrian company, which is providing waste management as one of their services, now wants to reduce the e-waste in residual waste and to increase the recycling rate through proper disposal.

In the framework of an innovation challenge they are calling all creative thinkers, designers, developers, start-ups and companies to work with them on the design of a new recycling system for the decentralised collection of e-waste "as a service".

They are looking for a new solution that can be placed in well-frequented locations, such as supermarkets or offices. Ideas for this novel "e-waste box" can address the creative design of the box, the user experience for a digital interface (contained in the outer part of the box), innovative materials for the construction of the box and new technologies that simplify the operations behind the e-waste box.

IMPORTANT: This technology request refers to an innovation challenge published as part of an open innovation community format. If an organization expresses interest before 30 April, it will be guided towards this open innovation platform. After registration via the platform participants will be contacted by the Austrian company to organize an initial meeting where they can discuss goals and expectations. Expressions of interest submitted after 30 April will be directly sent to the Austrian company.

The deadline for expressions of interest is 30 June 2021! However, it is highly recommended to express interest until 30 April, because team building and concept development will already start in May!

The whole co-creation program will run until October 2021. Ideation, team building and concept development are planned for April-June. The Austrian company will then select 1-3 concepts. The prototyping and presentation phase is planned for July-October. The Austrian company is interested in a long-term cooperation. This might take place in the frame of a commercial agreement with technical assistance or a technical cooperation agreement but other cooperation agreements could also be discussed later.

Partnering Opportunity

Profile status : Published

Technology Request

Looking for polymer electrolyte membrane (PEM) electrolysers

Summary

An innovative French company is designing an hydrogen production station powered by photovoltaic panels and hydrogen fuel cell. The company is starting to manufacture stations and is currently looking for PEM electrolysers that can be connected to renewable energies for the electrolysis of water. A commercial agreement with technical assistance or a technical cooperation agreement is sought with a manufacturer of PEM electrolysers or any private / public body with strong expertise in this field.

Creation Date	09 April 2021
Last Update	14 April 2021
Expiration Date	15 April 2022
Reference	TRFR20210409001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c9a8e388-65ef-4f9d-b057-b0e9a0a8793b

Details

Description

The electrolysis of water is an important technology for the production of hydrogen for use as an energy carrier. With fast dynamic response times, wide operating ranges and high efficiencies, water electrolysis is a promising technology for energy storage coupled with renewable energy sources.

As a result, the French company has designed a complete system for producing hydrogen from renewable energies. The company intends to develop its activities on the French market and must find a way to expand its manufacturing capacities. The PEM electrolysers will be adapted to the specific needs.

The company is looking for a technical partner to jointly develop specific PEM electrolysers in France or an industrial manufacturer partner capable of commercially supplying PEM electrolysers to France and the technical support for their implementation.

The company seeks partner for a technical cooperation agreement or a commercial agreement with technical assistance.

Partnering Opportunity

Profile status : Published

Technology Request

A Greek company is looking for alternative uses of melt blown fabric used in face masks

Summary

A Greek SME company active in the production of face masks, using melt blown, non-woven material, made of polypropylene, is looking for other uses of this fabric. The company is looking for research institutes or companies that own technology and knowhow for using the fabric in other sectors for producing new products or services. The types of partnership considered is license or commercial agreement.

Creation Date	24 March 2021
Last Update	07 April 2021
Expiration Date	08 April 2022
Reference	TRGR20210310001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a2f0c27f-3c77-4787-b44f-6efe3871dd2a

Details

Description

The Greek SME company is active in producing three layered, type II and type IIR, disposable surgical facemasks. The company established in March 2020, during the first COVID 19 crisis. The company manufactures surgical masks with bacterial filtration efficiency using a state-of-the art production unit. The company produces also its raw material, called filter melt blown. The melt blown material is made from pure polypropylene and is an electrostatically charged fabric designed for high bacterial filtration efficiency.

The company is looking for alternative uses or solutions of the melt blown fabric. The company is interested to purchase the suggested manufacturing or transformative technology for producing new products or services. Type

of partnering considering is commercial or licensing agreement depending on the offer of the partner.

Partnering Opportunity

Profile status : Published

Technology Request

Italian company looking for collaboration in identifying industrial uses of vegetal waxes

Summary

An Italian SME specialized in coffee decaffeination is aiming to become a zero-waste company. While they can reuse or recycle every resource used during the process, the only waste they still produce are waxes extracted from the coffee beans. They are looking for technical collaborations in order to identify the possible uses of these vegetal waxes in other industries. They are also interested in research collaboration on circular economy and industrial symbiosis topics.

Creation Date	23 March 2021
Last Update	01 April 2021
Expiration Date	02 April 2022
Reference	TRIT20210323001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3d9003b7-bfa1-45ad-8f45-6bb559c37cf0

Details

Description

The company has a long lasting experience in processing green coffee beans and it is specialized in decaffeination. They are very innovative in terms of process optimization and their vision is to become a zero-waste company, with an holistic approach on circular economy. At the moment they are able to re-use and recycle most of their resources, except for the waxes extracted from the green coffee beans after the decaffeination process. The quantity and characterization of these waxes change, depending on the coffee type (Arabica or Robusta) and the blending. They had contacts with agro-chemical industries and textile industries, and now they would like to identify the most profitable re-use of the natural waxes. For this reason they are looking for technical collaboration with industries dealing with natural waxes in order to analyze in which sector they could be re-used

as secondary raw material and which level of quality is required for every different sector (i.e. in cosmetics, chemicals for agrofood, textiles).

The company, due to its holistic approach on sustainability, is also interested in being partner in circular economy and/or industrial symbiosis projects to improve its processes, products and services. They have been involved in regional and national innovation projects and are ready to scale on international projects with foreign companies and research centers.

Partnering Opportunity

Profile status : Published

Technology Request

ICT partner sought for managing information on transportation mobility in road networks

Summary

The Department for infrastructure and land development of the regional government of Biscay (Basque Country, north of Spain) has launched a challenge through an open-innovation platform: How can users of the road network make the most of the mobility information available gathered from road sensors' data which will result in positive impacts on the local economy and environment of the region? A commercial cooperation with technical assistance or a research cooperation shall address this issue.

Creation Date	15 April 2021
Last Update	20 April 2021
Expiration Date	20 April 2022
Reference	TRES20210412001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0fb76dda-dc44-42bb-a340-bd63261dc43b

Details

Description

The road system in Biscay is made up of 1,273.1 km, with an overall traffic volume of 4,757.2 million vehicles. The high capacity network (trunk route) of over 245 kms, takes care of 60% of traffic in the region, followed by the basic network (non-trunk) of 209 km with a 26% of traffic. Most of this vehicle circulation is centered around Bilbao and its metropolitan area, where the largest motorways A-8, AP-8 and AP-68 connect the city with the Atlantic corridor and the Cantabrian corridor of the trans-European transport network.

Over the last few decades, the road system in Biscay has been extended to meet the demands of modern traffic: incorporating more lanes to motorways and widening accesses to routes leading to Bilbao. Real-time information allows users to organise journeys in public or private transport, both in terms of selecting a time slot and scheduling a route. This involves a better use of the existing infrastructure which in turn, has a positive effect on the environment and the economy such as:

- Improvement of the road network overall effectiveness
- Reduction of greenhouse gas emissions
- Shorten times when traffic burdens build up or in case of accidents

Information is available from the different sensor-based collection systems of mobility data placed on trunk routes:

- A collection of traffic detectors consisting of 106 remote stations are placed on lanes at the entrance and exit of every motorway. Those sensors provide information on vehicle classification, average speed, density and traffic jam alerts.

- Network of 62 RSU (road side units) beacons containing 3 bluetooth sensors that provide information on: travel time between beacons, wasted hours in traffic jams, behavior patterns between beacons, automatic alerts for incidents with real-time travel information, trip origin-destination matrixes.

- A closed circuit of 125 TV cameras covering the main links in the trunk routes.

These three systems send the collected data to a mobility centre for their later visualization, management and storage in a data base. Road users can consult the information via a platform and a mobile app that provides traffic situation, incidents, viability in road ports, road works, static images (updated every 4-5 min).

With the aim to improve the current situation, the Department for road infrastructure has launched this twofold objective: a) standardise the information gathered on traffic in a way that users can consult it through just one portal, avoiding confusion and b) receive accurate mobility images in real time.

Schedule: submission of candidacies starting on 12th April, deadline: 14th May (18:00 GMT+1). The winning company will develop a pilot project of € 15,000 at most for a period of 6 months. There is an information link with indications on how to proceed with potential solutions. It will be provided to interested candidates upon reception of EOIs.

Partially or totally developed solutions may come from any kind of organization worldwide in the form of a commercial with technical assistance or a research type of agreement.

Partnering Opportunity

Profile status : Published

Technology Request

UK chemical company is seeking synthetic colours for consumer goods that are biodegradable so as to be sustainable while still delivering the required performance.

Summary

A UK chemical company is seeking man-made colours for consumer goods that are totally and quickly biodegradable in order to meet future sustainability concerns while delivering the required performance under research cooperation agreements or joint venture agreements.

Creation Date	30 March 2021
Last Update	01 April 2021
Expiration Date	02 April 2022
Reference	TRUK20210330001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b62391fb-15a1-4862-87c6-04ffe51e201a

Details

Description

A chemical company from the UK that is a market leader in the provision of innovative solutions to the consumer-packaged goods industries is currently focusing on colouring for consumer goods. In the past decade consumers have become more interested in environmental sustainability and their decisions are more influenced by products that are sustainable.

Ref: TRUK20210330001

Colours make a great impact on the consumer's decision making process while purchasing an article – from expensive cars to a pair of socks or a bottle of laundry detergent or hand soap.

Colours are used not only for aesthetics of the product but in many cases it delivers a functional benefit as well.

In the consumer-packaged goods industry, some natural colours can be an alternative sustainable solution over the synthetic colours particularly in relation to food and beverages.

Unfortunately, natural colours have many shortcomings when it comes to applications in laundry detergents and dishwashing detergents. Therefore a sustainable alternative colour is currently lacking to address the sustainable future of colours in this application. The company is seeking synthetic colours that are completely and rapidly biodegradable to deliver performance yet address the sustainability requirement.

The company is seeking potential partners either under a research cooperation agreement where the prospective partner already has technology that perhaps needs some additional funding or research or joint venture agreements where both companies can collaborate together to develop a new solution to this problem.

Partnering Opportunity

Profile status : Published

Technology Request

Dutch company is looking for solutions to preserve steel in a more sustainable way

Summary

Large Dutch steel company wishes to make their current wet coating steel conservation sustainable and is looking for suppliers of complete systems to improve this process. Looking for commercial partners who can supply complete solutions with technical assistance, or technical cooperation partners that offer sustainable alternatives for preservation of steel structures with new preservation methods.

This request refers to an innovation challenge published on an open internet platform.

Creation Date	02 April 2021
Last Update	06 April 2021
Expiration Date	07 April 2022
Reference	TRNL20210330001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcf16eba-5ce7-4d20-bb1f-b97b8a4d1d01

Details

Description

The Dutch company is an established name in steel construction and has various locations in the Netherlands, Belgium and Poland. Each location has its own specialism. Many, often leading steel construction projects, have been realized, focused on the markets: commercial construction, steel stairs, infrastructure and special constructions. Part of steel construction is the preservation of the steel, not only to make it look beautiful, but more importantly to offer protection against corrosion. The current system the company applies is a so-called wet coating by which an industrial coating (zinc phosphate, epoxy coating) is applied by means of spray guns.

The company would like to make the preservation process more sustainable and are looking for companies that can support them in this.

With more sustainable they mean:

- Environmentally friendly.
- Improvement of working conditions.
- Easily removable when reusing steel after its service life has expired.
- Less paint loss

While maintaining:

- At least the same quality or better
- At least the same drying time or shorter

The company is looking for suppliers that can offer complete systems to improve steel conservation within the frame of a commercial agreement with technical assistance or partners who can offer sustainable alternatives for preservation of steel structures through other/new preservation methods or alternative materials within the frame of a technical cooperation agreement.

IMPORTANT: This technology request refers to an innovation challenge published on an open internet platform. If an organization expresses interest before the closing date, it will be guided towards this open innovation platform. After registration participants can browse free through other submissions and engage in discussions. All submissions will get feedback by the company on this open platform. The challenge closes on May 3rd 2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the organizations with whom they would like to cooperate in the development of a solution. Once the challenge is closed, expressions of interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Dutch internationally operating company in logistic processes at airports is looking for solutions to identify characteristics of baggage in order to prevent disruptions

Summary

Global market leader for future-proof logistic process automation at airports and parcel markets, is looking for an automated digital system solution that can classify baggage based on its characteristics, to prevent process disruptions and improve process automation performance.

This request refers to an innovation challenge published on an open internet-platform. Cooperation will be arranged in a framework of a commercial agreement with technical assistance or a license agreement.

Creation Date	26 April 2021
Last Update	28 April 2021
Expiration Date	29 April 2022
Reference	TRNL20210408001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/baf04851-1137-4587-9e1d-35374c7956ac

Details

Description

Established in 1949, the internationally operating company has developed itself over the years into a leading world player in fully automated logistic process automation at airports and parcel markets.

Ref: TRNL20210408001

The services and know-how of the company are being applied in about 600 airports including 12 of the world's top 20.

Through close cooperation with its customers and focus on optimization of their business processes and competitive positions, the company developed an extensive portfolio of innovative integrated solutions, reliable and efficient automation technology and intelligent software.

However, in line with the latest developments at airports, passengers use more self-service drop-off luggage and put it into the luggage system themselves. Despite respecting specific baggage rules of the different airlines and airports, such as outer dimensions and weight, unnecessary disturbances can occur downstream in the automated system and cause downtime (still stand), delays, or even jammed luggage with all its consequences.

Furthermore to allow for better robotic manipulation of baggage, a good understanding of the items-to-be-handled is required.

The company is, therefore, looking for an innovative and cost-effective solution that, based on observing/measuring features of the baggage, can predict if the baggage can be conveyed in the current system without causing disruptions and making increasing of system throughput possible. Additionally, the solution should be able to describe the baggage such that a robotic system can determine whether it can manipulate the item and, if so, how it could manipulate it.

The best proposition and solution for this challenge gets an assignment to create a prototype or pilot for the company. There will be support and a test facility in a real-life customer-facing simulation environment. Based on the results a follow-up order and/or scale-ups could be possible.

The company is looking for innovative start-ups, developers and/or SMEs and is open to all innovative and cost-efficient solutions based on creative thinking.

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform from May 3rd till June 7th 2021. If an organization does express interest in cooperation with this firm before the closing date, it will be guided towards this open innovation platform on which one can get in touch with the company experts. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the company will select the SMEs that will be invited for further contact to discuss cooperation possibilities aimed at the development of a solution. Once the challenge is closed, EOIs for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Dutch infra company is looking for decentralized power supplies to charge their electrical equipment on construction sites

Summary

As a Dutch construction company is switching to electrical equipment they have to meet an ever-increasing energy demand on construction sites. Therefore they are looking for partners to purchase or develop together a flexible energy supplier or generator without emissions. The type of collaboration proposed is a commercial agreement with technical assistance or a technical cooperation agreement. This profile refers to an online open innovation platform.

Creation Date	23 March 2021
Last Update	01 April 2021
Expiration Date	02 April 2022
Reference	TRNL20210317001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1ac21323-4271-4f04-b722-f0b7a89bcd20

Details

Description

In the Netherlands infra projects are often tendered in calls that reward zero-emission building activities. Using electricity instead of diesel on site can be one of the ways to reduce emissions.

The Dutch corporate combines activities related to property development, construction & technical services and is active in real estate. Switching to electrical equipment is already a major investment for companies. Providing this equipment with electricity on the construction site is a major challenge. Sometimes it is possible to get a

sufficiently large power connection to the grid, but there is not always enough capacity or time to obtain that connection.

Therefore the company is looking for power supplies in excess of 125 KW on the new, zero-emission construction site. They offer to act as a launching customer and can also check with the supplier whether the application is construction site proof.

Within the energy transition there is a major role for sustainable decentralized energy concepts. So there's a great opportunity here. The current energy infrastructure and legislation are not aligned with decentralized, temporary, generation, which means that each installation requires a separate 'approval', which is too complex and expensive for small, short projects. The company has many large and small projects nationally with an energy demand and is committed to electrifying its equipment fleet but lacks the practical solutions for decentralized generation and storage with sufficient capacity and flexibility.

The equipment fleet will mainly load during the break time and after 16:00. This means that the company actually is looking for sustainable generators with a built-in battery which generates power continuously or during the day and stores it so that it can charge the equipment, especially in the evening and at night.

The Dutch company would like to set up a collaboration to bring these energy concepts to the market. By jointly setting up one or more pilots, experience can be gained. The results can then be shared with the industry. This allows a larger market to be tapped for the product.

Cooperation might take place in the frame of a commercial agreement with technical assistance or a technical cooperation agreement but other cooperation agreements could also be discussed later.

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