

# Partnering Opportunity

Profile status : Published

## Business Request

### Spanish company seeks worldwide providers of remanufactured or new wind turbine spare parts for a supplier agreement.

#### Summary

*A Spanish company working in the maintenance of wind towers and turbines is looking for worldwide providers of wind turbines spare parts, such as blades, pumps, gearboxes, electrical motors or brakes, under a supplier agreement. They have a great international experience and they also have ISO's certifications. The company would like to sign long term agreements with new suppliers of remanufactured or new spares parts, enhancing its maintenance services portfolio.*

Creation Date	05 February 2021
Last Update	08 February 2021
Expiration Date	09 February 2022
Reference	BRES20210205001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/762c1acd-cc42-45c5-9af7-5d984f19cffa">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/762c1acd-cc42-45c5-9af7-5d984f19cffa</a>

#### Details

##### Description

A Spanish company from Pamplona (Navarre), has huge experience in the field of renewable energies (engineering, supervision, inspection, maintenance, blades and spare parts) and in offshore and naval design services. The company is specialized in solar and wind energy. They have great experience in logistics projects on site, offshore and in storage areas as well as in offshore and maritime engineering. They also manage the maintenance of blades and towers with the use of chemical and non-chemical products. Regarding the construction sector in renewable energy, they have huge experience in quality inspections, audit services, loading

and unloading surveys, and supervision and commissioning services.

The company has been working for more than 10 years in the international market with 24 projects in different countries around the world with own company offices in at least 12 countries. More than 80% of their projects are international. Besides its great international experience, the company also have ISO's certifications that assure its target clients the quality of the product and the commitment the company has with the environment.

The company would like to sign a supplier agreement with a company that could provide them with spare parts (i.e. blades, pumps, gearboxes, electrical motors, brakes, etc.) for wind turbines. Although the company would be highly interested in remanufactured spare parts, the supplier can also offer completely new spare parts.

# Partnering Opportunity

Profile status : Published

## Business Request

### French SME seeks suppliers of polypropylene woven bags for a supplier agreement

#### Summary

*A French company with 40 years' experience in distribution of packaging solutions for the agricultural and industrial sectors is looking for a packaging manufacturer in Europe to supply polypropylene woven bags via a supplier agreement.  
Products are of a wide range of references and sizes.*

<b>Creation Date</b>	27 January 2021
<b>Last Update</b>	01 February 2021
<b>Expiration Date</b>	02 February 2022
<b>Reference</b>	BRFR20210121001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b9f6fa6a-3bfd-4cd9-8dd2-11e0da5adaa2">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b9f6fa6a-3bfd-4cd9-8dd2-11e0da5adaa2</a>

#### Details

##### Description

Established in 1960 in SouthWest France, the company started business in providing coal to households. It quickly expanded its business to supply farmers with packaging solutions. In October 2016, it was acquired by a specialist with 40 years experience in paper sacks and a new strategic direction was given toward product and market diversification.

The company's product portfolio includes:

- infusion bags for wood chips infusion in the wine-making industry
- kraft paper bags

- woven polypropylene big bags
- polypropylene bags

Aiming to further expand its product portfolio and develop its network of business partners, the company is looking for bag manufacturers in Europe.

Overall estimated annual quantity is 200 000 pieces, supplied through a supplier agreement which includes the specifications for the production of the bags, specifications defined and transmitted by the French company. No other types of bags will be taken into consideration.

The partner searched should be able to produce on-demand and to deliver quickly. Price competitiveness is a key selection criteria for this product.

# Partnering Opportunity

Profile status : Published

## Business Request

### French SME seeks suppliers of polyethylene infusion bags for a supplier agreement

#### Summary

*A French company with 40 years' experience in distribution of packaging solutions for the agricultural and industrial sectors is looking for a packaging manufacturer in Europe to supply high density polyethylene infusion bags via a supplier agreement.*

<b>Creation Date</b>	28 January 2021
<b>Last Update</b>	01 February 2021
<b>Expiration Date</b>	02 February 2022
<b>Reference</b>	BRFR20210128001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ab923195-4a24-417a-b6d6-9fb1052df535">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ab923195-4a24-417a-b6d6-9fb1052df535</a>

#### Details

##### Description

Established in 1960 in SouthWest France, the company started business in providing coal to households. It quickly expanded its business to supply farmers with packaging solutions. In October 2016, it was acquired by a specialist with 40 years experience in paper sacks and a new strategic direction was given toward product and market diversification.

The company's product portfolio includes:

- infusion bags for wood chips infusion in the wine-making industry
- kraft paper bags

- woven polypropylene big bags
- polypropylene bags

Aiming to further expand its product portfolio and develop its network of business partners, the company is looking for bag manufacturers in Europe.

Infusion bags are used to bring oak flavor and aroma in the wine making process.

Overall estimated annual quantity is 200 000 pieces, supplied through a supplier agreement which includes the specifications for the production of the bags, specifications defined and transmitted by the French company. No other types of bags will be taken into consideration.

The partner searched should be able to produce on-demand and to deliver quickly. Price competitiveness is a key selection criteria for this product.

# Partnering Opportunity

Profile status : Published

## Business Request

**A French producer of outdoor sun shades (umbrellas), shade sails and pergolas is searching for a supplier of specific textile fabrics.**

### Summary

*A French SME based in northern France is producing pergolas, parasols, shade sails and soon other outdoor furniture. They are willing to find new partners in Europe and collaborate with a supplier of technical textile fabrics to manufacture the mentioned products and relocate their production, under outsourcing or supplier agreement.*

Creation Date	23 February 2021
Last Update	24 February 2021
Expiration Date	25 February 2022
Reference	BRFR20210216002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b6cc76ba-5c3c-4b88-97cf-3c6b04fbb49b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b6cc76ba-5c3c-4b88-97cf-3c6b04fbb49b</a>

### Details

#### Description

The French SME has 10 employees and already collaborates with clients and suppliers abroad. The company was created in 2010 and has known a sustained growth for the last few years now. They conceive and create parasols, shade sails and pergolas. They own some patents that give them a competitive advantage on the design and reliability of their products. They plan to keep growing and expanding their product lines in the outdoor furniture field (cushions, footstool, table, chairs)

They would like to find a European partner so that they can have a reliable, long lasting supplier of fabrics for parasols, shade sails and pergolas. Therefore, they are searching for a supplier or raw materials for parasols canopy, pergolas canopy and shade sails canopy (technical textile fabrics), as well as a company / subcontractor for the sewing, assembling and cutting tasks to make to a high-quality finished product.

The supplier of technical textile fabric should be able to answer to the following criterias :

- The fabric should be made of POLYESTER, High-Density Polyethylene or ACRYLIC. Other innovant materials are welcome.
- The weight should be between 200 and 250gramms per square meters
- It should resist to color fastness (at least 6/8)
- High solar protection (UV Protection Factor 50+)
- Waterproof (30mmWC)

The supplier should be able to provide fabrics answering those criterias. Quantities produced can vary with time from 500 to 5 000 units and the supply can vary accordingly.

Finding a supplier of technical textile fabrics in Europe answering these criterias would be a great opportunity for this French SME to have a reliable long-term partner to build high-quality, long lasting products. Such a collaboration would go under supplier or outsourcing agreement.



# Partnering Opportunity

Profile status : Published

## Business Request

### Italian communication agency with focus on innovation and technology seeks partners in Germany, Austria, and Switzerland specialized in managing media relations and start-ups under services agreement

#### Summary

*An Italian communication agency specialized in communication and media relations for innovation and technology is looking for partners in the DACH region (Germany, Austria, Switzerland). The agency offers advertising and public relations services to innovative start-ups, SMEs, and institutions. The agency is looking for communication agencies with a similar portfolio interested in collaborating under services agreement in managing media relations and scouting of start-ups in those areas.*

Creation Date	18 February 2021
Last Update	23 February 2021
Expiration Date	24 February 2022
Reference	BRIT20210218001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4d02d900-d0c8-4f99-973c-7d64654048de">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4d02d900-d0c8-4f99-973c-7d64654048de</a>

#### Details

##### Description

The Italian-based communication agency is specialized in public relations, content marketing and conference management, with expertise in various technical topics.

The company's target groups are innovative start-ups, SMEs, research centres, and institutions looking for

advertising support and public relation services.

It provides the entire range of communication services, from websites to concept and realization of print media, broadcasts and press releases, corporate content on social media formats etc. Furthermore, it provides networking and business opportunities to its clients, through corporate communication and event organization, as well as services in the field of open innovation, tech transfer, digital marketing, and multimedia.

In order to extend its international activities, the company is looking for communications agencies with a similar portfolio which are interested in long-term partnerships. In particular, the company expects to develop fruitful collaborations with DACH-based (Germany, Austria, Switzerland) communications agencies specialized in economics, innovation, and technology under services agreements.

# Partnering Opportunity

Profile status : Published

## Business Request

### Dutch SME is searching for production of sofas and chairs under manufacturing agreement

#### Summary

*Dutch SME specialized in home trends and small furniture is searching for production of sofas and chairs for the middle segment. The Dutch SME is interested in a production partner based in the EU who has experience in producing home furniture. A manufacturing agreement or subcontracting agreement can be provided.*

<b>Creation Date</b>	15 February 2021
<b>Last Update</b>	23 February 2021
<b>Expiration Date</b>	24 February 2022
<b>Reference</b>	BRNL20210211002
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/34798690-72e5-4b55-8cce-cca05af2cc02">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/34798690-72e5-4b55-8cce-cca05af2cc02</a>

#### Details

##### Description

The Dutch SME has been established in 2002. The enterprise is specialized in buying and selling small home furniture and various luxury interior decorations. The Dutch company has its own stores, but they deliver also to other home furniture shops, deco stores, retail stores, DIY ("do-it-yourself") shops in the Netherlands in the middle- and high-end segment.

To expand their product range the Dutch company is searching for a producer of chairs and sofas for the middle segment, in different materials like velvet and other textile materials. The Dutch company will initially start with small quantities and with good collaborations with the intention to expand the production subsequently.

The lead-time, special requirements and other details will be settled through the agreement, before the start of production. The Dutch company is searching for producers based in the EU, to work under a manufacturing-agreement or subcontracting agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

**A Romanian manufacturer of marble stones seeks marble powder, decorative marble gravel and marble slab suppliers and is interested in cooperating internationally under supplier agreements.**

### Summary

*The Romanian company needs to obtain marble powder, decorative marble gravel/ pebbles and marble slabs for its production line and, as such, is interested in cooperating with international partners (no matter their country of origin) within the frame of supplier agreements.*

Creation Date	30 December 2020
Last Update	12 February 2021
Expiration Date	13 February 2022
Reference	BRRO20201230001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6aeee366-48d8-42f1-b0be-7dcee713778a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6aeee366-48d8-42f1-b0be-7dcee713778a</a>

### Details

#### Description

The Romanian company was founded in 2018. Their production line focuses on marble varieties used principally for buildings, interior decoration, table tops and/ or novelties.  
The company works with differently cut and finished types of marble, with cut to size marble slabs which can be used as tiles for flooring, wall cladding tiles, paving tiles, project tiles etc.

Ref: BRRO20201230001

Moreover, they use marble powder in the process of casting different marble pieces). The powder is used in mixes for home and garden decoration and finishes, commercial and/ or industrial flooring, as well as in the composition of stamped concrete. The powder also serves as insulation for those varieties of granulated marble most commonly used for alleys. Lastly, but not least, the powder also has its usage in decorative plasters.

In terms of interior home design, outdoor spaces and garden decoration, the company also uses differently coloured, decorative marble gravel/ pebbles/ chippings which have very hard wearing capability, are eye-catching and, thus, are sure to enhance any home/ garden feature.

The company seeks suppliers of high-quality marble powder, marble gravel/ pebbles and marble slabs within the frame of supplier agreements. By partnering up with suppliers of the above mentioned materials, the Romanian SME could more easily and readily obtain the mentioned materials and, consequently, improve their product line and satisfy market demands more promptly. From a role- and task-related perspective, both parties are expected to be accurate in the mutual provision of details regarding the products on demand or offer, to be prompt communicators and open to exchanges of good practice via which both partners could gain new business experience and product-related know-how. As far as the responsibilities of the potential partners are concerned, expectations refer to adherence to high quality standards in terms of the products on offer and to compliance with delivery deadlines. The Romanian partner will respect contractual terms and otherwise stipulated conditions, in accordance with the signed agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Ukrainian importer is looking for manufacturers of confectionery products

#### Summary

*A Ukrainian SME specialized in the import of confectionery products is expanding its product portfolio and is looking for European manufacturers interested in the Ukrainian market. The company is willing to cooperate, under a distribution agreement, with manufacturers of related products.*

<b>Creation Date</b>	30 January 2021
<b>Last Update</b>	14 February 2021
<b>Expiration Date</b>	15 February 2022
<b>Reference</b>	BRUA20210103001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6ced98ce-95a5-43d0-b233-683007d8c29a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6ced98ce-95a5-43d0-b233-683007d8c29a</a>

#### Details

##### Description

A Ukrainian company active in the confectionery sector is seeking international partners interested to expand and distribute their products on the Ukrainian market. The SME was established in 2000 and started its activity as an importer of confectionery. The company's goal is to provide a complete solution for the foreign confectionery manufacturers through the import of related products that meet the highest standards and the needs of the Ukrainian confectionery sector.

In its 10 years of activity in the confectionery field, the company worked with European and Turkish manufacturers of confectionery, gained the necessary experience and a strong distribution network.

The products should be characterized by ease of storage - products that need special conditions (e.g. refrigeration, freezing) will not be accepted.

The Ukrainian company is looking for manufacturers active in the confectionery sector, interested to expand their business and sell their products in Ukraine, under a distribution agreement.



# Partnering Opportunity

Profile status : Published

## Business Request

### A Ukrainian noble ferroalloys importer is looking for producers in the framework of distribution agreements

#### Summary

*A Ukrainian company is an importer and distributor of various types of ferroalloys (ferrovanadium, ferromanganese, ferromolybdenum, ferroniobium, ferrosilicium, ferrovolfraam). The company is looking for new international partners (noble ferroalloy producers) in the framework of distribution services agreements.*

Creation Date	10 February 2021
Last Update	24 February 2021
Expiration Date	25 February 2022
Reference	BRUA20210210001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/edf86596-bc27-450d-8237-68cfbea4209c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/edf86596-bc27-450d-8237-68cfbea4209c</a>

#### Details

##### Description

The Ukrainian importer of ferroalloys, non-ferrous and rare earth metals, elements for plasma spraying and industrial chemicals since 2004. This company is a dealer of domestic and foreign producers. It supplies goods to large industrial enterprises. The company imports from Europe, China, Japan, South Korea, USA.

Company has broad experience in metal-trading field. Research of consumer demand and numerous references of company's clients give an opportunity to keep up the adequate warehousing level, to use the best efficient sales procedures and the most prompt supply chain.

ISO 9001:2008 certification was obtained in 2009 and company was granted ISO-certificate UA226055. BUREAU VERITAS carried out the independent international certificate audit.

The company is interested in importing of ferroalloys from the foreign producers from any country worldwide in order to expand its product assortment. The SME is looking for long term partnerships based on distribution services agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Polish company is looking for industrial chemicals producers and suppliers in order to become a distributor

#### Summary

*A Polish company, with an established position in the market, is looking for new products and technologies from the industrial chemicals sector and especially expects to establish long-term cooperation with producers of sodium hypochlorite, sodium dimethyldithiocarbamate, potassium dimethyldithiocarbamate, odour control chemicals, biocides, defoamers and glycols under a distribution services or commercial agency agreement.*

<b>Creation Date</b>	25 January 2021
<b>Last Update</b>	08 February 2021
<b>Expiration Date</b>	09 February 2022
<b>Reference</b>	BRPL20210118001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6c68e11e-bc6d-4b4d-be7b-f2cb0e91afd8">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6c68e11e-bc6d-4b4d-be7b-f2cb0e91afd8</a>

#### Details

##### Description

The Polish company active on the Polish market since 2001 is looking for new products and technologies from industrial chemicals sector, which are not present currently on the Polish market. The company is offering its products and services both to industry and to individual recipients across the country.

The company is keen to expand its activity to different sectors and branches. It is especially looking for innovative chemical products intended for industrial applications, in particular sodium hypochlorite, sodium

dimethyldithiocarbamate, potassium dimethyldithiocarbamate, odour control chemicals, biocides, defoamers and glycols.

It is offering its services as a distributor in order to widen the range of offered products on the domestic market and can act as a commercial agent on the Polish market in order to present products to its wide web of contacts gained in the course of business activity.

# Partnering Opportunity

Profile status : Published

## Business Request

### French company is looking for subcontractor to produce paste of meat and/or seafood protein hydrolysates

#### Summary

*A French industrial company is specialised in the production of protein based ingredients for agrofood sector. In order to increase their capacity production of natural food ingredients, the SME is looking for a partner specialised in biotechnologies and equipped with enzymatic process of protein extraction from by-products. The partner should have large capacity of production and an easy access to meat and/or seafood by-products. A subcontracting agreement is sought with a long-term partner.*

<b>Creation Date</b>	16 February 2021
<b>Last Update</b>	18 February 2021
<b>Expiration Date</b>	19 February 2022
<b>Reference</b>	BRFR20210216001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/10874ebf-e73c-4c04-927a-eef3dd26be72">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/10874ebf-e73c-4c04-927a-eef3dd26be72</a>

#### Details

##### Description

A French company in the sector of agrofood industry is urgently looking for an industrial subcontracting partner to produce paste of protein hydrolysates from by-products (carcasses, flesh, fat...), filleting by-products and grade-outs products.

The subcontracting partner sought should be specialised in biotechnologies and enzymatic process to extract

protein hydrolysates in 4 steps:

- enzymatic hydrolysis
- sifting
- pasteurisation
- concentration

The extracted paste of protein hydrolysates should have a moisture content of around 60%.

The partner is expected to produce from 100 up to 200 tons/year of protein hydrolysates paste with a cadence of delivery every 2 months. This paste must be packaged in 1000 liter containers and transported at 4°C to the plant in France.

The French SME is looking for a long-term industrial partner for a subcontracting agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Greek SME with an e-commerce platform is looking for various electronic products

#### Summary

*A Greek SME is currently active in the field of e-services mainly for software business solutions. The company has developed a new e-shop and aims to expand their business in the sector of e-commerce of electronic products. The company is looking for suppliers or manufactures of various electronic products. The type of partnership considered is supplier or distribution agreements.*

Creation Date	28 January 2021
Last Update	11 February 2021
Expiration Date	12 February 2022
Reference	BRGR20210126001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2c3846d1-9e91-447a-91ed-1ba9eb04290d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2c3846d1-9e91-447a-91ed-1ba9eb04290d</a>

#### Details

##### Description

The Greek SME company offers currently digital solutions mainly for business operations. Their product portfolio includes loyalty services, Wi-Fi solutions, virtual reality (VR) tools and educational platforms. Recently the company has developed a new e-shop offering electronic products such as sensors, wearables, cameras, wireless networking devices and bluetooth speakers.

The company is looking for suppliers or manufactures of such electronic products. The purpose is reselling/distributing in the Greek market through the e-commercial platform. The type of partnership considered is supplier or distribution agreements.





# Partnering Opportunity

Profile status : Published

## Business Request

**Spanish company which has developed a new disruptive payment system between companies using Blockchain and Ethereum is looking for a partner, under an outsourcing agreement, in the field of fintech or insurtech with experience in B2B services in Europe.**

### Summary

*Spanish company, dedicated to international business, has developed a new disruptive payment system for B2B using Blockchain and Ethereum.*

*The new payment system allows companies to ensure their negotiations, making secure the transfers and payments of goods between companies avoiding fraud.*

*The company is looking for a fintech or insurtech who can provide a credit service for B2B transactions in order to add it into the platform. The cooperation sought is outsourcing agreement.*

<b>Creation Date</b>	15 February 2021
<b>Last Update</b>	23 February 2021
<b>Expiration Date</b>	24 February 2022
<b>Reference</b>	BRES20210126001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8b1c0e76-dc8b-430d-a118-62d511fd2757">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8b1c0e76-dc8b-430d-a118-62d511fd2757</a>

### Details

Ref: BRES20210126001

## Description

The company is located in Alicante (Spain) and its main activity is international business consulting. With more than 15 years of experience in international business and more than 350 satisfied clients, the company has become one of the top exports consultancy in Spain.

The company has developed a disruptive payment system between companies (B2B) encrypted on Blockchain and using Ethereum system making it secure, fast and cheap and without the intermediaries as big corporations or banks.

The payment system works as follows:

1. Contract's formalization: One of the two companies registers on the platform, fulfills the conditions of the contract in few minutes and it invites the second company to register. This last company modifies and/or approves the contract, which remains encrypted and immutable in the Ethereum system.
2. Payment mediation: The buyer deposits the amount for the goods in the system who guarantees the buyer that he will only pay the seller if he receives the goods. It also guarantees the seller that he will receive the amount whenever he delivers the goods.

The benefits of this payment system are: immutable contract once is accepted, cost savings, no limits, no insurance, mediation if conflict, no waiting and no possibility of fraud.

So far, the company offers the service on payment in advance, but it would like to offer it on a credit basis.

Due to this, the partner sought should be a fintech or insurtech with experience in B2B services that offers a credit service for B2B transactions. The partner credit service can be integrated into the payment platform.

The partner sought should be located in Europe and this cooperation will be under an outsourcing agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Spanish company seeks manufactures of furnaces and environmental test chambers under distribution or commercial agreement.

#### Summary

*A Spanish company specialised in industrial automation, maintenance and electrical installations wants to incorporate to its portfolio furnaces and environmental test chambers. The company is looking for exclusive distributor agreement or commercial agency agreement.*

Creation Date	03 February 2021
Last Update	11 February 2021
Expiration Date	12 February 2022
Reference	BRES20210202001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fb7c192d-fe4c-497d-98d0-903b31477fbd">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fb7c192d-fe4c-497d-98d0-903b31477fbd</a>

#### Details

##### Description

The Spanish small-sized company was created in 2015 as industrial electronic company. Despite of the company youth, it was set up by professionals with wide experience in automation, maintenance and electrical installations. Nowadays the company is a relevant provider of public and private Spanish companies. The company offers to their clients a very detailed after-sales and technical services. An added value that distinguishes the company from other distributors is a 400m2 facility where the company provides technical services, exhibition rooms and product demonstrations. Furthermore, the company also has the possibility of

translating technical manuals into Spanish.

The company basic aim is to grow and expand its portfolio by reaching distribution agreements with main European manufacturers of this kind of industrial products. To do so, this company wants to introduce furnaces and climatic chambers in the Spanish market and in a medium term in Latin America by taking advantage of its distribution network.

The kind of cooperation preferred are exclusive distributor agreement or commercial agency agreement in order to widen its product range.

# Partnering Opportunity

Profile status : Published

## Business Request

### Subcontractors are sought for transportation services by a French freight forwarder

#### Summary

*The French company is a fully-licensed ocean and air freight forwarder, providing services to and from all major ports and airports worldwide. Able to offer weekly ocean shipping upon request and fully-licensed AEO (Authorized Economic Operator) cargo freight forwarder through its accreditation, it can also work with the large distribution network of IATA (International Air Transport Association) member airlines. The company is looking for new partners under subcontracting.*

<b>Creation Date</b>	09 February 2021
<b>Last Update</b>	14 February 2021
<b>Expiration Date</b>	15 February 2022
<b>Reference</b>	BRFR20210129001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/59ccf842-14a7-4408-b838-dc159f3346e2">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/59ccf842-14a7-4408-b838-dc159f3346e2</a>

#### Details

##### Description

The France based company was established in 1978, with vision and desire to become one of the leading international freight forwarders.

It offers a wide variety of services tailored to its customers' needs, including air and ocean consolidation, FCL/LCL (Full Container Load/Less than Container Load), trucking, customs brokerage and warehousing services.

The company is also specialized to provide transport and logistics services to and from the French west indies (Caribbean) and French Guyana. Its dedicated and experienced team based in Martinique and Sint Maarten enables it to do weekly FCL / LCL shipping.

Its global agency network and cargo agents allows to handle any requests worldwide (Canada, USA, Asia, Africa...)

It has a strategically located warehouse in the north of France that allows to provide logistical support to its customers at all times.

The company is a fully-licensed AEO (Authorized Economic Operator).

In order to develop long-term partnerships, the French company is searching for new partners worldwide as subcontractors for transportation services for current goods with no special requirements (for instance : frozen transportation, perishable and dangerous goods transport).

# Partnering Opportunity

Profile status : Published

## Business Request

**A Dutch design company is looking for a partner that can manufacture and assemble high-quality leather, so called "ancient Greek" women's sandals.**

### Summary

*The Dutch SME designs, produces and sells handmade leather women's bags, belts and accessories. All products are individually handmade from high-quality materials. Due to an increase in demand for a new product line - so called ancient Greek women's sandals - the company is now searching for producers of these footwear products within the frame of a manufacturing agreement.*

Creation Date	29 January 2021
Last Update	05 February 2021
Expiration Date	06 February 2022
Reference	BRNL20210129001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fd16e133-b699-48b5-9dfc-f4f5e189a23c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fd16e133-b699-48b5-9dfc-f4f5e189a23c</a>

### Details

#### Description

The company was established in 2016, and is rapidly growing with its high-quality fashionable leather bags. Since mid 2020 customers are asking for a new product range, the so called "ancient Greek" women's sandals. These sandals must be made of genuine leather, have a wide variety of fashionable colors (black, cognac, gold, silver, nude) and preferably be inspired by the traditional sandals worn by the ancient Greeks themselves. This style stands for a feminine variation on the classic two-strap mule featured with slimline straps, so the item can be worn as an everyday shoe with a luxury appearance and be an addition to the female summer wardrobe.

In addition the sandals must have a footbed, be of high-quality, rapidly adaptable to the shape of the feet, very light to wear and breathable. The natural or tanned leather must be very comfortable to wear and stretches to the needs of the foot. In principle the sandals must be created for women who like the original, comfortable and perfectly fitting shoes for casual wear.

At this moment the company sells their products via their own web-shop, to shoe shops, and fashion outlets in The Netherlands, but it is expected that exports inquiries are coming in soon.

The company is looking for a manufacturer of sandals that is willing to operate in the frame of a manufacturing agreement.



# Partnering Opportunity

Profile status : Published

## Business Request

### Danish non-toxic pheromone pest control invention seeks manufacturer in EU

#### Summary

*A Danish company has developed a novel fermentation-based solution for producing insect pheromones, which can be used for pest control in agriculture. The company is looking for a cooperation partner in the EU with existing large-scale fermentation capacity to establish production, especially for the fermentation step under a manufacturing agreement.*

<b>Creation Date</b>	23 February 2021
<b>Last Update</b>	24 February 2021
<b>Expiration Date</b>	25 February 2022
<b>Reference</b>	BRDK20210211001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/675673ee-754d-4c85-955e-86c01ee3853c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/675673ee-754d-4c85-955e-86c01ee3853c</a>

#### Details

##### Description

The Danish company has developed a novel fermentation-based method for producing insect pheromones to be used for pest control in agriculture. The pheromones are non-toxic compounds produced in microbial strains that do not produce any toxins or other products of concern. The production process and microbial strains are IP protected.

The products are active ingredients which will be further formulated by the individual customers for final use by growers in row crop applications. The market is developing now and the supply volumes are expected to reach 100s or 1000s of tons per year on a 5-year horizon.

They have scaled up the production of their first product, but are now looking for a cooperation partner who has large scale fermentation capacity to build production, particularly for the fermentation phase. The company seeks a manufacturing agreement with a partner in order to gain access to existing capacity, rather than building it themselves.

# Partnering Opportunity

Profile status : Published

## Business Request

**A French company producing outdoor sun shades (umbrellas), shade sails and pergolas is searching for a manufacturer able to transform (cutting, assembling, sewing ...) their technical textile fabrics into a final product.**

### Summary

*A French SME based in northern France is selling central and offset sunshade parasols, shade sails, pergolas and soon other outdoor furniture. They are willing to find new partners in Europe and collaborate with a manufacturer of textile for sunshades, pergolas, shade sails and/or other outdoor furniture to relocate their production, under manufacturing agreement.*

Creation Date	16 February 2021
Last Update	23 February 2021
Expiration Date	24 February 2022
Reference	BRFR20210216004
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2973421d-441d-4884-8bf8-5e33306a5484">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2973421d-441d-4884-8bf8-5e33306a5484</a>

### Details

#### Description

The French SME has 10 employees and already collaborates with clients and suppliers abroad. The company was created in 2010 and has known a sustained growth for the last few years now. They conceive and create parasols,

Ref: BRFR20210216004

shade sails and pergolas. They own some patents that give them competitive advantage on the design and reliability of their products. They plan to keep growing and expanding their product lines in the outdoor furniture field (cushions, footstool, table, chairs).

They would like to find a European partner so that they can have a reliable, long lasting manufacturer of parasols, shade sails and pergolas.

Therefore, they are searching for a manufacturer of sun shades canopy, shade sails canopy, pergolas canopy, as subcontractor and manufacturer for the sewing, assembling and cutting tasks to make to a high-quality and long-lasting finished products. The fabric used is made of Polyester, High-Density Polyethylene or Acrylic  
The supplier should be able to provide between 500 to 5 000 units per year depending on the clients' growth and increase in demand.

Finding a new manufacturer for their products answering these criterias in Europe would be a great opportunity for this French SME to have a reliable long-term partner to build high-quality, long lasting products. Such a collaboration would go under manufacturing agreement.

The partner should have an outstanding experience in manufacturing outdoor products and more specifically canopies for sunshade parasols, shade sails, pergolas, umbrellas, shade cloths and other outdoor furniture like: cushions, footstools, chairs.

Technical criterias :

Width cutout : > to 150cm

sewing on textile materials : between 200 and 250 grams per square meter

# Partnering Opportunity

Profile status : Published

## Business Request

### A French manufacturer of pastry ingredients is looking for suppliers of chocolate for manufacturing agreement.

#### Summary

*A French producer of glazes, icings, fillings, sauces, decorations and mixes for pastry is looking for new suppliers of chocolate for manufacturing agreement. Created 30 years ago in Paris to deliver products to the major pastry companies, the family company benefits from the know-how built up over 4 generations to propose over 20 ranges and 200 products to its clients.*

<b>Creation Date</b>	21 January 2021
<b>Last Update</b>	03 February 2021
<b>Expiration Date</b>	04 February 2022
<b>Reference</b>	BRFR20201218001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/aaf4fcfc-9f09-4b6d-b0ac-ca2c905d218c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/aaf4fcfc-9f09-4b6d-b0ac-ca2c905d218c</a>

#### Details

##### Description

With more than 30 years of experience, the French company is specialised in manufacturing pastry ingredients for professional chefs.

All products are made locally for 100% French production using rigorously selected raw materials and healthy ingredients. Easy to use, the products are based on artisanal recipes, for an authentic taste and practical implementation.

The company is looking for new suppliers of raw materials of high quality: chocolate drops, cocoa beans and cocoa powder, in order to diversify its contacts. The company wants to develop a long terms partnership under manufacturing agreement.

The company uses 100 tons of chocolate per year.

# Partnering Opportunity

Profile status : Published

## Business Request

### Austrian trade and export company seeks manufacturers, wholesalers and distributors of European supermarket food products

#### Summary

*A young Austrian company exports products from the European market to the Middle East and Africa, with focus on Arab Gulf countries. Therefore, the Austrian company is looking for manufacturers, wholesalers and distributors of FMCG food products (except for fresh goods) throughout Europe in order to establish distribution services or supplier agreements. The aim of the agreements is to extend and complete the range of products that the Austrian company intends to export.*

<b>Creation Date</b>	11 February 2021
<b>Last Update</b>	19 February 2021
<b>Expiration Date</b>	20 February 2022
<b>Reference</b>	BRAT20210211001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f763397a-c02c-44ac-9836-a8b9c4d80b7e">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f763397a-c02c-44ac-9836-a8b9c4d80b7e</a>

#### Details

##### Description

The Austrian company is located in the west of Austria and was founded in 2020. The aim of the company is on the one hand to help small and middle sized manufacturers, wholesalers and distributors to expand their business internationally and on the other hand to help larger manufacturers, wholesalers and distributors to introduce new products to their existing export markets as well as to reach out to new unexplored export markets.

The company already has an existing strong network of supermarket chains and distributors in the Middle East and Africa, especially in the Arab Gulf countries.

Thus, the company already disposes of the buyers of the sought-after products. To be able to supply these buyers, it is now looking for manufacturers, wholesalers and distributors of Fast Moving Consumer Goods (FMCG) – except for fresh goods – throughout Europe.

The products the Austrian company focuses on are generally supermarket food products (both sweet and salty) following the categories chocolate, salty snacks, cereals, gums and candies as well as biscuits.

The Austrian company is looking for partners to set up distribution services agreements. The Austrian company would act as a distributor for the partners. It would buy the FMCG food products from the sought-after manufacturers, wholesalers and distributors (B2B) and resell the products to the buyers in the mentioned states.

The Austrian company is also looking for partners to establish supplier agreements. It is looking for manufacturers, wholesalers and distributors in Europe who can supply FMCG food products (except for fresh goods) on a long-term basis. The Austrian company would buy the products from the partners (B2B). It would then sell the products to the existing network of supermarket chains and distributors in the Middle East and Africa.



# Partnering Opportunity

Profile status : Published

## Business Request

### Sicilian company, involved in the field of fashion looks for a manufacturing agreement with umbrella fabrics producers for the new collection

#### Summary

*Italian company located in Sicily is planning a new sartorial accessories collection made with umbrella fabrics.*

*In details, the company aims at establishing manufacturing agreements with fabrics producers to develop rain hats, rain coats and bags.*

Creation Date	29 January 2021
Last Update	15 February 2021
Expiration Date	16 February 2022
Reference	BRIT20210127001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e09df773-7151-4dd1-aba6-73d378580164">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e09df773-7151-4dd1-aba6-73d378580164</a>

#### Details

##### Description

Company's new collection is the result of a partnership between company owner and another designer with the same need to combine impressions and previously attained knowledge.

The new brand was created in 2017 and thanks to both green souls the company created the first sartorial recycling collection, a sustainability concept that is not concerned about the emphasis of the moment but focuses instead on a long-term vision to find the right balance among environment, beauty, and craftsmanship. The collection came out from broken umbrellas turned into a new life with the realization of rain hats, bags and cloaks.

The protagonist of the project, the umbrella, was not used as a recovery material, but was a way to promote sartorial handcraft and italian design.

Pieces are never identical. The two brand co-founders stylistic skill give life to unique objects so peculiar for the colors combination and patterns of the recycled materials.

Today, the company is involved in a bigger project, with the aim at increasing the production and move to bigger quantitatives.

For this reason, the company is looking for manufacturing agreements with umbrella fabrics producers, especially polyethylene and nylon to expand the production and think about new collection items.

# Partnering Opportunity

Profile status : Published

## Business Request

### Polish company requests marine-grade metal sheets/plates under the supplier agreement

#### Summary

*Polish SME which manufactures steel structures for the maritime industry and energy companies is looking for suppliers of marine-grade metal sheets/plates. As they will be used in harsh and challenging environments, the materials must be of the highest quality - thus the firm is only interested in sheets with EN-10204 Type 3.2 and DNV GL (Det Norske Veritas Germanischer Lloyd) certificates. Cooperation within the framework of the supplier agreement.*

<b>Creation Date</b>	02 February 2021
<b>Last Update</b>	05 February 2021
<b>Expiration Date</b>	06 February 2022
<b>Reference</b>	BRPL20210202001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcfb330f-7295-42d7-aa63-ddcbdf0b3e4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcfb330f-7295-42d7-aa63-ddcbdf0b3e4</a>

#### Details

##### Description

This manufacturer of steel structures from Poland with over 25 years of experience specialises in the production for maritime and energy industries. The firm makes complete floating vessels and parts thereof (e.g. ship hauls and sections), offshore constructions, and components for power generators (e.g. wind turbines foundations). Their products have been used worldwide (Europe, Asia, Africa, North and South America).

The company is now looking for new suppliers of raw materials to accommodate its constantly growing production and diversify supply sources. Partners will be expected to provide marine-grade metal sheets/plates of quality specified by the company (more in the 'Technical Specification or Expertise Sought' field) and deliver them to the

production facility. Other details of the partnership (price, schedule etc.) will be negotiated by the parties.

# Partnering Opportunity

Profile status : Published

## Business Request

### Dutch company in home products is searching for cushions producers under manufacturing agreement

#### Summary

*Dutch company specialized in home trends and indoor products is searching for producers of luxury cushions for the middle segment. The Dutch SME is interested in a production partner based in the EU who has experience in producing home textiles. A manufacturing agreement can be provided.*

Creation Date	11 February 2021
Last Update	17 February 2021
Expiration Date	18 February 2022
Reference	BRNL20210205001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/83605d57-4494-40e3-824c-27509d57216a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/83605d57-4494-40e3-824c-27509d57216a</a>

#### Details

##### Description

The Dutch company has been established in 2002. The enterprise is specialized in buying and selling luxury cushions, throws, pottery, vases, candleholders, and various interior decorations. The Dutch company has its own stores, but they deliver also to other home and deco stores, florists and small furniture retail chains in the Netherlands.

To expand their product range the Dutch company is searching for a producer of cushions for the middle segment, in different materials like velvet and other textile materials. The company will initially start with small quantities and with good collaborations with the intention to expand the production subsequently.

The lead-time, special requirements and other details will be settled through the agreement, before the start of production. The Dutch company is searching for producers based in the EU, to work under a manufacturing agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Dutch SME in pottery and kitchen trend products is looking for EU based suppliers of design pottery products under distribution services agreements

#### Summary

*Dutch SME specialized in small furniture, pottery and luxury home decoration is searching for suppliers of luxury and design indoor and outdoor pottery and other various interior decorations. The Dutch SME is now planning to increase its portfolio with international suppliers based in the EU. The Dutch company wants to establish a long-term collaboration under distribution services agreement.*

Creation Date	15 February 2021
Last Update	21 February 2021
Expiration Date	22 February 2022
Reference	BRNL20210211001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/723a9fb4-c355-4bf2-b8c0-ae6195458e4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/723a9fb4-c355-4bf2-b8c0-ae6195458e4</a>

#### Details

##### Description

The Dutch company has been established in 2002. The enterprise is specialized in buying and selling luxury. Home decoration like cushions, small furniture, candle-holders, throws, vases and various interior decorations. The Dutch company has their own stores, but they deliver also to other home and deco stores, florists, retail stores, DIY ("do-it-yourself") shops in the Netherlands in the high segment. The main product range includes:

- Cushions
- Throws

Ref: BRNL20210211001

- Vases
- Small furniture
- Sofas
- Other various interior decorations

The Dutch company would like to expand its portfolio with EU based suppliers of pottery made of terracotta. The lead time, special requirements and other details will be settled through the distribution services agreement, after the first contact.



# Partnering Opportunity

Profile status : Published

## Business Request

### **Romanian company offers the distribution of various products, from household to electronics and more, with e-commerce marketing under distribution services agreements**

#### Summary

*The Romanian e-commerce company is offering its distribution services for manufacturers of a different group of products. The platform provides sales, packing, and distribution services as well as all logistics aspects of cooperation. The company is looking for various products from various industries. Cooperation will be based on distribution services agreements with companies, interested in distribution on the Romanian market.*

Creation Date	05 January 2021
Last Update	15 February 2021
Expiration Date	16 February 2022
Reference	BRRO20210105001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2daf771a-9589-4d7d-83ff-456aa3ee9af8">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2daf771a-9589-4d7d-83ff-456aa3ee9af8</a>

#### Details

##### Description

The Romanian company was founded in 2020, it aims to introduce products and solution from all over the world into the Eastern Europe Market. The company plans to provide customer-oriented distribution services with its diverse knowledge and experience in the field of e-commerce and direct sales through zonal distributors. Since the industry of e-commerce is rapidly growing and having a wide experience in local and international trading they

are a strong partner for companies wanting to expand to Romanian business territory.

The company offers e-commerce distribution services in the form of a shopping center direct from their platform, through online trading platforms, or direct sales through zonal distributors. The direct sales provide single and multi-level marketing solutions and the full service is provided, including the packaging, distribution (together with reclamation/return service), and all logistic aspects. The trading platforms that the company is using are the most common in Romania.

The company would like to distribute products from the following categories: consumer electronics / smart electronics / smart home / home appliances / apparel / fashion accessories / timepieces / jewelry / jewellery / eyewear / lights & lighting / beauty and personal care / sports & entertainment / toys & hobbies / gifts & crafts / luggage / bags & cases / shoes & accessories.

The company is open to cooperation with any company that is interested in the Romanian market. The company is offering e-commerce distribution services agreements in the Romanian market.

# Partnering Opportunity

Profile status : Published

## Business Request

### **Finnish wholesaler of home products is searching for an ecological laundry detergent strips under a manufacturing agreement**

#### Summary

*The Finnish company specialised in importing and distributing ecological home products such as bottles, straws, brushes, dryer balls etc. is looking for a European producer of laundry detergent strips under a manufacturing agreement.*

Creation Date	25 January 2021
Last Update	04 February 2021
Expiration Date	05 February 2022
Reference	BRFI20210125001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcf58b6e-244f-4417-a3ff-e62d07a4d01d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcf58b6e-244f-4417-a3ff-e62d07a4d01d</a>

#### Details

##### Description

The Finnish company is a distributor of several high quality brands for sustainable lifestyle. They are supplying to a large number of department stores, interior design stores, florists, garden centers, sustainable lifestyle shops as well as kitchen stores in Scandinavia. Their brands stand for quality and durability, timeless design, sustainability and natural materials.

To enlarge their detergent product portfolio, they are now looking for an ecological laundry detergent strip producer

under a manufacturing agreement. Laundry detergent strips are pre-measured strips of liquidless laundry detergent which are thrown in the washing machine together with the laundry. Essential is that these strips are ecological, hyperallergenic and paraben-free.

The producer in question might already produce laundry detergent strips or planning to start a new kind of production. The Finnish company could also cooperate with the potential producer in the product development phase and develop the product together. The Finnish company will operate as a dealer of the detergent strips with their own brand responsible for the sales and distribution of the product. The producer have to be able to product development with the Finnish company and the production of detergent stripes. The estimated start for the production is 15.000 - 20.000 pieces.

# Partnering Opportunity

Profile status : Published

## Business Request

### Polish e-commerce clothing retailer seeks new products from distributors

#### Summary

*A Polish clothing e-store specializing in sportswear and casual clothing is looking for interesting, new, unique sweatshirts, sweatpants and T-shirts to introduce them to the Polish market. Cooperation between the Polish company and foreign partner(s) will be based upon distribution services agreement.*

<b>Creation Date</b>	18 February 2021
<b>Last Update</b>	26 February 2021
<b>Expiration Date</b>	27 February 2022
<b>Reference</b>	BRPL20210216001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9f948483-3169-4d11-8652-0873ee147612">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9f948483-3169-4d11-8652-0873ee147612</a>

#### Details

##### Description

A Polish clothing distributor located in the north-eastern part of Poland is looking for new products to include into its new, e-commerce venture.

The company is mainly interested in the following clothing, both for men and women:

- baseball sweatshirts,
- hooded sweatshirts,
- basic sweatshirts,
- hooded sweatshirts with a zipper

- T-shirts
- sweatpants

The company is interested in a seasonal collection in limited quantities.

The most important and sought-after features of the products introduced to Poland are uniqueness and innovative design as well as high quality and durability of the product. The company is looking for products that will allow customers to stand out from the crowd. The clothes are not meant to be typical sports clothes, they are to be adapted to everyday use. In addition, the clothes should be characterized by a simple form, minimalist aesthetics and a timeless appearance.

The company is interested in providing its customers with new products that are not yet available on Polish market, therefore the company is open to establishing cooperation on the basis of distribution services agreement.

The company is open to discuss any product or products directly with a foreign partner who has expressed interest in introducing it to the Polish market (exclusive distribution can be negotiated).

# Partnering Opportunity

Profile status : Published

## Business Request

**A Finnish energy and gas technology installation and service company, including hydrogen, biogas and hospital gas systems, is looking for European suppliers for distributorship and service agreements**

### Summary

*The Finnish company, with a long tradition in sales, installation and maintenance of energy and water systems that are used for process industry, municipal, healthcare, heating applications and overall handling, is looking for suppliers for components, equipment and systems or system parts from all over Europe, working under distributor agreement. Service agreements may also be considered.*

Creation Date	26 January 2021
Last Update	05 February 2021
Expiration Date	06 February 2022
Reference	BRFI20210120001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ed0d232d-ab3c-486a-a32e-59344ef90e5c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ed0d232d-ab3c-486a-a32e-59344ef90e5c</a>

### Details

#### Description

The Finnish company is mainly focusing on sales, installation and services for highly technical systems in Scandinavian area. Their offering includes process gas systems, waste and pure water treatment plants as well as plants for chemical and oil & gas industry. The company's main activities include building a highly technical systems and maintenance of them. All their work is carried out in accordance with various Scandinavian and

European standards.

Installation, maintenance, servicing, inspection, repair as well as plant modernization, rationalization and expansion round off the company's range of services.

The Finnish company is looking for long-term partners for distributor or service agreement mainly for Scandinavia including Finland, Sweden and Denmark. Nordic countries are wealthy, 28 million at population and have high technology industry in several areas. Cold climate motivates energy systems development towards efficient and sustainable way to operate.



# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian retailer in looking for manufacturers of sofas to cooperate under distribution services or commercial agency agreements

#### Summary

*Established in 2011, a Romanian company from Transylvania is actively involved in the retail sale. The company is interested in enlarging its product portfolio by finding new foreign manufacturers able to provide various types of sofas. Cooperation will be under distribution services or commercial agency agreements.*

<b>Creation Date</b>	09 February 2021
<b>Last Update</b>	24 February 2021
<b>Expiration Date</b>	25 February 2022
<b>Reference</b>	BRRO20210106001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/af0d39e2-955a-43c8-b57a-df8f158ac6d8">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/af0d39e2-955a-43c8-b57a-df8f158ac6d8</a>

#### Details

##### Description

Established in Transylvania, the Romanian company has an experience of 10 years in the field of retail sale of solid wood furniture (especially oak) for living rooms, bedrooms etc.

The Romanian company is now looking for various types of sofas so as to sell them online or within its own shops in Romania, Greece and Hungary.

Depending on partner's offer, the Romanian company estimates monthly orders of 150-250 sofas, which could be

sold under foreign partner's brand or under the Romanian company's brand.

The Romanian company is looking for EU manufacturers, but it is also open for cooperation with companies from South-East Europe (Balkan countries)

Thus, willing to enlarge its portfolio of foreign partners, the Romanian company is looking for manufacturers of sofas so as to act as their distributor to sell foreign companies' sofas (distribution services agreement) and/or as agent to represent international companies' sofas (commercial agency agreement).

# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian digital services agency is looking for partners under outsourcing and subcontracting agreements

#### Summary

*A Romanian company seeks partners specialized in digital services working especially in the development and management of social media accounts, websites creation and maintenance, and complex online marketing projects, under outsourcing and subcontracting agreements.*

<b>Creation Date</b>	09 February 2021
<b>Last Update</b>	24 February 2021
<b>Expiration Date</b>	25 February 2022
<b>Reference</b>	BRRO20210208002
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/86b918e7-5e96-4689-b241-bbfc68813d12">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/86b918e7-5e96-4689-b241-bbfc68813d12</a>

#### Details

##### Description

With almost 10 years of experience in the digital services, the Romanian company specializes in designing personalized digital experiences.

The Romanian company provides professional digital services to a wide variety of clients, ranging from start-ups and/or well-known businesses, mostly from the creative industry (fashion, movies, etc) to non-governmental organizations.

Thus, the company is looking for partners who could offer: \*social content; \*web content experiences; \*strategy; \*branding&design.

With work experience on the national Romanian market, the Romanian company is in concluding outsourcing and subcontracting agreements with European and non-European partners who would like to join the team and can offer one of the services the Romanian company has in the portfolio.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Romanian company wants to hire software development partners under outsourcing agreements.

#### Summary

*A Romanian company seeks partners specialized in web development, with expertise on Minimum Viable Product (MVP) to develop projects within the framework of an outsourcing contract.*

Creation Date	09 February 2021
Last Update	25 February 2021
Expiration Date	16 February 2022
Reference	BRRO20210208003
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5dae10f1-dc19-4301-9799-45b2cc756e1a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5dae10f1-dc19-4301-9799-45b2cc756e1a</a>

#### Details

##### Description

Based on Transylvania with almost 10 years of experience in the IT field, the Romanian company is specialized in web development, providing a wide range of services from custom software development to complex web applications, minimum viable products (MVPs) or e-commerce solution.

The Romanian company provides professional web development services to a wide variety of clients from various fields of activity: IT, fashion, human resources, consultancy etc. The company encourages start-ups and innovative business ideas, being prone to make Minimum Viable Product as soon as possible.

Thus, the company is looking for partners who could offer:

- \* web applications;
- \* custom software development;
- \* content management system (CMS);
- \* e-commerce solutions; testing services.

With a national work experience as a partner on various Romanian IT projects and an international one with American and Canadian partners, the Romanian company is interested in concluding outsourcing agreements with European and non-European partners who would like to join the team and can offer one of the services the Romanian company has in the portfolio.

# Partnering Opportunity

Profile status : Published

## Business Request

### **A French independent sales agent is looking for food and food raw materials manufacturers in Belgium, Greece, Italy and Spain to sell their products in France under a commercial agency agreement**

#### Summary

*A France based sales agent specialized in food & beverages packaging since 2013. The company is willing to develop its current portfolio by adding complementary product ranges. Food manufacturers or food raw materials producers from Belgium, Greece, Italy and Spain willing to extend their market share in France are sought under a commercial agency agreement.*

Creation Date	24 November 2020
Last Update	08 February 2021
Expiration Date	09 February 2022
Reference	BRFR20201124001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b521b094-0a1a-4b1b-8220-6de4fa0b0ed4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b521b094-0a1a-4b1b-8220-6de4fa0b0ed4</a>

#### Details

##### Description

An independent French sales agent established its business seven years ago. He mainly serves food & beverages packaging sector. He is connected to a large base of industrial and distribution partners in whole France. Today he is willing to expand his activity as Commercial Agent still in an international environment with food producers or raw materials for food production companies.

He considers both producers of conventional and organic food or raw materials from Belgium, Greece, Italy and Spain. Potential partners should will to increase sales outside their home market and have a real consideration for the French market.

The sales agent is looking for a commercial agency agreement based on a commission related to the invoicing value but could be also based on other parameters.



# Partnering Opportunity

Profile status : Published

## Business Request

### Motor vehicle distribution company from Spain is looking for an electric motorcycle producer via distribution agreement

#### Summary

*The Spanish company is devoted to the supply of personal means of transportation. It operates in the eastern coast of Spain area, and as it seeks to adapt to contemporary demand, it is looking to invest in more environmentally friendly technologies. Therefore, it is interested in a distribution agreement with one or more partners who could supply electrically-powered motorcycles.*

Creation Date	12 January 2021
Last Update	19 February 2021
Expiration Date	20 February 2022
Reference	BRES20201029001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6635d4a2-6694-4b46-a059-7f485bcb1151">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6635d4a2-6694-4b46-a059-7f485bcb1151</a>

#### Details

##### Description

The company operates in the eastern coast of Spain area, with more than 30 years of experience in the motorcycle sector. It has a large distribution network of more than 140 points of sale. It also has its own facilities, e-commerce and after-sales service.

As it seeks to adapt to contemporary demand, it is looking to invest in more environmentally friendly technologies. Therefore, it is interested in a distribution agreement with one or more partners who could supply electrically-

powered motorcycles.

The company already has knowledge and experience in the commercialization of electrically-powered motorcycles, but seeks to integrate other approved electric mobility models with higher power into its product line. Therefore, vehicles supplied must have at least 6Kw of power.

It is open to collaborate with any European companies that are willing to supply their product. Needless to say, its services focus solely on distribution of vehicles. It cannot provide technology.  
Also, the company would like to remark that it is seeking finished products only, not vehicles by parts.

# Partnering Opportunity

Profile status : Published

## Business Request

### UK company seeks partner to manufacture horse grooming brushes

#### Summary

*A UK supplier of horse care products is looking for a partner to manufacture high quality horse grooming brushes.*

<b>Creation Date</b>	12 February 2021
<b>Last Update</b>	13 February 2021
<b>Expiration Date</b>	14 February 2022
<b>Reference</b>	BRUK20210211001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8ce570a1-ae38-4831-86d4-d3e58ea35f01">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8ce570a1-ae38-4831-86d4-d3e58ea35f01</a>

#### Details

##### Description

The UK company specialises in high quality equine grooming products.

Their range of products cover all aspects of horse care in the stable yard, competition arena and show ring. More recently the UK company launched a natural skin care range, and continues to develop quality products to expand their range.

The UK company is looking to put together a new range of horse grooming brushes made from natural materials, wooden-backed, leather straps, and animal hair and/or natural fibre for bristles.

They are looking for a partner to manufacture the brushes and also help create new designs through further collaboration.

# Partnering Opportunity

Profile status : Published

## Business Request

### **A Maltese fine artisan health and beauty company urgently seeks ecological raw materials and accessories in the EU to conclude a supplier agreement**

#### Summary

*The Maltese eco-friendly health/beauty boutique focuses on offering their clients fine artisan beauty products such as handmade soap for all skin types and ailments, various lotions, balms and scrubs, hair care products, men care products and baby products. Most of their products are vegan, with some exception of a handful of products which use ethically sourced local honey, beeswax and goat's milk. They are seeking suppliers of raw materials and accessories to conclude a supplier agreement.*

<b>Creation Date</b>	12 February 2021
<b>Last Update</b>	12 February 2021
<b>Expiration Date</b>	13 February 2022
<b>Reference</b>	BRMT20210212001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6402d039-44c9-41a3-b576-72adb6ffcfa4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6402d039-44c9-41a3-b576-72adb6ffcfa4</a>

#### Details

##### Description

Founded in 2008 this award-winning Maltese ecological health and beauty company specialises in the manufacturing of soaps, lotions, natural perfumes, handmade gifts and custom products. Over 90% of their products are vegan & the rest are vegetarian, using sustainable, cruelty free & eco-friendly ingredients. They are also pioneers in researching and using some of the best produce in their products. They are an SME supported by various local and foreign artisans to offer a creative space which targets health and well being . They are

looking for suppliers in the EU who are able to supply natural raw materials, bath accessories and ecological packaging.

- Natural waxes
- Solid oils, butters and gels
- Carrier oils
- Various clays and powders
- Dried petals and herbs
- Flower water/ hydrolates
- Essential oils in 1 litre or more
- Fragrance oils for cosmetic use in 1 litre or more
- Melt and pour soap bases
- Cosmetic bases
- Natural bath accessories (soap dishes, sponges , brushes and similar items)
- (PET) polyethylene terephthalate bottles and containers, preferably coming from recycled plastic of various sizes
- Aluminum bottle or bamboo bottles for finished products such as showers gels, lotions and more
- Cosmetic colours and glitters
- Natural packaging (ex from jute)
- Oil burners such as a ceramic one and electric

They would like to conclude a suppliers agreement with suitable partners.

# Partnering Opportunity

Profile status : Published

## Business Request

### Italian company dealing with longevity food and products looks for pilot distributors in Germany, UK, Switzerland, Baltic countries

#### Summary

*An Italian startup has developed an innovative business model around "longevity" products, fine food, wine and lifestyle from Italian farmers with high quality, tastiness, safety and healthiness standards, and is now willing to find pilot distributors abroad dealing with the concept of active aging and interested in partnership with Italian association of producers. Company is interested in pilot distribution agreements (or commercial partnerships), in target countries.*

<b>Creation Date</b>	12 February 2021
<b>Last Update</b>	16 February 2021
<b>Expiration Date</b>	16 February 2022
<b>Reference</b>	BRIT20210212001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c484b51b-fd41-438c-a63e-eaff0c0ec34b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c484b51b-fd41-438c-a63e-eaff0c0ec34b</a>

#### Details

##### Description

Italy is one of the countries where people live the longest, thanks to proper diet, healthy and tasteful food, good wine. The Italian company puts together farmers and artisans producing the original healthy and tasteful Italian Longevity Food, and arranges partnerships with local importers, wholesalers, distributors, and operators. With more than 350 farmers and producers from all Italy, the company brings the products, benefits, and the unique flavors of authentic Italian food, wine and lifestyle towards international markets (only artisanal companies

that encompass quality, tastiness, safety and healthiness are included in the catalogue of the initiative, with a "no additives", GMO, and hydrogenated fats policy, eco friendly packaging, and an excellent price/quality ratio). Starting from a pilot project related to the idea of longevity in an island (Sardinia), blue zone area, the project ideally wants to reach foreign counterparts (e-commerce platforms, distributor companies, buyers, etc.), that are actively working on the idea of healthy lifestyle, longevity, especially targeting the market segment of Active Aging people and "Silver economy", and are interested in becoming distributors of healthy Italian products.



# Partnering Opportunity

Profile status : Published

## Business Request

### Slovenian developer of innovative device for prevention of carpal syndrome is looking for partners under manufacturing agreement for production of large quantities of wooden housings

#### Summary

*A Slovenian company has developed an innovative wooden device for a local vibration therapy to alleviate and prevent effects that can lead to a carpal syndrome. For the production of the upper part of the wooden housings, they are looking for manufacturers, experienced in the production of wooden objects with CNC devices in large quantities. Cooperation will be based on the manufacturing agreement.*

Creation Date	10 February 2021
Last Update	24 February 2021
Expiration Date	25 February 2022
Reference	BRSI20210209001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2a1ac5ae-cb87-402f-a90c-482d4e6b698f">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2a1ac5ae-cb87-402f-a90c-482d4e6b698f</a>

#### Details

##### Description

Slovenian start-up company was founded in 2017. Their main focus is design, development and production of innovative wooden device to prevent and alleviate pain, tingling, numbness and pressure, connected with repetitive tasks and use of computers, that can in many cases lead to carpal syndrome. The innovative approach of the device has been already recognized with special reward from Polish Innovators Association, silver medal at

the International Exhibition of Inventions (Croatia) and with bronze medal at Invent Arena (Czechia), where in both latter cases competition included more than 200 innovations. Effects of the device were clinically tested by the Faculty of Medicine at the University of Ljubljana and results confirmed its efficiency when the device is regularly used. The device itself and its design are protected with corresponding intellectual property rights (patent, registered design, etc.).

Nowadays many tasks result in repetitive movement of hand/wrist and this can lead to tingling, numbness, pressure and pain in the wrist. If not treated, the pain can extend itself to the arm and similar condition can be observed with other parts of the body (e.g. neck, shoulders, spine etc.). Typical examples where these issues can occur, are (prolonged) use of computers, repetitive movements in occupancies like hairdressers, dentists, auto mechanics, etc.

As a solution to this challenge, Slovenian company designed a wooden device for a local vibration therapy and its ergonomic design allows hand to be in a natural position, while doing tasks. For example, it is simply put below the hand while the computer mouse is used. Additionally, it can be due its small size used for other parts of the body where the pain is present. One of the main beneficial effects is to accelerate blood circulation, while it also influences regeneration of the cells.

The housing of the device is produced from wood and is made from separated, but combined upper and lower part, while the inner part of it is for the mechanism for vibration therapy. The latter includes batteries that can be recharged by micro USB (Universal Serial Bus) cable, so the connection of the device to the energy source is not required at the time of the use. The total length of the device is a bit less than a pencil. The device shows resemblance to computer mouse, but for ergonomic reasons, the central area is deepened, so that hand can be placed on it naturally. The overall design of the device is in constant development and the latest version includes LED (light-emitting diode) lights as indicators of the selected therapy for different parts of the body (wrist, shoulders, etc.).

The company is expanding business activities and is looking for partners to manufacture the upper part of the housing. Partnership will be based as manufacturing agreement, where Slovenian company will provide required specifications for the housing, while partner will take care of production of housings according to set requirements. The partner needs to have experience with manufacturing wooden objects with CNC devices.

# Partnering Opportunity

Profile status : Published

## Business Request

**A Lithuanian company is looking for game development accelerator or private marketing company that specializes in game development field**

### Summary

*A Lithuanian company is a small immersive media solutions production studio based in Vilnius, Lithuania. Currently, a Lithuanian company is finalizing their new game - a VR escape room, in which teams of up to 4 players use their wits to solve innovative, story-driven puzzles. Partner sought should be the game development accelerator or private marketing company that specializes in game development field and the expected partnership is services agreement.*

Creation Date	02 February 2021
Last Update	22 February 2021
Expiration Date	23 February 2022
Reference	BRLT20210202001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b4088404-d655-41d9-b83c-2c42731b55a8">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b4088404-d655-41d9-b83c-2c42731b55a8</a>

### Details

#### Description

A Lithuanian company is a small (4 people) immersive media solutions production studio based in Vilnius, Lithuania. They use the latest technologies in programming, and design to create new immersive experiences for game enthusiasts.

Currently, A Lithuanian company is finalizing their new game - a VR escape room, in which teams of up to 4 players use their wits to solve innovative, story-driven puzzles to try and break out of a prison cell. The

development of this game is on its final stage and soon it will be ready to the market, the official release is planned on Q2 2021.

They are looking for a partner that could cooperate with them in their launch journey and would have knowledge in launch plans, monetization and commercialization of VR games and would have a proven track of experience in this field and the expected partnership is services agreement.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Experts sought for medical data annotation of potentially malign lesions for the development of a computer-aided prostate magnetic resonance imaging (MRI) analysis software

#### Summary

*An e-health company based in North Germany is developing a software for computer-assisted prostate magnetic resonance imaging analysis (MRI). The solution is based on deep learning algorithms and aims at supporting the healthcare industry via an AI platform. Currently the SME is looking for services agreements with medical data annotation experts who identify and mark the potentially malign lesions in a set of anonymized training cases.*

Creation Date	24 February 2021
Last Update	26 February 2021
Expiration Date	29 March 2021
Reference	TRDE20210222001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b7f29a26-2cc2-457c-9bd9-f7d76dec7b9b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b7f29a26-2cc2-457c-9bd9-f7d76dec7b9b</a>

#### Details

##### Description

The e-health company based in North Germany is developing a software for computer-assisted prostate magnetic resonance imaging analysis (MRI). The result of these activities is a product that assists radiologists during the analysis of prostate MRI by providing automatically created markings of potentially malign lesions.

In the current research and development step they aim to train the deep learning algorithms with anonymized cases of prostate MRI along with expert annotations. The outcome of this process are segmentations that are subsequently used as ground truth for algorithm training.

For generating these high quality ground truth data, experts are sought for two tasks:

Task A: all potentially malign lesions shall be localized by the expert and the geometric center of the lesion shall be marked

Task B: delineation of marked lesions (=outline of lesion boundary) shall be created. The location of a lesion is provided as marking of a central point.

All markings should be created in the axial T2-weighted series, however the information from the other series should be taken into account for the detection of lesions. The data set amounts to 400 cases.

Three phases are planned for the data annotation process.

In a first test phase the experts will be asked to provide a test data set of 5 patients for task A and 5 patients for task B. Experts will be asked to detect lesions (task A) and create delineation of pre-defined lesions (task B). The annotations will be compared to a histological gold standard and a feedback about the accuracy will be provided. Remuneration will be based on a lump-sum allowance.

If the quality targets are met by the experts, negotiation of service agreements for the annotation of the full data set for phase A and/or phase B will follow.

Expressions of interests are preferred to be received until end of March 2021.

# Partnering Opportunity

Profile status : Published

## Technology Request

**A Japanese plastic products manufacturer is looking for partners in the EU that can provide food-loss prevention technologies and is specifically interested to co-develop a bottle cap with measuring capabilities**

### Summary

*This Japanese company established in 1917 manufactures plastic products including advanced airless bottles which are used for food, cosmetics, and personal care product packaging. The company is looking for an EU partner that is willing to co-develop or produce a bottle cap that can also function as a measuring tool. The company is generally interested in technologies that prevent food-loss and willing to engage in license, technical & research cooperation, and commercial agency agreements.*

<b>Creation Date</b>	04 February 2021
<b>Last Update</b>	05 February 2021
<b>Expiration Date</b>	06 February 2022
<b>Reference</b>	TRJP20210204001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c854428a-61e1-4398-8d9c-7f8f72271b2e">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c854428a-61e1-4398-8d9c-7f8f72271b2e</a>

### Details

#### Description

This Japanese company specialized in plastic products manufacturing with over a century of history is looking for partners in the EU. The company produces various plastic products with their blow moulding technology and its clients are generally in the automobile, food, medical, cosmetic, housing, and other similar industries. They have

manufacturing partners in Asia and the United States and are now looking to cooperate with EU partners.

The company has developed advanced airless bottles, including double-structure and multilayer bottles, designed to prevent oxidation and reduce residual content. This type of bottle is generally used in food packaging, cosmetics, and personal care products. The company would like to engage in a technological partnership with an EU partner to improve the usability of their bottles and provide additional value for consumers.

Specifically, the technology sought by the Japanese company is a bottle cap that can function as a measuring or weighing tool. In the existing market there are pumps that can discharge an estimated quantity, but a cap with similar capabilities has never been introduced. Squeeze bottles with such a measurement cap will allow consumers to extract the necessary quantity for cooking recipes. Furthermore, it can also allow more accurate dosing of cosmetics. Although not as high of a priority as the cap, the company is also interested in various technologies that tackle the issue of food loss and other packaging-related technologies as described in the "Technical Specification or Expertise Sought" box.

The Japanese company seeks to collaborate with EU companies or research institutions in the form of a technical cooperation agreement where the partner does research into the technical possibilities and requirements of the requested technology, a license agreement for existing technology provided by potential partners, or a commercial agreement with technical assistance with a company that is able to develop a measurable bottle that complies with the clients' demands. The technical assistance necessary would be in the form of detailed knowledge exchange with the partner to ensure a compatible manufacturing process. Research cooperation could also be an option where both companies bundle their researching capabilities.



# Partnering Opportunity

Profile status : Published

## Technology Request

**A textile product development institute in Korea is looking for manufacturing technology of nonwoven fabric using a new material or that of new machine that produces finished products using nonwoven fabric.**

### Summary

*A Korean textile product development institute is looking for manufacturing technology of nonwoven fabric using a new material and a machine that can produce new finished goods using the nonwoven fabric. Together with this institute, a Korean manufacturing SME is planning to commercialize the technology and use it in the R&D institute or sell it to the other companies. Type of cooperation sought is either license agreement and(or) technology cooperation agreement.*

Creation Date	16 February 2021
Last Update	22 February 2021
Expiration Date	23 February 2022
Reference	TRKR20210216001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/328f1bf8-e6a0-432b-aaf6-e8fb75971aef">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/328f1bf8-e6a0-432b-aaf6-e8fb75971aef</a>

### Details

#### Description

A Korean textile R&D institute is looking for a project idea on a machine that produces nonwoven fabric since the government has allocated an R&D budget of around 4M Euros for developing a machine that produces nonwoven fabric. Nonwoven fabric can be used in making the wrapping paper, baby/adult diapers, sanitary napkin, face mask, disposable cover/bag, nonwoven fabric for a hospital(surgical use).

In Korea, a biodegradable film using corn starch is being used for wrapping the products and for manufacturing face mask. However, this material is expensive and has a low production efficiency. In addition to that, when applied on hygiene products, adhesive strength could be weak or printing may not be done well. Therefore, 1) they are looking for a biodegradable nonwoven manufacturing machine that can complement this weak point. 2) Also, they are interested in automatic manufacturing technology of finished product of nonwoven fabric which is disposable nonwoven anti-contamination clothing.

In other words, they are looking for a new innovative technology from abroad that does not exist in Korea and want to introduce it to the market as a made-in-Korea product.

The sought partner is not limited to European companies. Also, any form of company is welcomed for license agreement and(or) technology cooperation agreement.

License agreement refers to receiving license related to producing the machine and also manufacturing technology of finished product using nonwoven fabric. The technology cooperation agreement will be signed if coaching/training is necessary for designing, producing, operating and testing the machine. Once the technology is received by the R&D institute, they will form a consortium with a Korean SME specialized in machine design and manufacturing and conduct output test.

Roles :

- R&D Institute in Korea: Project manager of the government project. and owns the developed machine. They can produce a product using this machine and sell it. Or can sell the machine through government procurement platform.
- Korean SME: Produce machine after receiving technology
- Overseas firm: Provide technology(technology transfer) and offer coaching/training for design, producing and operating the machine and for setting stable manufacturing condition of the machine
- Machine that produces a new type of nonwoven fabric
- Technology that can develop a machine which produces a new type of finished product using nonwoven fabric
- No specific requirement. It should be about advanced technology related to the nonwoven fabric. Prefers technology that has not been introduced in Korea yet

# Partnering Opportunity

Profile status : Published

## Technology Request

**A Korean middle market company is looking for a proven reformer technology for hydrogen refuelling station under license agreement or commercial agreement with technical assistance**

### Summary

*A Korean middle-market company that provides engineering and construction service in semiconductor, display, chemical, energy, bio and environment industry is looking for reformer technology for a hydrogen refuelling station. This company wishes to cooperate with the European companies with commercialized small-scale and mid-scale reformer technology under a license agreement or commercial agreement with technical assistance, to enter the Korean hydrogen refuelling market.*

<b>Creation Date</b>	18 February 2021
<b>Last Update</b>	19 February 2021
<b>Expiration Date</b>	20 February 2022
<b>Reference</b>	TRKR20210218002
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2088cb9d-bd7d-43cb-8070-be3e25520d3a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2088cb9d-bd7d-43cb-8070-be3e25520d3a</a>

### Details

#### Description

A Korean middle-market company, which is looking for a proven reformer technology for hydrogen refueling station, is specialized in providing machine engineering service and advanced chemical material management system for semiconductor and display companies for more than 30 years.

Ref: TRKR20210218002

Recently, they have entered bio, pharmaceutical, water treatment and aerospace industry as well.

As global interest in climate change is increasing recently, the majority of the countries are expanding business area to the hydrogen industry to meet the market demand in the energy transformation.

To take advantage of this opportunity, this company also wants to enter the Korean hydrogen market, especially the hydrogen refueling station which will be installed in 1,200 sites until the Year 2040.

Various reformer manufacturers for hydrogen refueling station are already present in the Korean market.

Thus, the company is looking for an overseas firm with various application reference in terms of reformer technology, but those with no cooperating partner in Korea yet.

Under a license agreement, the Korean company wants to have the exclusive right to supply the product in the Korean market.

They are also considering a commercial agreement with technical assistance wherein the company purchase some parts of the product on a non-exclusive basis with technical training or coaching to produce a finished reformer product in Korea.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Italian SME looking for solutions for cleaning small components in optical measuring machines

#### Summary

*A northern-Italy company is active in the production of optical measuring machines for mechanical and medical industries. The SME is looking for efficient technology solutions to integrate automated cleaning of small components in its measuring machines. Partners will act as suppliers under commercial agreement with technical assistance.*

Creation Date	19 February 2021
Last Update	19 February 2021
Expiration Date	20 February 2022
Reference	TRIT20210204001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/96662365-79a5-4a9b-99bd-bbb31d2a1397">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/96662365-79a5-4a9b-99bd-bbb31d2a1397</a>

#### Details

##### Description

A northern-Italy SME is looking for efficient technology solutions to improve automated cleaning of components in measuring machines.

The company, active since 1960, has solid experience in computer vision and image processing applications in optical metrology solutions, optical measurement equipment and automated quality inspection control. The SME provides optical measuring machines, optical systems and metrology software for mechanical engineering and medical technology industries.

Industrial metrology is the science of measurement applied to manufacturing and other industrial processes; it ensures suitability, calibration and quality control of measurement instruments, materials, procedures and production processes. It provides understandable and unambiguous information on measures.

The SME's optical measuring devices are specifically designed to measure small components (micro-mechanical parts, dental implants, watch parts and micro-parts in general) up to max 120 cm. Measuring tools can be manual, semi-automatic and automatic, with a different influence from the operator's work affecting the quality of measurement.

The company is willing to examine cleaning and/or washing technology solutions for small components to be integrated in the SME's existing measuring machines to allow cleaning right before or during the measurement process, in order to assure precise, objective and reliable measurement results, independent from the operator's action. Every type of technology would be considered: immersion, infrared etc.

The solution sought would rapidly remove dirt, dust, shavings, oils, emulsions etc. and would not require manual cleaning of components measured.

The company is looking for technical partners, both companies and R&D organizations, from every sector, providing solutions for automated cleaning of small components in - or adaptable to- optical measuring machines. Solutions considered can be existing products, prototypes or close-to-market solutions.

The SME is looking to purchase the innovative solution: partners will act as suppliers under commercial agreement with technical assistance: the company will evaluate proposed technologies and will work together with partners to test, adapt and parameterize the solution to the SME's requirements in terms of technical performance and usability, in close contact for technical assistance and support to the transfer of technology and know-how.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Turkish university is seeking research cooperation agreements for HORIZON2020 MSCA Cofund program CoCirculation2

#### Summary

*A Turkish university is looking for research cooperation agreements and is offering research fellowships in the fields of agricultural, pharmaceutical, medical and computer sciences with researchers having technical skills for the development of new scientific methods and innovative product prototypes in the related fields. The aim is to apply for the H2020 MSCA Co-Fund program CoCirculation2.*

<b>Creation Date</b>	02 February 2021
<b>Last Update</b>	08 February 2021
<b>Expiration Date</b>	09 February 2022
<b>Reference</b>	TRTR20210202001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2e79a6ae-85f7-4458-8102-319612f15bee">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2e79a6ae-85f7-4458-8102-319612f15bee</a>

#### Details

##### Description

A Turkish university is looking for research cooperation agreements in the following topics:

1. Traditional and complementary medicine applications: medicinal plants, seed technologies, extraction of bioactive compounds, molecular biology and biotechnology, pharmaceutical formulations,
2. Renewable energy resources, forest ecology, soil&water protection
3. Composite materials, recycling of agricultural and industrial waste materials,

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4. Deep learning, Quantum computing/Grover's search algorithm, DNA encryption, DNA data storage, artificial intelligence,
5. Nursing informatics, health informatics, embedded systems in biomedical device technologies
6. Other cutting edge science technologies can be offered by the candidate fellows.

The aim is to apply for a H2020 MSCA Co-Fund program called "CoCirculation2". The programme will be executed by the Science Fellowships and Grant Programmes Department (B DEB) within Turkish Scientific and Technological Research Council (TÜB TAK) co-funded by European Commission Horizon 2020 Marie Skłodowska-Curie Actions Cofund program "Co-Funded Brain Circulation2 Scheme (CoCirculation2)".

Eligibility criteria for the applicants are as follows:

They must be Experienced Researchers, i.e. researchers who, at the time of the relevant deadline for submission of proposals, are in possession of a doctoral degree or have at least four years of full-time equivalent research experience. Researchers may be of any nationality or age.

Researchers must comply with the mobility rule that applies to them, either the standard mobility rule or the flexible mobility rule.

**Standard mobility rule:** ERs must be non-residing in Turkey for more than 12 months in the three years prior to the relevant deadline for submission of proposals. Short stays which does not exceed 20 days in total in a year and compulsory national service are not counted. This standard mobility rule applies to all applicants not being eligible for the flexible mobility rule.

**Flexible mobility rule:** ERs must not have resided or carried out the main activity (work, studies, etc.) in Turkey for more than 36 months in the 5 years immediately before the call deadline. Short stays which does not exceed 20 days in total in a year and compulsory national service are not counted.

The flexible mobility rule will apply to four groups of researchers:

**Reintegration applicants:** For applicant wishing to benefit from the flexible mobility rule for reintegration, applicant must be a long-term resident (Long-term residence means a period of full-time research activity in the Turkey at least 5 consecutive years.) of Turkey. Applicants must in addition to this rule also move or have moved directly from a non-EU country to Turkey.

**Applicant with refugee status:** To benefit from the flexible mobility rule, researchers must have refugee status in accordance with the Turkish regulatory system at the time of the relevant deadline for submission of proposals, and principles laid down by the Geneva Convention.

**Career restart applicants:** To benefit from the flexible mobility rule, applicants must in addition to this rule also have had a career break in research, i.e. they must not have been active in research for at least 12 months prior to the relevant deadline for the submission of proposals.



# Partnering Opportunity

Profile status : Published

## Technology Request

**A Dutch reverse logistic service company, specialized in refurbishing cardboard boxes is looking for improved technologies and smarter processes.**

### Summary

*A Dutch reverse logistic service provider is looking for more efficient and healthier technologies and processes to refurbish used cardboard boxes. Due to excessive attrition rates and less healthy working conditions, the current process no longer persuades their own sustainable mission. The SME might offer a technical cooperation agreement or other type of agreement, to companies working in software development, tech & design, engineering or, creative thinking.*

<b>Creation Date</b>	11 February 2021
<b>Last Update</b>	15 February 2021
<b>Expiration Date</b>	16 February 2022
<b>Reference</b>	TRNL20210125001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8735fad8-33b4-4576-92cb-9f64f21b16f5">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8735fad8-33b4-4576-92cb-9f64f21b16f5</a>

### Details

#### Description

The independent Dutch SME subsidiary of an American company provides reverse logistic (return) services and customer deliveries for well-known multinationals. If the customer wishes, the SME provides the required services in-company. The business-model comprises checking in the used cardboard boxes, surveying the quality, sorting them out, sometimes emptying, cleaning and stockage. Around half a million of the refurbished cardboard boxes a year are stored in their warehouse.

Consumers, like the government and local authorities become increasingly environmentally aware and demand for

instance that this theme is incorporated in their tenders.

With the current methods the company has been refurbishing cardboard boxes for years. For strategic reasons the process needs to be renewed;

- Due to increasing numbers (daily up to 1000 boxes at 90 - 120 sec per piece every day),
- Due to the glue fumes when removing stickers and tape, the work becomes unhealthy,
- The process is too energy-consuming,
- the failure rate of good boxes is too high,
- Customers demand an ever-increasing use of used boxes,
- the efficiency is too low,

The company wants to be ahead in the turbulent market and is looking for new solutions to keep up with the increasing customer demands.

In view of their wishes, the company thinks in the framework of the following solution:

- mechanizing, automating and robotizing the process,
- innovating the mechanical method used to remove tapes and stickers including an environmentally friendly chemical solvent when needed.

The SME has the intension to work in the framework of a technical corporation agreement but other types of agreements are open for discussion.

**IMPORTANT NOTE:** This technology request is part of an innovation challenge and is published on an open innovation platform from February 22th 2021 until March 29th 2021. If an organization does express interest in cooperation with this firm before 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 firm will select the SMEs that will be invited for further contact to discuss cooperation possibilities aimed at the development of a solution.

# Partnering Opportunity

Profile status : Published

## Technology Request

**Dutch-based internationally operating company within the automotive sector is looking for a solution to down-size electric motors of automotive auxiliaries through efficient rotor and stator stacks.**

### Summary

*Dutch-based internationally operating company known for its innovative solutions in the automotive sector, is looking for a solution to down-size electric motors through efficient rotor and stator stacks in order to make them lighter and cheaper. The company wants to contribute to reducing the amount of emitted carbon dioxide (CO2). This request refers to an innovation challenge published on an open internet-platform.*

Creation Date	10 February 2021
Last Update	12 February 2021
Expiration Date	13 February 2022
Reference	TRNL20201223001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/94630e6d-732c-4aa9-bcb5-f1bbd0c43031">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/94630e6d-732c-4aa9-bcb5-f1bbd0c43031</a>

### Details

#### Description

The company was originally founded in the Netherlands in 1969 and has developed itself over the years into a leading manufacturer in comprehensive parts in pursuit of mobility on the land, seas and in the skies. The Dutch based company has specialized itself within the spectrum of land mobility systems, and its products are being used in automobiles, motorcycles, construction machinery and other so-called land-based "moving vehicles".

The automotive industry is massively electrifying in the last decade. Not only the powertrain but also auxiliaries are electrified/powered-up. Although having benefits in terms of controllability, these electric auxiliaries tend to have high weight, which is not desirable for a vehicle and indirectly our living environment because of the amount of emitted carbon dioxide (CO<sub>2</sub>).

Within the automotive sector, sustainability and green solutions have become the norm, but due to the dominant focus on low-costs on the one hand and the customers increasingly specialized and complex needs on the other hand, it is a challenging task to lower the carbon dioxide (CO<sub>2</sub>) emission and contribute to the climate goals. Nevertheless the company is highly motivated to take responsibility and raise sustainability to a higher level. The company wants to utilize existing competences in stamping technology and automated assembly to co-create an innovative solution to replace the heavy electric auxiliaries by a light breakthrough version. And in this respect the company strives to find solutions to make the sheet metal stacks in the rotors and stators considerably more efficient so that the total weight, size and cost of the electric motor can decrease compared to the current market standard. The company wants to create a prototype for certain applications based on innovative solutions for the rotor stator stacks. Think of electric water pumps, climate compressors and e-bike motors that are lighter and consume less energy.

Since the company is production driven and development of related technologies is not part of their core business, the company needs outside expertise to incorporate new innovative technologies or novel ideas to realize this. The company is particularly interested in disciplines/expertise like material specialists in soft-magnetic materials, stamping tool design, competences in magnetic flux design in electric motors, tool technology and connection techniques and technology.

The company is looking for start-ups, developers and/or SMEs and is open for all creative and innovative solutions. Cooperation could be in the frame of co-creation or as a partner in applying new or ready-made solutions, matching with a technical cooperation agreement, a commercial agreement with technical assistance, a manufacturing agreement or any other form that fits the purpose of this challenge.

**IMPORTANT NOTE:** This technology request is part of an innovation challenge and is published on an open innovation platform from February 22nd till March 26th 2021. If an organization does express interest in cooperation with this firm before 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

### New technologies sought for heavy metal removal from waste activated sludge from municipal wastewater treatment plants

#### Summary

*A Dutch international engineering and project management consultancy is looking for new technologies to selectively remove heavy metals from waste activated sludge in order to recover resources safely and/or more efficiently.*

*Cooperation is envisaged within the frame of a license agreement or a technical cooperation agreement. Other types of agreement may be considered. This request refers to an innovation challenge published on an open innovation platform.*

<b>Creation Date</b>	05 February 2021
<b>Last Update</b>	12 February 2021
<b>Expiration Date</b>	13 February 2022
<b>Reference</b>	TRNL20210204001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c040f00f-c236-4f30-bfa2-fe254cb2d028">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c040f00f-c236-4f30-bfa2-fe254cb2d028</a>

#### Details

##### Description

A Dutch independent international engineering and project management consultancy is looking for technological expertise to selectively remove heavy metals from municipal waste activated sludge (WAS) derived from municipal wastewater.

Why is this a challenge?

Ref: TRNL20210204001

Waste activated sludge (WAS) is a source of nutrients (phosphorus, nitrogen and potassium) and biomass (cellulose, biopolymers) which potentially can be recovered and reused in agriculture or other markets. However, WAS contains heavy metals like copper, zinc, nickel, among other pollutants, which might hinder safe application of recovered resources. Removal of these heavy metals will open the door for resource recovery from sludge.

Where do you fit in?

The Dutch Water Authorities are cooperating in a platform called “Energy and Resource Factory”. Within this platform different promising resources are investigated for recovery from municipal wastewater and WAS, i.e. water, phosphorus, bioplastics, biopolymers and cellulose. The potential partner can add to this cooperation by delivering specific technological expertise to selectively remove heavy metals from municipal WAS.

If the technology fits into the above-mentioned goal, the Dutch corporate would like to get in touch and investigate the technical and economic feasibility.

If the investigation confirms that application of this technology can enhance resource recovery from WAS, a pilot test at a wastewater treatment plant (WWTP) will be a logical next step.

Cooperation is envisaged within the frame of a license agreement or a technical cooperation agreement. Other types of agreement may be considered.

What's in it for you?

- Evaluation of the proposed technology in the context of wastewater treatment (business case)
- An assignment to realize a prototype or pilot
- Support and test environment
- Probability of a follow-up order, scaling up or lasting cooperation
- Interesting network of cooperation partners and municipalities, which can also be used to spread the partner's concept further if it is demonstrably effective.

**IMPORTANT NOTE:** This technology request is part of an innovation challenge and is published on an open innovation platform until March 29th 2021. If an organisation does express interest in cooperation with this firm before 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 firm will select the SME's that will be invited for further contact to discuss cooperation possibilities aimed at the development of a solution. Once the challenge is closed, EOI's for this technology request will be treated in the traditional way

# Partnering Opportunity

Profile status : Published

## Technology Request

**Dutch company active in food-ingredients is looking for innovative fermentation technologies to upgrade agricultural waste/side streams into functional and/or nutritional ingredients for the baking industry.**

### Summary

*A Dutch subsidiary of a British corporation active in food-ingredients for the baking industry is looking for partners with innovative ideas or innovative processes to co-create or co-develop fermentation technologies to upgrade agricultural waste/side streams into functional and/or nutritional ingredients within the frame of a license agreement, a research cooperation agreement or a technical cooperation agreement.*

*This request refers to a challenge published on an internet-platform.*

**Creation Date** 16 February 2021

**Last Update** 26 February 2021

**Expiration Date** 27 February 2022

**Reference** TRNL20210204002

**Public Link** <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8b7228d3-bd68-46c0-84fa-05c3bc10d86c>

### Details

#### Description

The Dutch subsidiary of a British corporation develops ingredients for the global baking industry, providing functional or nutritional ingredients to the baker that fit their particular product and processing needs.

Many refined food ingredients are associated with inefficiency at the early stages of the agricultural value chain,

producing waste streams that are at best re-routed into animal feedstocks and at worst burnt or enter landfill. The potential to upgrade such side streams into food ingredients of value in human nutrition is therefore highly sought. However, such materials are not directly suitable for the human diet, perhaps due to indigestibility or poor functionality, despite them having inherent nutritional value. Fermentation can be a natural way to unlock the true nutritional value of such materials and to modify their flavour or function to more closely match the properties desired by food manufacturers.

Since the baking industry is one of the major food categories in the world, addressing both staple food and added value products, the industry is well positioned to contribute to the sustainable economy through use of such upgraded agro-waste streams.

Where do you fit in?

The company is looking for innovative ideas or innovative processes in development or already existing processes to use fermentation technologies to upgrade agricultural waste/side streams into functional and/or nutritional ingredients for baking applications

How can the company produce functional (texture, preservation) and/or nutritional (fibres, proteins) ingredients for the baking industry by means of fermentation of agro-food waste/side streams.

The ingredient technology developed here will be used by the company in conjunction with other functional ingredients to deliver tools specifically tailored to the industrial and craft bakery industry worldwide.

What's in it for the partners?

- An assignment to realize a prototype or pilot
- Access to facilities, technology, experience and global markets
- Possibility for a joint development project
- Possibility for a joint scaling up project
- Probability for a lasting collaboration
- Global network of cooperation partners and potential customers

'other types of cooperation may be considered'

Cooperation is envisaged within the frame of a license agreement, a research cooperation agreement or 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 on the platform 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 March 29th. 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 SMEs that will be invited for further contact to discuss cooperation possibilities aimed at 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

### Manufacturers and organisations with engineering capacity sought, for design and supply of hydrogen pumping technology and hydrogen storage tanks.

#### Summary

*A UK SME has developed a low capital, cost-efficient hydrogen generator suitable for incorporation into autonomous solar installations, scalable for larger installations and for use with ICE (internal combustion engines) as an emissions reduction unit, including marine diesels. They are currently seeking engineering companies to help improve the pumping technology via technical cooperation agreements and also manufacturers to supply hydrogen storage tanks under manufacturing agreements.*

Creation Date	09 February 2021
Last Update	10 February 2021
Expiration Date	11 February 2022
Reference	TRUK20210209001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d03b69f9-f0f1-4fc5-91c9-ab488cb0813c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d03b69f9-f0f1-4fc5-91c9-ab488cb0813c</a>

#### Details

##### Description

A UK SME has developed an exciting technical innovation in efficient low cost green hydrogen generation. The hydrogen generator was developed over a period of 12 years as an academic exercise. The unit in its present form represents the combination of various scientific disciplines combined. Their aim is to achieve low voltage/current autonomous green hydrogen generation.

The innovation that has been developed is a low capital cost efficient hydrogen generator suitable for incorporation into autonomous solar installations, scalable for larger installations and for use with internal combustion engines (ICE) as an emissions reduction unit, including marine diesels.

A working prototype of the unit will be ready for demonstration in May 2021.

Due to the secret know how and pending patent/s filed for in the UK, clients who are interested in learning more about this profile will need to sign a non-disclosure agreement (NDA) before further sensitive information can be exchanged.

They are now seeking engineering companies with technical assistance who have pumping capabilities from small units to larger units up to 800 bar 5.5m<sup>3</sup>/h multi stage to help improve the technology. The smaller units will need to run off 12/24 volt DC. Technical cooperation agreements are envisaged.

Manufacturers are also sought for hydrogen storage tanks which will need to be certified and tested. Capacities from 100 litres and larger are required. Manufacturing agreements are expected.

# Partnering Opportunity

Profile status : Published

## Technology Request

### UK provider of chemistry services seeks novel methodology and novel compounds

#### Summary

*A leading UK provider of chemistry services and products to the global life science industry seeks partners from universities, research institutes and SMEs with novel methodology and novel compounds for license agreement or commercial agreement with technical assistance.*

Creation Date	16 February 2021
Last Update	19 February 2021
Expiration Date	20 February 2022
Reference	TRUK20210216001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/aacbff6d-f3a3-4605-8304-b4cc7f1a24f7">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/aacbff6d-f3a3-4605-8304-b4cc7f1a24f7</a>

#### Details

##### Description

The UK south west based specialist chemistry services company has over 30 years experience in providing high quality intermediates, screening compounds, fragments, catalysts and ligands to international clients from the pharmaceutical, agrochemical, petrochemical and materials industries and academic research institutions.

The UK company has expertise and has worked with leading pharmaceutical and biotechnology companies in the following areas:

- Synthetic Organic Chemistry (SOC) including multi step custom synthesis, high pressure reactions, microwave

synthesis, parallel synthesis, process development and scale up.

- Medicinal chemistry – supply of novel intermediaries and fragment libraries and support to in house R & D projects including lead generation, hit to lead development, lead optimisation, through client led, single molecule or library synthesis.
- Library design – production of novel proprietary fragment collections.
- High end analytical services including compound identification and structure elucidation, purification, purity screening.
- Process and scale-up to support a smooth transition from discovery into pre-clinical development, and subsequent GMP manufacture.

The company has a database of over 200,000 research intermediates, fragments, biochemicals and screening compounds and is able to supply the global scientific community with most products via immediate dispatch.

The company currently has license agreements with a number of UK and European academia and industry partners with novel methodology and novel compounds.

The UK company seeks partners from universities, research groups and SMEs who may have novel methodology and novel compounds for license agreement or commercial agreement with technical assistance.

# Partnering Opportunity

Profile status : Published

## Technology Request

### **Serbian SME is seeking collaborative partners in the development of a 3D printer system for the illumination system in form of either a research or technical agreement**

#### Summary

*The Serbian based SME specialising in 3d printing system is seeking collaborative partners in the development of a large-scale illumination and lighting 3D printer systems for the interior design, advertisement, and cultural-heritage solutions. The client is looking for collaborative assistance in the specialist fields of 3D printing user interface development, construction automation and certification. Research/technical cooperation agreement will be considered.*

Creation Date	07 February 2021
Last Update	16 February 2021
Expiration Date	17 February 2022
Reference	TRRS20210121001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/96538663-c861-4486-80cd-4571693feb24">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/96538663-c861-4486-80cd-4571693feb24</a>

#### Details

##### Description

The Serbian company provides 3d printing solutions, with expertise in design, consultancy, installation, prototyping and development of custom made solutions. This company was founded in 2015 and has participated in the realization of several domestic and European projects on the topic of additive technologies. The principal motive for the Serbian company is the implementation and optimization of applied research leading to added value

production of components. To fulfil this aim, the Serbian SME pursues the latest developments in prototyping, it acts as a distributor of major 3d printer brands and printer components in Serbia, and it runs 3d printing studio. The company has a diverse range of skills in engineering from design through execution and quality control. Which allows them to offer the services both independently for those who only need partial help, and for those who need a more tailored solution to be designed and executed.

The company has been developing an additive manufacturing large-scale illumination and lighting 3D printer systems for which they're looking to further develop into a more versatile platform, intended for rapid fabrication of illuminated structures and/or lighting components. The company is looking for a collaborative partner to tackle the software and mechanical engineering aspects of the project including a user-friendly interface.

The resulting system will aim to provide a modern automated alternative to traditional or modular illumination and lighting systems for the interior design, advertisement, and cultural-heritage applications. The system will enable the end-users to very rapidly print lighting and illumination body designs, offering significant optimisation of design, evaluation and small series production processes.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Seeking chocolate and fat-based filling modification solutions with good mouthfeel

#### Summary

*A Singapore MNE is seeking dry ingredients in a chocolate/fat-based filling system that can replace and has a similar mouthfeel to sugar, or ingredient technologies that can counteract such negative mouthfeel attributes. This is to meet a growing demand for lower fat and sugar products that do not compromise on mouthfeel, even with reduced fat and sugar levels. Partners with the above technologies or capabilities are sought for R&D collaboration, joint venture or license agreement.*

<b>Creation Date</b>	21 January 2021
<b>Last Update</b>	04 February 2021
<b>Expiration Date</b>	03 February 2022
<b>Reference</b>	TRSG20210121001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8425b6c4-95f9-4143-a2ae-3e1a40b0766c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8425b6c4-95f9-4143-a2ae-3e1a40b0766c</a>

#### Details

##### Description

Fat and sugar create the mouthfeel in food products that consumers love, but the growing demand for lower fat and sugar products has presented a significant challenge to achieve reduced sugar/fat/calorie content in chocolate and fat-based fillings that have good mouthfeel or texture.

Chocolate and fat-based fillings are suspensions of finely ground particles (e.g., sugar, milk powder, cocoa powder) in a continuous fat phase (e.g., cocoa butter and/or other vegetable fats). Standard chocolate and fat-based fillings have a continuous fat phase content of 27-32% (by weight), with the remaining 73-68% being finely ground particulates.

When chocolate or fat-based filling is chewed, the solid fat phase is physically broken down by the teeth, and begins to melt and mix with saliva. In standard chocolate, the particles' concentration (i.e., the extent of interaction with oral surfaces) and the properties of the particles (solubility, water binding/absorbing etc.) result in the classic chocolate texture.

If the fat content is reduced, the relative proportion of the particle phase will increase, leading to a greater extent of particle interaction with oral surfaces, resulting in a harder, more crumbly texture and drier/powdery mouthfeel.

If the sugar content is reduced and replaced with an alternative particle (e.g., soluble and/or insoluble fibre), then the fibres will have a greater, negative textural impact, even though the concentration of particles may not increase. For example, the fibres can mix with saliva and become sticky and, due to low solubility, can be perceived as rough or powdery.

If both fat reduction and sugar reduction are attempted simultaneously, then both issues are present.



# Partnering Opportunity

Profile status : Published

## Technology Request

**A Dutch recycling company is looking for technologies for the development of highly defined grains, pellets or briquettes from a fine mineral grain fraction.**

### Summary

*A Dutch recycling company processes & fractionizes incinerated bottom ashes into widely applicable raw materials. The obtained mineral fraction consists of a considerable part of aluminium, which makes this fraction suitable for the preparation of a novel and durable binder for concrete as replacement for cement. The company seeks technologies to make highly defined pellets or similar from a fine mineral grain fraction. Technical partners sought via research or technology cooperation agreement.*

<b>Creation Date</b>	16 February 2021
<b>Last Update</b>	17 February 2021
<b>Expiration Date</b>	18 February 2022
<b>Reference</b>	TRNL20210215001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ac0e0253-6837-48e5-81ef-3ff096b10ee4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ac0e0253-6837-48e5-81ef-3ff096b10ee4</a>

### Details

#### Description

A Dutch company is specialized in the sustainable recycling of waste. An important and immense waste stream comes from households, shops, the catering industry, etc. This type of waste is used as fuel to energy plants, in Dutch also called "afval energie centrales" (AEC). What is left behind in the incinerators is called AEC bottom ashes. This AEC bottom ashes can be recycled and used as secondary building material. For instance, AEC bottom

ashes is an ideal replacement for sand and rubble, and is therefore already widely used for the construction of roads and buildings.

New developments will expand the range of applications even more. The company processes and fractionizes incinerated bottom ashes into widely applicable raw materials. During this process a mineral fraction is released, which in itself does not meet the standards set by the Dutch "soil quality decision" (BBK: besluit bodemkwaliteit), but as such can obtain a positive value in other production processes of raw materials.

This mineral fraction consists of a considerable part of aluminium, which makes this fraction suitable for the preparation of an innovative and durable binder for concrete as replacement for cement. It is important that this fraction is bound in such a way that the fraction ends up in the firebox (> 1000 °C) and is not blown away by the heat at an earlier point.

It is the objective of the company to aggregate or bind these mineral fractions to a small briquettes, grains, pellets, or the like. It should be mentioned, that the starting material (the bottom ashes) consists of a dust-like material and a sandy part with a moisture content of up to 15 %. It is important that the moisture content is either used for bonding or dramatically reduced, so that no adhering or unwanted free moisture is involved. Simultaneously, the dusty fraction should be bound or included in the pellets or the like form.

This objective can be regarded as a technological challenge since:

- This mineral fraction has a moisture content (7 – 15 %), which means that direct insertion into a firebox leads to an explosion. Therefore it is necessary to reduce the moisture content to the maximum and preferably 0% of water, while binding the dust-like material.
- The challenge is also to bind or aggregate this mineral fraction into larger, more compact granules / pellets with dimensions of 0,5 to 50 millimeters in diameter, resulting in a relatively higher weight. Consequently, this pellet with approximately 10% aluminum and an ultra-low moisture content can easily and safely penetrate the furnace and thus be used in the melting furnace.
- The entire process must be carried out in the most economical manner.

The company is looking for technical partners who are skilled in the art of grain, pellet formation technology in order to solve the above mentioned objectives and binding a fine grain fraction of 0,5 to 50 millimeters in diameter, to prevent dust formation, during handling. A research or technical cooperation agreement is foreseen.

**IMPORTANT NOTE:** This technology request is part of an innovation challenge and is published on an open innovation platform from February the 22nd until March the 26th 2020. If an organization does express interest in cooperation with this firm before 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 firm will select the SMEs with whom they would like to cooperate in the development of a solution.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Austrian company seeking drone operator knowhow and technical equipment for a new inspection solution

#### Summary

*An Austrian company has developed a disruptive digital inspection platform for infrastructure. They seek operators of drones with expertise to capture high resolution image data. Partners sought are research organisations or companies of any size for a service agreement or a technical cooperation agreement.*

<b>Creation Date</b>	01 February 2021
<b>Last Update</b>	01 February 2021
<b>Expiration Date</b>	02 February 2022
<b>Reference</b>	TRAT20210128001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0e9eb4ed-7722-44e7-8468-ac406536e2d7">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0e9eb4ed-7722-44e7-8468-ac406536e2d7</a>

#### Details

##### Description

The Vienna-based company is a spin-off of an Austrian corporate manufacturer of innovative cranes and working platforms. It has been founded in 2019 to further develop a totally new concept for digital inspection of infrastructure by deployment of image-based technologies using Red-Green-Blue (RGB) and/or multispectral imaging.

Currently, inspection of infrastructure such as bridges, tunnels, buildings and roads is done with the help of cranes, working platforms and professional climbers, which has several drawbacks:

- is expensive (transport and rent of heavy equipment as well as staff to manoeuvre it)

- is potentially unsafe and dangerous for climbers
- may deliver incomplete image coverage because of non-accessibility of sites, even when performed by professional climbers

The company has set the ground for an entirely new solution overcoming these drawbacks by developing a web-app platform for digital inspection of infrastructure. High-quality image data captured by UAVs (Unmanned Aerial Vehicles) are the basis for complete and reliable digital inspection.

The image data is used for :

1. the generation of a 3D model for visualization, Building Information Modelling (BIM) and georeferencing of damages in 3D.
2. automated damage identification by the use of artificial intelligence (AI)

End users of the solution are engineering consultants and asset owners such as public and private railway and highway operators.

This newly developed concept will:

- substantially lower costs by deploying drones instead of heavy equipment which also reduces the number of staff needed
- divert the risk of accidents from climbers to equipment
- enhance completeness of coverage by skilfully steering UAVs even to inaccessible sites
- enhance quality of image data by being able to equip UAVs with a number of high-resolution cameras

In addition, the market potential of this solution is huge considering the high number of bridges, tunnels and roads that need to be inspected on a regular basis.

For digital inspection the structure of the infrastructure has to be entirely captured with high-resolution (ground sampling distance (GSD) < 0.5mm) cameras and sensors. Using a virtual representation providing the overall general and material conditions as well as all specific damages found by AI, the quality and completeness of the images are the basic requirement in this operation.

The company requests services for the acquisition of such data using UAVS, i.e. the partner should be able to capture data in the air by appropriate means such as UAVs. A reasonable expertise in the area of photogrammetry and civil engineering would be beneficial. Data capture for structure inspection with UAVs is much more difficult in terms of complexity than pure image or video capture for multimedia purposes. Therefore, profound expertise in structured data capture with UAVs and additional hand-taken images is needed.

The Austrian company expects from the partner to deliver photos according to the requirements: the needed GSD in general will be <0.5mm. It will provide novel data capture strategies to ensure completeness of the coverage and resolution. Therefore, the partner needs an understanding of photogrammetric principles (resolution, sharpness, overlap).

Also needed is a highly skilled pilot to operate the drone to ensure quality of images and coverage. Data capture on structures is a highly complex task for drone pilots regarding the onsite situations (line of sight may be obstructed, complex geometric structures, vegetation occlusion).

The company seeks to enter long-term partnerships in a service agreement or a technological cooperation agreement where skills and quality of the service provider will be enhanced by training and knowledge transfer.