

# Partnering Opportunity

Profile status : Published

## Business Request

### Croatian company offers distribution services of innovative and practical products in the sectors of paints and varnishes, construction and DIY under distribution agreement

#### Summary

*The Croatian company, engaged in the distribution of innovative and practical products in the sectors of paints and varnishes, construction and DIY (do it yourself) is looking for long term cooperation with producers of such products under distribution agreement. The company is also interested in joint ventures agreements.*

Creation Date	20 April 2021
Last Update	17 June 2021
Expiration Date	18 June 2022
Reference	BRHR20210420001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9f00e186-ef00-4527-9a10-079ebf5f0241">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9f00e186-ef00-4527-9a10-079ebf5f0241</a>

#### Details

##### Description

Croatian distributor of innovative and practical products in the sectors of paints and varnishes, construction and DIY sector is looking for long term partners who would like to position their products on the south east European market. The company is specialized in introducing new brands to the Croatian market and the markets of other countries in

Wester Balkans.

The requested partner should be already successful on other markets and ready to support their brands fully.

The concept of Croatian company is to give full-service package to their principals including negotiations with buyers, listing products, finding optimal portfolio, competitive analysis, best positioning on the shelves, etc. The company is also aware of the importance of marketing activities which they use selectively, depending on the needs of the brand, and in that sense the company is experienced in trade fairs, store promotions, Key Account leaflets, TV campaigns and digital marketing (advertising on social networks, Google adds, organization of prize games).

The company is looking for a partner in order to increase numeric distribution, cover traditional trade in Croatia and Slovenia and, as a second step, spread on other markets in the region. They are offering long term cooperation with producers of above-mentioned innovative products under distribution agreement. The company is also interested in joint ventures agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### Russian distributor is looking for chemicals and hygiene products

#### Summary

*The Russian company from the Voronezh region is a manufacturer of PVC shrink film and distributor of household chemicals is looking for manufacturers of sanitary, hygienic and cleaning products in order to conclude a distribution services agreement.*

Creation Date	21 May 2021
Last Update	11 June 2021
Expiration Date	12 June 2022
Reference	BRRU20210521001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e2259817-aa49-473b-99f3-e1e5f740423d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e2259817-aa49-473b-99f3-e1e5f740423d</a>

#### Details

##### Description

The Russian company was founded in 1997 in Voronezh, Russia. The main direction is the production of a heat-shrink cap for alcoholic beverages and thermoshrinkable films for various products. Also it is the largest dealer in hygiene products, household cleaning products and cleaning equipment.

The dealer network in Russia is more than 100 companies. In 2017, the certificate of the management system ISO 9001: 2015 and IQNet was obtained in the areas of development and manufacture of shrink films and packaging.

The company is looking for manufacturers of household chemicals, hygiene products and cleaning equipment to conclude a distribution agreement. Under the agreement, Russian company will sell foreign quality products of

foreign partners through its dealer network in all Russian regions. The Russian company plans that the minimum order will be one pallet. The conditions for cooperation will be discussed in more details after the first dialogue with foreign partners.

# Partnering Opportunity

Profile status : Published

## Business Request

### A commercial agent established in Turkey looks for European products to distribute or represent in the Turkish and Arabic markets

#### Summary

*A commercial agent for the Arabic markets and Turkish markets, established in Turkey, seeks producers and distributors of dried food, convenience food, canned food, cosmetics, medical supplies and pharmaceutical products in Europe that wish to place their products on the Arabic market and Turkish market. The Turkish company seeks to find new partners in order to conclude distribution or commercial agency agreements.*

<b>Creation Date</b>	31 May 2021
<b>Last Update</b>	21 June 2021
<b>Expiration Date</b>	22 June 2022
<b>Reference</b>	BRTR20210531001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/431e1b2c-001e-49fa-b3d6-f7e3700e95bc">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/431e1b2c-001e-49fa-b3d6-f7e3700e95bc</a>

#### Details

##### Description

The company, established in Turkey, is acting as a commercial agent for many Arabic investors, producers and buyers in Egypt, UAE, Libya, Algeria, Iraq, Tunisia. The mission of the company is to create a solid and trustworthy platform between the European market and the Arabic and Turkish market.

The company is exporting and importing a wide variety of products including fresh vegetables, fruits, dried foods, convenience food, medical supplies, cosmetics and pharmaceutical items. The company does not act like a

broker, but a commercial agent that represents its clients in the Arabic market, taking full responsibility of the deals, no matter if they are buyers or sellers, as they guarantee quality and security of the payments. The company owners have a wide experience in offering business consultancy services for European market and Arabic market.

In order to expand the European business reach in the Arabic regions, the company seeks to act as a commercial agent and/or distributor for any European companies on the Arabic markets (Egypt, UAE, Libya, Algeria, Iraq, Tunisia.). The Turkish company is looking for producers or distributors of canned or dried food, convenience food, medical supplies, cosmetics and medicines that want to expand their business and have their products distributed and/or represented in the region. The Turkish company is also want to act as a business consultant for their future partners. Examples of requested products for the Arabic markets:

- Food: fresh or dried fruits and vegetables, pasta, canned fish, canned beans etc.;
- Cosmetics: hair care products, creams, lotions, deodorants, sunscreen products, combs, personal hygiene products, etc.;
- Pharmaceutical products: medicines, baby milk & food, infusions, laboratories kits, supplement food etc.

In the framework of a distribution agreement, the Turkish company is willing to buy European products and place them on the Arabic market and Turkish markets through its own chain of partners and collaborators (logistics and customs services suppliers). In the framework of a commercial agency agreement, the Turkish company is seeking to represent specific products on the Arabic markets, also offering business consultancy services, in order to find the appropriate market for each product.

# Partnering Opportunity

Profile status : Published

## Business Request

**The snail farm operating in Ukraine is looking for business partners to sell products and expand its production capacity under the agreement on commercial agency**

### Summary

*A Ukrainian local company with experience in implementing innovative projects, as well as experience in growing snails, has developed a business plan for growing delicacies in large quantities for sale to food establishments. The company is looking for partners who could help with the technological and investment launch of its business plan under the agreement on commercial agency.*

Creation Date	04 June 2021
Last Update	25 June 2021
Expiration Date	26 June 2022
Reference	BRUA20210604001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f931af70-506a-4326-82fc-79afdfca863f">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f931af70-506a-4326-82fc-79afdfca863f</a>

### Details

#### Description

A Ukrainian local company with experience in implementing innovative projects, as well as experience in growing snails, has developed a business plan for growing delicacies in large quantities for sale to food establishments. The company is looking for partners who could help with the technological and investment launch of its business plan under the agreement on commercial agency.

A Ukrainian company with experience in implementing innovative projects begins to realize its capabilities in the agricultural sector, namely in the field of breeding delicious snails. The Ukrainian company therefore has developed a business plan for growing edible snails in large quantities for sale to public catering enterprises. The company is looking for partners who could help with the technological economic launch of its business plan.

Growing snails is not an exotic fad, but a highly profitable business that is attracting more and more investors and entrepreneurs. This direction belongs to the intensively developing niche of the agricultural market.

Ukraine has a more favorable climate for growing snails than some European countries. The snails supplied from Ukraine can be distinguished by their high quality and budgetary price. At the same time, the Ukrainian "product" can meet all the requirements of the European market.

Growing snails in Ukraine possibly on the open content of herd. When breeding in open areas and the availability of areas, even small farms can achieve excellent results in the rapid cultivation of certain species of snails to a marketable appearance.

The company has premises for snail breeding and warehouses for food storage. The company guarantees the safety of production and product quality. At present, it has to purchase modern incubators for growing snails and a calibration line for sorting them.

The company is looking for commercial agreements in order to obtain assistance for the introduction of technologies that allow intensive reproduction and cultivation of gourmet snails and their processing in a competitive market.



# Partnering Opportunity

Profile status : Published

## Business Request

### UK Company seeks a manufacturer for an ointment/balm

#### Summary

*UK company offers a manufacturing agreement to a European manufacturer to produce anti chafe balm prevention products.*

Creation Date	27 April 2021
Last Update	04 June 2021
Expiration Date	05 June 2022
Reference	BRUK20210311001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/77e5538f-0e86-4fe1-a75f-04d579c0862f">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/77e5538f-0e86-4fe1-a75f-04d579c0862f</a>

#### Details

##### Description

Established in 2017, this UK company has developed a range of products designed for people seeking to protect and maintain their skin.

The balm product is currently manufactured in China and an alternative manufacturer is sought in Europe.

The balm product is sold in UK, Ireland, USA, Australia, New Zealand and Canada as well as some European countries.

Sourcing a manufacturing facility closer to UK will give the company greater control of their product and future developments, reduce lead times in orders and the carbon footprint.

The balm will protect skin against rubbing that causes chafing and irritation of the skin by maintaining moisture and

repelling water. It creates a barrier between the skin and conditions that cause excess moisture in the skin. The balm is for anyone who is active, from running a marathon to simply going for a walk, cycle or swim and any other activity.

It is available in 3 sizes 13g, 25g and 45g and includes 2 types unisex and female versions.

The product is made with natural ingredients, no petroleum, animal or synthetic products are used in the balm and it is paraben & phthalate free. The balm is always dry, never greasy. It feels light on the skin and goes on dry and is invisible for all day protection.

Ingredients include hydrogenated vegetable oil, octyldodecanol, beeswax, sweet almond, coconut oil, vitamin E and vanilla fragrance.

The balm is supplied in the form of an ointment as this provides an effective means of delivering the active ingredient directly to the required area.

The manufacturing process breaks down into four individual operations: preparation of the oil phase where ingredients are dispersed into the oil. The elements that are the emulsifiers, thickeners and stabilisers are then dispersed into water in a separate vessel. The two phases are then blended under vigorous agitation to form the emulsion. The active ingredient is finally efficiently dispersed to maximise yield and product effectiveness. Consistent product uniformity, quality and repeatability is required from the process.

Current manufacturing volumes have grown year on year to approximately 40,000 pieces in 2019.

The main route to market is online sales, one distributor is currently active, with further distributors to be appointed.

This company offers a manufacturing agreement to the right company, and a long term relationship is envisaged with the successful partner.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Kosovar distributor for pharmaceutical products and medical devices seeks additional suppliers under distribution service agreements

#### Summary

*A Kosovar distributor with 8 years market experience is looking for additional products to add to its portfolio under distribution services agreements. The distributor's current focus is on pharmaceutical products, pre-pharmaceutical products, medical devices, covid tests, etc.*

Creation Date	27 May 2021
Last Update	04 June 2021
Expiration Date	05 June 2022
Reference	BRXK20210527002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d371b251-35e1-42e1-a641-91ca1ba4f91b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d371b251-35e1-42e1-a641-91ca1ba4f91b</a>

#### Details

##### Description

The Kosovar company was established in 2013. It is a commercial agency specialized in selling of pharmaceutical products (over the counter and para pharmaceutical products) and medical devices to pharmacies and hospitals. The company has a large commercial network in Kosovo.

The company wants to expand its current product portfolio and extend its list of suppliers and identify new partners with a comparative advantage in terms of innovative products, quality or price.

The company is looking for producers of pharmaceutical products and of medical devices for cooperation under distribution agreement. The products must be compliant with EU Health regulation ( Directive 2001/83/EC).

# Partnering Opportunity

Profile status : Published

## Business Request

### A full-service distribution company based in Kosovo seeks different products for distribution on the Kosovar market

#### Summary

*The Kosovar company is offering its distribution services in Kosovo for manufacturers of a different group of products. The company provides sales, packing, and distribution services as well as all logistics aspects of cooperation. The company is looking for various products from various industries. The company seeks distribution services agreements with companies, interested in distribution on the Kosovar market.*

Creation Date	27 May 2021
Last Update	02 June 2021
Expiration Date	03 June 2022
Reference	BRXK20210527001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e70c5040-c524-4733-8db7-98338211c1c7">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e70c5040-c524-4733-8db7-98338211c1c7</a>

#### Details

##### Description

The Kosovar company started its activity in 1995. Since this year the company had been starting searching for potential foreign partners to cooperate via the Enterprise Europe Network. The company is looking for new partners to cooperate in order to accelerate its exposure on the Kosovar market.

The way of management of sales in the company is flexible. They are offering:

- logistic services

- distribution services.

The company is interested in particular in such products as cleaning products, HORECA products, food products. The company is open to cooperation with any company that is interested in the Kosovar market, Albania, North Macedonia and Montenegro. The company is offering distribution services agreements.

# Partnering Opportunity

Profile status : Published

## Business Request

### Slovenian boutique company seeks manufactures of natural textiles for children and maternity clothing under manufacturing agreement

#### Summary

*A Slovenian butique company that offers ecofriendly products for new mothers and babys is looking for manufactures of natural textiles (cotton, bamboo, linnen, hemp) from EU and beyond to sign manufacturing agreement.*

Creation Date	27 May 2021
Last Update	14 June 2021
Expiration Date	15 June 2022
Reference	BRSI20210507001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0bb4528a-6286-477d-8972-12858012f48d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0bb4528a-6286-477d-8972-12858012f48d</a>

#### Details

##### Description

A small Slovenian butique company was establishes in 2016. The company began its journey by providing highly innovative photographic services focused on pregnant women, young mothers with babies and children. By working closely with their clients, they found out that their clients want something more. For this reason, the company started offering high-quality products such as wooden toys, baby care products and innovative albums.

The company chooses environmentally friendly products that aesthetically fill the space and at the same time have

their unique purpose of meeting the needs of new mothers and babies. The company has detected a need for boutique clothing made from natural high-quality material for babies, children and mothers. For this reason, they want to expand their offer and offer natural boutique clothing.

The company is looking for producers of ecofriendly natural textiles (cotton muslin and other cotton fabrics, bamboo, linnen, hemp) to sign manufacturing services agreement in EU and beyond.



# Partnering Opportunity

Profile status : Published

## Business Request

### French company is looking for an industrial partner manufacturer of playful wheels for wooden ride-on toys

#### Summary

*A French company designs, develops and markets a complete range of evolutionary wooden carrying toys (cars, planes, motorcycles) for children. The SME is looking for wheels (diameters 100mm / 150mm) with integrated ball bearings and black polyurethane tire. These wheels must be of good quality to ensure the safety of young users as well as the longevity of the product. A long-term industrial partner manufacturer of wheels and located in Europe is sought for a manufacturing agreement.*

Creation Date	15 June 2021
Last Update	28 June 2021
Expiration Date	29 June 2022
Reference	BRFR20210615001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3d87f31b-d901-49ce-a392-40720d80d422">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3d87f31b-d901-49ce-a392-40720d80d422</a>

#### Details

##### Description

A French SME is designing and developing a full range of wooden ride-on toys for outdoor and indoor uses. The SME sells the high-end and evolutive ride-on toys for children between 2 and 12 years old (<30kg). So on, children hold their ride-on toys at home for many years.

In order to equip a range of ride-on moto-type toys (see pictures), the SME is looking for an industrial manufacturing partner of wheels (see pictures) in small series (1000 pieces per year).

The wheels should be symmetrical and available in black/grey colour with two different diameters (100mm / 150mm).

A manufacturing agreement is sought with a long-term partner manufacturer of this type of wheels. The partner should preferably be based in Europe.

# Partnering Opportunity

Profile status : Published

## Business Request

### French company is seeking a manufacturer of pillow solutions for night use that prevent sleep wrinkles for a distribution services agreement

#### Summary

*A French SPA and wellness company is looking for an innovative solution to use at night to prevent the appearance of sleep wrinkles on the face and low-necked, or at least to make them disappear. The solution should help sleep on your back by keeping the body in a position for good quality sleep. It could be an ergonomic pillow against sleep wrinkles. A distribution agreement is sought with a manufacturing partner developing such specific anti-wrinkle products, preferably located in Europe.*

Creation Date	22 June 2021
Last Update	30 June 2021
Expiration Date	01 July 2022
Reference	BRFR20210622002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6a306794-3c0b-424e-93a2-02952c765191">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6a306794-3c0b-424e-93a2-02952c765191</a>

#### Details

##### Description

The French company has strong wellness expertise for the SPA activities of its large clientele, and they identified new demand for an anti-ageing solution to preserve the skin and to prevent sleep wrinkles formation due facial and neckline distortion during the night when sleeping on side.

The company has no answer in this market and would like to offer a beauty sleeping system for use at night to

treat the root cause of the appearance of sleep wrinkles at night rather than treating the consequences in the morning.

As a result, the company is currently looking for an efficient solution to avoid or drastically reduce sleep wrinkles (pressure lines, cheek indents, chest wrinkles, and forehead lines). The solution should be an innovative pillows in soft material, with a specific shape helping for sleeping in the back.

This dedicated product is planned to be commercially disseminated through the company's network of 400 SPAs toward a large clientele.

The French company is willing to find abroad a long-term partner offering such an existing product under a distribution services agreement. The partner should be preferably located in Europe.

# Partnering Opportunity

Profile status : Published

## Business Request

### Dutch designer is looking for partners in Europe to manufacture a wooden educational box.

#### Summary

*The Dutch designer of wooden educational toys is looking for a manufacturer in Europe that can produce their toxic free, CE marked wooden toys for children between 6-10 years old. Potential manufacturers can expect a long term cooperation to deliver / supply the wooden toyboxes.*

Creation Date	23 June 2021
Last Update	25 June 2021
Expiration Date	26 June 2022
Reference	BRNL20210618001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/78be80b9-78bb-4b19-984b-931ee4fdded9">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/78be80b9-78bb-4b19-984b-931ee4fdded9</a>

#### Details

##### Description

The Dutch brand was developed in 2008 by a graduated designer, who wanted to design an educational product for the children in the age group of 6 – 10 years. The product is designed in the Netherlands and a producer is sought in Europe for the wooden toys, the so called wooden educational toy box. The aim of the educational box is to let children experience the logical structure of the system of our traffic signs. In this way, they no longer have to memorize the meanings, but children automate the meanings of the sign categories in a playful way. The box is sold via the designers webshop, or directly to schools. The main markets are presently Holland, and Belgium, but new European markets show interest in the product.

The Dutch SME is looking for established manufacturers with experience of producing wooden toys. Potential manufacturers can expect a long term cooperation, for this they want to establish a manufacturing agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A French importer of shoes and footwear is looking for new suppliers through manufacturing agreements

#### Summary

*A French importer / wholesaler of all type of shoes and footwear is looking for new suppliers of low cost slippers, snow boots and rain boots. The company wishes to engage in a manufacturing agreement with Foreign Partners.*

Creation Date	25 May 2021
Last Update	18 June 2021
Expiration Date	19 June 2022
Reference	BRFR20210512001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d72417e8-e0b2-4036-9642-d82c4d8cccd5">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d72417e8-e0b2-4036-9642-d82c4d8cccd5</a>

#### Details

##### Description

Founded in 1945, this family-owned business specializes in the import of footwear, originally distributed to small or medium sized retailers. Since the 1970s the company shifted to clients within the mass distribution circuit such as supermarkets.

The current company's clients are major French retailers, selling footwear either under their own label, or other labels. The French company is currently working on its catalog for the fall / winter 2022 and projects to extend its product range.

The company mainly seeks winter boots, snow boots, rain boots and slippers.

The products should be available in a wide range of sizes and products should be aimed to men, women and children.

The French company wishes to engage in a manufacturing agreement with Foreign Partners.



# Partnering Opportunity

Profile status : Published

## Business Request

### A French distributor of wine and all alcoholic beverages is looking for new suppliers under distribution services agreement

#### Summary

*A well established French importer of alcoholic beverages such as wine, sparkling wine, cider, beer, and spirits is looking for new suppliers to set up a long time cooperation.  
The company wishes to engage in a distribution services agreement with foreign partners*

Creation Date	09 June 2021
Last Update	29 June 2021
Expiration Date	30 June 2022
Reference	BRFR20210528001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/81f1fe87-6941-4861-ac12-3c3bfa22fbab">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/81f1fe87-6941-4861-ac12-3c3bfa22fbab</a>

#### Details

##### Description

The French company, established in 2014, currently has two sales location (in France near Lyon and in Switzerland) and is willing to expand its current product lines.

The owner of the French company has past experience in the catering industry and is a qualified sommelier. She organizes on a regular basis wine tastings and events to present the products on sale.

Following a growing interest for foreign wines and beverages from the clients, the company is looking at offering

new products such as wine, sparkling wine, cider, beers and spirits, under a distribution services agreement with foreign partners.  
The French company is already engaged in regular transborder business.

# Partnering Opportunity

Profile status : Published

## Business Request

### Belgian engineering and design company is looking for a full-service manufacturing partner to supply a range of electronic devices and small electromechanical machines

#### Summary

*The Belgian engineering and design company performs engineering projects to develop new products and devices for several clients in different markets. They are currently looking for a full-service manufacturing partner able to source, manufacture and assemble small electronic devices for (portable) machines as well as to handle quality testing, packaging and logistics. The company ultimately aims for a long-term collaboration to handle the range of manufacturing projects from different clients.*

Creation Date	25 May 2021
Last Update	21 June 2021
Expiration Date	22 June 2022
Reference	BRBE20210505001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/404e80cf-8481-4e04-858a-71561c7c8fa4">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/404e80cf-8481-4e04-858a-71561c7c8fa4</a>

#### Details

##### Description

The Belgian engineering and design company develops for already more than a decade a variety of products for several clients active in sectors like health, industry & machinery, products & devices. The company employs in-house mechanical engineers, hard- and firmware engineers and industrial designers who develop the products /

devices together with the in-house design team. The products / devices to be manufactured have many shapes and forms and are used in a wide variety of industries. Low voltage devices, electronic installations, machinery and medical devices are some of the examples of the products concerned.

The company is currently looking for a manufacturing partner for (smaller) electronic devices and small electromechanical machines to provide them with a dedicated manufacturing partner who can work with clients preferences and prevent supply chain management problems or sourcing issues.

Some pictures are enclosed to better illustrate the range of devices / machines that the company developed in the past. The manufacturer sought needs to be able to make similar types of products. The requested quantities to be manufactured vary from 500 to 100.000 units per year.

A simple manufacturer relationship with one-off projects will be the first step. The final goal however is to establish a personal supplier partnership in order to manufacture products for all their clients. The ultimate partnership sought is a long-term manufacturing agreement in line with the steady income of manufacturing projects and long-term commitments from the company's clients.

# Partnering Opportunity

Profile status : Published

## Business Request

### German recruitment agency is looking for European recruitment partners to collaborate under services agreements to recruit workforce for the German job market

#### Summary

*This German recruitment agency recruits employees for its clients in Germany in various sectors (among others health care, engineering, food industry, production/manufacture, logistics). They are looking for reliable European partners in the recruitment sector, under services agreements, in order to provide a sufficient workforce for Germany.*

Creation Date	31 May 2021
Last Update	02 June 2021
Expiration Date	03 June 2022
Reference	BRDE20210507001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/62413287-41fa-4da0-bb44-3a46849c8a4a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/62413287-41fa-4da0-bb44-3a46849c8a4a</a>

#### Details

##### Description

With markets opening in the wake of globalisation and people being increasingly mobile with regards to changing the countries where they live and work, cross-border recruiting is becoming more and more relevant to secure staffing needs all over Europe and the world.

The German personnel service provider is one of the leading recruitment agencies in the region, with offices throughout Germany. They specialise in the recruitment of German as well as foreign personnel for a variety of sectors, such as health care, engineering, food industry, production/manufacture, logistics, public administration and information technology.

As an added value, they offer close support to those applicants with a foreign background by their own welcome centre - ranging from the search for appropriate accommodation to official appointments with public offices, recognition of qualifications and the integration into the new workplace.

The recruitment agency has many years of experience in human resource management and recruitment as well as legal requirements and knowledge of regulations for foreigners to work in Germany.

The agency is interested in long-term collaborations with similar (recruitment) agencies across Europe under services agreements to fulfil their demand for skilled workers.

It is important that workers are able to relocate to Germany and work under the freedom of movement regulation of the EU.

# Partnering Opportunity

Profile status : Published

## Business Request

### Manufacturer of beauty technology devices sought

#### Summary

*This UK-based beauty technology brand is seeking a manufacturing partner that specialises in the development and delivery of small electronic beauty related devices under a manufacturing agreement.*

<b>Creation Date</b>	24 May 2021
<b>Last Update</b>	11 June 2021
<b>Expiration Date</b>	12 June 2022
<b>Reference</b>	BRUK20210524001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9bbc4ceb-ecb6-4816-b9c2-2e902887ecc1">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9bbc4ceb-ecb6-4816-b9c2-2e902887ecc1</a>

#### Details

##### Description

The company that was established in 2020 it currently has five products on the market.

- A facial massager to drain excess fluids from the skin and reduce puffiness.
- A small, cordless atomiser to deliver a super fine mist foundation to the face and neck.
- A small USB-charged massaging device with LED light to relax tired eyes and reduce puffiness/ dark circles around the eyes.
- A USB charged device with brush head used to remove make-up.
- An infra-red device which uses heat and light to promote healthy skin.

The company has further products under development.

The company wishes to reduce its carbon footprint by finding manufacturers closer to the UK, and simplify production and communication under a manufacturing agreement.





# Partnering Opportunity

Profile status : Published

## Business Request

**A Bulgarian tour operator is ready to offer new tourist packages to its customers and is looking for partners abroad that can offer interesting destinations and exciting packages after the Covid-19 pandemic - a commercial agency agreement offered.**

### Summary

*A Bulgarian tour operator with an extensive client list is looking for international partners to sign a commercial agency agreement and offer their tour packages on the Bulgarian market.*

Creation Date	01 June 2021
Last Update	24 June 2021
Expiration Date	22 December 2021
Reference	BRBG20210601001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0cf6d1e3-4fed-4227-b823-d05da042f3ae">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0cf6d1e3-4fed-4227-b823-d05da042f3ae</a>

### Details

#### Description

A Bulgarian tour operator with long experience in the business is looking for new international partners. The company has been on the market since 2009 and has an extensive list of existing and potential clients.

Ref: BRBG20210601001

The Covid-19 crisis has created a new "hunger" for exciting destinations and tour packages. The company is looking for those interesting packages that their clients demand.

The company is looking mostly for European destinations like Greece, Cyprus, Italy, Spain etc. (suitable for summer beach tours and vacations) and Germany, Austria, France etc. (suitable for winter sports and vacations) but is also open for proposals outside of the European Union.

The company is servicing 2 main target groups - young children as organized group holidays (summer and winter camps) and families for a group and individual travelling for leisure.

A key selling point of the company has been the uniqueness of the services and tours it offers so this is something that the company is looking for in potential partners.

The company is looking to sign a commercial agency agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian creative agency is looking for partners to outsource them creative projects

#### Summary

*Active in the field of advertising, a creative company from Romania is specialized in various categories of services, starting with branding and visual identity, online and offline campaigns, and continuing with marketing integrated campaigns, customized promotional items and print, as well as outdoor promoting and event organizing.*

*The company is looking for international partners specialized in the same advertising activities in order to conclude outsourcing agreements.*

**Creation Date** 31 May 2021

**Last Update** 24 June 2021

**Expiration Date** 25 June 2022

**Reference** BRRO20210504001

**Public Link** <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5720f998-e7fa-4c49-9ae3-4aec0bcac59f>

#### Details

##### Description

Established in 2017 in Transylvania, the Romanian creative company started its business in the marketing field. The company's staff has created their own work environment, through shapes, colours, ideas and deep imagination, thus, thinking in an "outside-the-box" way, the creative space gathers in the same place professionals with different passions and the common ability to valorise, through art, customized projects.

The Romanian company offers various categories of services:

- branding and visual identity,
- online and offline campaigns,

- marketing integrated campaigns,
- customized promotional items and print,
- outdoor promoting,
- event organizing.

With a decentralized team of partners and suppliers, the Romanian company can create various creative projects simultaneously and ensure on-time delivery of the final project. Therefore, the Romanian company provides professional creative services to various national and international companies specialized in sports and recreation, pharmaceuticals, dentistry, ambulances, and emergency equipment banking, construction and real estate, hotels, NGOs etc.

With international work experience, 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.

The Romanian company is looking for international partners who can offer business strategy, creative concepts, print, graphic design, media and outdoor, integrated marketing campaigns, branding & visual identity, promotional items and events management.

# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian company seeks suppliers for natural food products under distribution agreements

#### Summary

*A Romanian company, which specialises in marketing natural products, is interested in diversifying its offering. To this end, the company seeks international business partners able to supply gluten, sugar, and lactose-free food products. Cooperation with the partners identified will be based on distribution agreements.*

<b>Creation Date</b>	09 June 2021
<b>Last Update</b>	29 June 2021
<b>Expiration Date</b>	30 June 2022
<b>Reference</b>	BRRO20210510001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e8f7a3ee-a2b5-41ff-994b-920cb8e63cdd">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e8f7a3ee-a2b5-41ff-994b-920cb8e63cdd</a>

#### Details

##### Description

The Romanian company from Transylvania has been actively trading natural products since 2002. The company's portfolio includes 400 active clients, ensuring a national coverage of approximately 70%. The company's clients primarily include shops focusing on distributing natural products, followed by pharmacies and grocery stores.

The company is interested in identifying international business partners with the aim of diversifying the current product offering available for the national market. The Romanian firm is interested in gluten, sugar, and lactose-free food products.

Cooperation with the partners identified will be based on distribution services agreements.

# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian manufacturer of dresses seeks suppliers of fabrics under supplier agreements

#### Summary

*A Romanian company from Transylvania specialises in manufacturing casual, ready-to-wear dresses for women.*

*The company wishes to expand its fabric supplier network by identifying new business partners under supplier agreements.*

Creation Date	16 June 2021
Last Update	27 June 2021
Expiration Date	28 June 2022
Reference	BRRO20210526001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/695c5784-cd90-4297-a7f8-c9b9b9637910">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/695c5784-cd90-4297-a7f8-c9b9b9637910</a>

#### Details

##### Description

The Romanian company was established in 2017 by a young fashion designer with the aim of providing women with casual, ready-to-wear dresses. The company's product portfolio includes dresses manufactured using polyester, silk, cotton, and viscose. Particular attention is given to details which ensure excellent quality for the products offered. The Romanian products are manufactured using the company's own, original designs, which do not go easily out of style. Dresses are versatile and can be easily adapted for different contexts with the proper accessories. For specific cooperation, designs may be customised based on clients' requirements. Products are available in standard sizes and, usually, available in small series, but, if requested, the company can

offer medium and large series products.

All products are manufactured using high quality materials sourced from Romania and Greece.

To ensure a high quality of the products offered, the company is interested in expanding its supplier network by identifying international business partners able to supply the following materials: polyester, satin, cotton, silk, and viscose. Cooperation will be based on supplier agreements.



# Partnering Opportunity

Profile status : Published

## Business Request

### Romanian company seeks suppliers of dried fruits and seeds to conclude supplier agreements

#### Summary

*A Romanian company specialised in trading natural food products is interested in diversifying its product portfolio. To this end, the company seeks international suppliers of dried fruits and seeds, able to deliver in bulk.*

*Cooperation with the partners identified will be based on supplier agreements.*

<b>Creation Date</b>	23 June 2021
<b>Last Update</b>	27 June 2021
<b>Expiration Date</b>	28 June 2022
<b>Reference</b>	BRRO20210603001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/68d663b4-4a5d-4087-8e85-31979ff7d19d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/68d663b4-4a5d-4087-8e85-31979ff7d19d</a>

#### Details

##### Description

Established in Transylvania, the Romanian company has been actively selling natural food products since 2002. The company's portfolio includes 400 active clients, ensuring a national coverage of approximately 70%. The company's clients primarily include shops focusing on distributing natural products, followed by pharmacies and grocery stores.

The company owns a production line for packaging dried fruits and seed; this enables the Romanian firm to distribute a wide range of products to its clients, in different package weights.

The company is interested in identifying international business partners with the aim of diversifying the current

dried fruits and seeds offering available for the national market. The Romanian firm is interested in identifying suppliers of bulk quantities which the firm will then distribute in small weights packaging. Cooperation with the partners identified will be based on supplier agreements.

# Partnering Opportunity

Profile status : Published

## Business Request

### UK smart energy company seeks manufacturers and suppliers of hard components for modular hydrogen energy conversion containers

#### Summary

*A UK energy infrastructure provider is developing and installing modular fuel conversion containers which convert ammonia to hydrogen fuel on site at air and seaports or onboard large vessels. The modular containers will have the capacity to crack ammonia into hydrogen fuel in-situ. The company is looking for manufacturers and suppliers of ammonia crackers, gas purifiers, pressure swing absorbers, heat exchangers, gas (ammonia/hydrogen) burners, and ammonia tanks.*

Creation Date	12 May 2021
Last Update	17 June 2021
Expiration Date	16 June 2022
Reference	BRUK20210505002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c5122126-be32-415b-b1c8-d7a8c654826b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c5122126-be32-415b-b1c8-d7a8c654826b</a>

#### Details

##### Description

UK energy infrastructure provider for airports and seaports has received significant finance from the UK government and private investors to develop and install modular fuel conversion containers which convert ammonia into zero emissions hydrogen electric power on site at air and seaports or onboard hybrid-electric vehicles.

The objective of the company is to repurpose port infrastructure as an essential component of future smart cities in

their drive towards zero-emissions, integrated and sustainable transportation solutions. Focusing upon a specific route development that already has infrastructure associated with maritime trade, the company addresses specific vehicle parameters and the ground-based infrastructure for H2 air and marine refuelling.

The proof-of-concept demonstrator will have commercial value as a mobile marine auxiliary power unit for vessels in ports (cold-harbouring) or at sea. When fully developed, the smart-multiport infrastructure will not only provide regional storage and delivery of H2 for aviation and marine users but can also be designed to provide the access to H2 refuelling for ground transportation users.

The modular hydrogen energy converters will be delivered, serviced, maintained and owned by the UK company and charged to the end user by the MWh of delivered power at sea or on land at a Port.

The containerised solution would integrate all the equipment to convert Ammonia into electric power onboard hybrid-electric vessels. The equipment the company is looking for already exists on the marketplace and are seeking manufacturers or suppliers who can provide one or more of these hard components: ammonia crackers, gas purifiers, pressure swing absorbers, heat exchangers, gas (ammonia/hydrogen) burners and ammonia tanks.

The UK company prefer supplier or manufacturing agreements with potential partners. However, at this stage, the type of commercial agreement is open to discussion.

# Partnering Opportunity

Profile status : Published

## Business Request

### Coated cotton jersey / knitted fabric sought via supplier agreement for direct-to-textile pigment printing

#### Summary

*A UK digital fabric printing company is seeking suppliers of coated 100% cotton knitted fabric for direct-to-textile pigment printing with belt inkjet printers, to establish a long term arrangement via supplier agreement.  
Ideally the cotton should be certificated as both organic and sustainable. Supply of single jersey and interlock jersey at different weights is required.*

<b>Creation Date</b>	28 June 2021
<b>Last Update</b>	29 June 2021
<b>Expiration Date</b>	30 June 2022
<b>Reference</b>	BRUK20210628002
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/afdb348c-7fc3-4d65-880f-35a696cdcc2b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/afdb348c-7fc3-4d65-880f-35a696cdcc2b</a>

#### Details

##### Description

A UK digital fabric printing company is seeking suppliers of coated cotton knitted fabrics for direct-to-textile pigment printing with belt inkjet printers.

The fabrics must be compatible with inkjet printers with an adhesive belt feed mechanism. This would typically require:

- Singeing to remove loose fibres
- Mercerizing to ensure consistent tension and reduce shrinkage

- Gluing / hemming or overlocking the edges to prevent curling
- Coating with chemical suitable for textile pigment ink (supplier can advise if required)

The fabrics must be supplied on 50 – 100m rolls on 3" cores. The ability to offer OEKO-TEX 100 certification (sustainable textile production) or GOTS (Global Organic Textile Standard) certified cotton would be an advantage.

The specific qualities required are as follows:

- Single Jersey 100% cotton 180gsm
- Interlock Jersey 100% cotton 160gsm
- Interlock Jersey 100% cotton 220gsm

The company is seeking a reliable long term supplier of these fabrics via supplier agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

### A Lithuanian gourmet store is looking for suppliers of healthy and gourmet food products

#### Summary

*The Lithuanian company is specialized in selling high-quality gourmet food (coffee, tea, oil, snacks, cheese, spices, seafood, meat products, etc.) in its own store and online shop. The company seeks to expand its product cart and is looking for gourmet food suppliers. Cooperation under a distribution services agreement is offered to potential partners.*

Creation Date	16 June 2021
Last Update	28 June 2021
Expiration Date	26 June 2022
Reference	BRLT20210616001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/90ceecb9-6440-4d92-940d-1eb7005d8e2a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/90ceecb9-6440-4d92-940d-1eb7005d8e2a</a>

#### Details

##### Description

The Lithuanian gourmet products store, active in the market since 2019, is specialized in selling high-quality gourmet food. The product variety consists of cold-pressed crude olive oil, gourmet and healthy snacks, pate, cheese, spices, lyophilized berries, tea, ground coffee, and coffee beans, dry maturing beef, marinated poultry, pork, duck, rabbit, frozen shrimps, mussels, snails, spreads, etc. The company owns a physical store and, also, sells online. The company seeks to expand its product cart more and therefore is looking for premium gourmet food producers/suppliers, which will help to fill the gourmet shop with special products. It is open for any product proposal that fits the gourmet store description. Cooperation under distribution services agreement is offered to

potential European partners.



# Partnering Opportunity

Profile status : Published

## Technology Request

### Belgian medical device company is looking for manufacturer of finishing ring

#### Summary

*A Belgian medical device company is looking for an innovative solution for a component of one of their products: a finishing ring to be threaded on a tube, allowing the passage of another tube. It should be of high quality, reasonable cost and deployable at large scale. The ring must allow a certain tolerance in size of the tube on which it is to be threaded. Today they work with rings machined from polyoxymethylen plastic. Cooperation in the form of a manufacturing agreement is sought.*

Creation Date	28 May 2021
Last Update	07 June 2021
Expiration Date	08 June 2022
Reference	TRBE20210519001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/53b464b7-3075-435e-9387-02ffa8e299e7">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/53b464b7-3075-435e-9387-02ffa8e299e7</a>

#### Details

##### Description

A Belgian company that develops, produces and commercialises medical devices is looking to improve one of the components of their innovative walking aid. This component is a finishing ring of a steel tube in which an aluminium tube slides.

The ring must be adjusted to the size of the steel tube and must allow the aluminium tube to pass through in such a way that the sliding tube is against the ring. There must be no gap between the ring and the sliding tube.

Today this ring is machined from polyoxymethylene plastic.

This technology should allow precision with regard to the diameter of the central tube and the sliding tube. Unfortunately, these two tubes have a diameter that can vary by a few 1/10 of a millimeter, which can prevent the tube from sliding, or not allow it to be positioned in a forced manner on the tube, or not hold. They would like to find a solution so that the ring can be placed without having to resort to gluing.

The company is looking for collaboration in the form of a manufacturing agreement. The partner should be able to develop and manufacture this finishing ring for their medical device that is assembled in Belgium. There will be transfer of expertise, know-how or technology between both parties. They want to find a long-term strategic partner who can support the company in its growth.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Business intelligence solution for small affiliate marketing companies

#### Summary

*A Macedonian company is developing a business intelligence and data visualization software for small affiliate marketing companies. Technical partners to further co-develop some of the solution's technical aspects under technical cooperation agreement are sought.*

Creation Date	01 June 2021
Last Update	11 June 2021
Expiration Date	12 June 2022
Reference	TRMK20210601001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/114932b0-cf63-4b30-8f75-58096dae426a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/114932b0-cf63-4b30-8f75-58096dae426a</a>

#### Details

##### Description

Affiliate marketing is a data driven industry, so proper data analysis and visualization are the key for success. In order to properly optimize their campaigns, affiliate businesses usually use multiple business intelligence (BI) platforms leading to late decision making and profit loss. On the other hand, existing BI software solutions require specific technical skills and higher level of knowledge on the use on their more advanced features which most of the smaller affiliate marketing companies do not possess.

A Macedonian digital marketing company is developing a business intelligence and data visualization software that aims to addresses these challenges and help affiliate marketing companies to optimize their marketing activities,

increase their clients' conversion rate and achieve at least 30% savings in their marketing spending in a more seamless and integrated way. The software is intended to be a one stop solution that integrates an all-in-one data visualization and analytics, allowing SaaS (Software as a service) companies to track, manage, and optimize easily any type of referral-based marketing programs, without having a need for possession of greater technical skills. Through its Application Programming Interface (API) the software solution will connect to hundreds of data sources, both live and in-memory, without any programming. Notable connectors include: SQL Server, Salesforce, Google Analytics & Google Sheets, PDF files, Dropbox, Amazon Athena and more. Additionally, the solution will include self-service functionality, so users can easily build dashboards and reports with minimal training. They can also create new insights with drag-and-drop metrics and custom filters, and share those insights from any device.

At the moment, the solution is still in its development phase. The Macedonian company has developed a minimum valuable product and is looking for technical partners to further co-develop some of the solution's technical aspects. Interested partners should be willing to use their expertise and skills for co-development of the solution with the Macedonian company in return of company share or royalty from sales.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Express diagnostics of pesticides' presence in fruits and vegetables

#### Summary

*A Ukrainian company from the agro-food and food service activities field seeks technology for express diagnostics of pesticides' presence in fruits and vegetables, under technical cooperation or license agreement..*

Creation Date	22 June 2021
Last Update	29 June 2021
Expiration Date	30 June 2022
Reference	TRUA20210622001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/117dc276-82e1-41e7-9020-02de31983c3b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/117dc276-82e1-41e7-9020-02de31983c3b</a>

#### Details

##### Description

The Ukrainian company from the agro-food and food field seeks technology of express diagnostics of pesticides' presence in fruits and vegetables.

The ultimate goal of this project is to develop an express method of detection of pesticides by developing nanosensors and providing real-time data to a customer through the IoT platform.

The required parameters for the developing system:

- time: quick, up to 20 minutes results, max. 2 hours with sample preparations;
- appearance: related should be mobile (up to 10 kg), should be allowed to use in the field (within the 0-40 °C temperature range and up to the humidity of 100% ). Of course, it could be also used as stationary;

- usability: up to 20 tests should be done with one charge of the infrastructure;
  - IoT: There should be also a central server system storing the data and results of the tests;
  - cost: in order to be competitive in the market the value of the mass production of sample preparation and biosensor have to be below 1\$.
- To achieve the abovementioned purpose the company seeks partners in order to establish the technical cooperation agreement or the license agreement to electrochemical or optical biosensor technology to implement it in their IoT system.

# Partnering Opportunity

Profile status : Published

## Technology Request

**Dutch brewery is looking for innovative and inspiring solutions to engage consumers to increase amount of high quality glass recycling.**

### Summary

*Dutch beer brewer is looking for innovative solutions to quickly recover post consumer glass packaging from the consumer and return it to their converters or to recycling companies creating closed loops and increasing the recycled content. For this the brewer is interested in concluding a technical cooperation agreement. This profile is part of an open innovation challenge.*

Creation Date	27 May 2021
Last Update	01 June 2021
Expiration Date	02 June 2022
Reference	TRNL20210519001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/47c37ea0-d56c-41d0-8678-b68fd63566e2">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/47c37ea0-d56c-41d0-8678-b68fd63566e2</a>

### Details

#### Description

The brewery was founded in the 19th century and is now one of the leaders in the premium beer segment in the world. The different premium beers are presented in glass bottles. Well know is the fact that glass is one of the high quality types of packaging that can be recycled and reused, infinitely.

From a sustainability point of view, the beauty of glass is that if it is disposed of responsibly, it can be recycled and be returned into new glass bottles within 60 days (market dependent). Furthermore, the more recycled glass added when producing a glass bottle, the lower the carbon emissions.

For glass specifically, market life cycle studies show that, on a cradle to cradle basis, every tonne of recycled glass (cullet) saves 670 kg of CO<sub>2</sub> (EU average). Expressed in terms of percentages, melting 100% cullet reduces the CO<sub>2</sub> emissions by about 58% compared to a situation where no cullet is used.

The Dutch brewer operates in many markets around the world. At present the recycling rates for glass vary from 20% to 95%. Within these markets the level of maturity of traditional glass collection, sorting and recycling systems also vary significantly. The process is undeveloped, slow and typically results in poor quality glass that cannot be recycled. The brewer believes that it is their responsibility to find reliable, efficient and effective ways to minimize glass packaging waste and increase recycled content. In this respect the company is looking for innovative solutions to quickly recover post consumer glass packaging from the consumer and return it to their converters or to recycling companies creating closed loops and increasing the recycled content. As collection and sorting are key elements to recovery, the client is looking for:

- Inspiring ways to engage with the consumer to increase the amount of high-quality packaging responsibly disposed
- Create mechanisms for simple, separated, responsible disposal of glass
- Track the reliability and results of this system

The company has the intention to conclude a technical cooperation agreement, but there is scope for discussing other forms of cooperation and agreements.

**IMPORTANT:** This technical cooperation request refers to an innovation challenge published on the internet platform. If an organization expresses interest before closing date, it will be guided towards this open innovation platform. After registration participants can browse free through other submissions and engage in discussions. All submissions will get feedback by the company on this open platform. The challenge opens on June 7th and closes on July 12th, 2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution. Once the challenge is closed, Expressions of Interest for this technology request will be treated in the traditional way.



# Partnering Opportunity

Profile status : Published

## Technology Request

### Containment of dust emission from bulk materials while being loaded, unloaded, carried and stored in ports

#### Summary

*A port Authority in the north Spain has launched a challenge through an open-innovation platform: How can fugitive dust/particle emissions from solid bulks stored in the open air can be prevented from dispersing into neighbouring warehouses?*

*A partner is sought to address this issue under a technical and/or a research type of collaboration agreement .*

<b>Creation Date</b>	11 June 2021
<b>Last Update</b>	16 June 2021
<b>Expiration Date</b>	17 June 2022
<b>Reference</b>	TRES20210610001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bd3b0391-a5c8-4df7-af1e-9d2f22e0b5ab">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bd3b0391-a5c8-4df7-af1e-9d2f22e0b5ab</a>

#### Details

##### Description

Bulks are generally piled up and stored in the open air which make the particles susceptible to diffuse in windy weather conditions and when loading and unloading operations take place in ports. The dust-ability of the material itself causes severe risks to nearby spaces.

Apart from this risk that directly affects companies housed in the port, the presence of dust emissions generates other adverse aspects. Significant impacts caused by fugitive particles emissions in the environment:

- a) Air quality affected by increase of particles in suspension,
- b) Water quality deterioration by the pollution of sediments and eutrophication (this phenomenon occurs in

a body of water when an increase of mineral and organic nutrients has reduced the dissolved oxygen, producing an environment that favours plant over animal life).

Social impacts:

- a) Work safety – inhalation of particles, reduction of visibility
- b) Industrial safety – fire hazards,
- c) Food safety – increase of animal populations

Economic impacts:

- a) Maintenance – higher cleaning costs, premature damage of equipment, loss of depth of port seabed,
- b) Drop in the quality of services provided – cross-contaminations with other goods, shrinkage of goods, interference with other operations in the port.

The port has considered some solutions up to now: mobile panels, covers made of fabrics, water sprays, wetting and carinated conveyors chains. An alternative is sought as these have all proven unsuccessful due to diverse reasons than range from responsibility to economic / operative viability. It is the companies in charge of managing and store solid bulks the ones who must implement measures aimed at minimising possible damage derived from their activity. On the other hand, the most effective existing measures require heavy investment and are difficult to carry out. Lastly, the solution that may come forward cannot interfere with storing, loading and uploading operations of the solid bulks in the port. The aim of this goal is to generate an improved and productive working environment after allocating the right space to adjacent businesses initially incompatible.

Given the complexity of the challenge itself, partial solutions will be considered as well. As a rough guide, the following variables show the requirements and needs of possible solutions with their different levels of importance: from 3(lowest) to 9(highest). The solution:

- a) can hold the particles in windy days/ when loading/uploading (compulsory)
- c) is applicable when loading / when uploading (6)
- d) is applicable when stockpiling (compulsory)
- f) is not steady, can be taken to other spaces / easily transported/ light weight (3)
- i) is not steady and easily assembled / dismantled (3)
- j) is not steady and does not interfere with loading operations (6)
- k) is financially viable and offered as a port service (compulsory)
- l) is financially viable and its manufacture affordable / scalable (9)
- o) is environmentally sustainable, the material does not deteriorate easily in the rain / wind, will withstand harsh climate conditions (compulsory)
- p) is environmentally sustainable and made up of recycled materials (6)
- q) is environmentally sustainable, its materials can be recycled or reused / long-lasting / complies with strictest norms(9)
- s) will be implemented in less than 12 months and easy to use (9)

Schedule: submission of candidacies starting on 10th June, deadline: 23rd July (18:00 GMT+1) through the open-innovation platform. The winning company will develop a pilot project of € 15,000 at most for a period of 6 months. There is an information link with indications on how to proceed with proposal that will be provided to interested candidates upon reception of EOIs.

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

# Partnering Opportunity

Profile status : Published

## Technology Request

### German corporate is looking for business cases based on data from smart floors

#### Summary

*A German corporate developed a smart floor. They are now looking for partners for the development of business cases based on data from smart floors for application in buildings and construction projects or building automation and utilisation management. The company is interested in common development of solutions based on these data in the framework of a technical cooperation. This request is part of an open business challenge for start-ups.*

<b>Creation Date</b>	10 June 2021
<b>Last Update</b>	17 June 2021
<b>Expiration Date</b>	22 August 2021
<b>Reference</b>	TRDE20210525001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/605d5e65-d25c-4d61-bfcb-a16b854a00de">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/605d5e65-d25c-4d61-bfcb-a16b854a00de</a>

#### Details

##### Description

The company is a global manufacturer of building materials (especially construction chemicals) based in Germany. Today, it has 53 subsidiaries with a total of approx. 3,300 employees in over 100 countries worldwide. The company is one of the global market leaders in the field of high-quality specialty construction chemicals and systems.

As part of its focus on innovation and the future, the company's innovation unit also develops applications and business models that lie outside the Group's previous and typical business areas. In the course of these activities, the company also works together with start-ups on innovative technologies and business models that help the

company set the course for a continued successful future. In this challenge the company is looking for start-ups that develop innovative solutions and business models based on innovative products and technologies.

Specifically, the company has developed an intelligent floor and is in the process of launching it on the market. The intelligent floor captures the data and activities of people walking on it or interacting with the floor in other ways. The company plans to add this intelligent floor to its product portfolio in the coming year and offer it to its customers for integration into smart home and building projects. Initial tests have already been implemented and corresponding data can be collected and used. The company would like to use this intelligent floor to develop use cases and business models and offer various target groups value-added functions tailored to their needs.

In concrete terms, this means that on the basis of the data collected via the intelligent floor which the company makes the available, start-ups should develop business models based on these data or use the data for their products / technology.

Certainly, areas such as safety, predictive maintenance or health are interesting as topics. One could also imagine start-ups in the area of smart cities and smart buildings.

A start-up company from data analytics, smart construction/building, smart city, safety and other areas is sought for a technical cooperation agreement to develop a business case together with the company within a technical cooperation agreement.

**IMPORTANT:** This technology request refers to an innovation challenge published on an internet platform that was issued by a city in North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15, it will be guided towards this open innovation platform. The start-up company takes part in the challenge with their application. If it is selected, it will be invited to spend five working days in workshops with the German company regarding a solution concept as well as workshops with information on the German market and regional market entry strategies. Due to COVID-19, the workshops and meetings will take place virtually. All submissions will get feedback by the company. The challenge closes on August 15, 2021. After that, the firm will select the start-ups with whom they would like to cooperate in the development of a solution.

As this challenge promotes cross-border cooperation applications, it is not open to German companies.

# Partnering Opportunity

Profile status : Published

## Technology Request

### A logistics company seeks start-up companies for the development of a software solution for personnel deployment and workload visualisation

#### Summary

*The German branch of a multinational company is looking for a cooperation with a start-up for the development of a software solution for the optimized physical deployment of personnel as well as a visualization of the workload for its control. The company is interested in common development or already developed solutions that can be adjusted within a technical cooperation agreement. This request is part of an open business challenge for start-ups.*

<b>Creation Date</b>	16 June 2021
<b>Last Update</b>	17 June 2021
<b>Expiration Date</b>	17 August 2021
<b>Reference</b>	TRDE20210616001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cb9f07bd-a8f1-4ad7-a798-5866202d6bf0">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cb9f07bd-a8f1-4ad7-a798-5866202d6bf0</a>

#### Details

##### Description

An multinational logistic service provider in Germany wishes to optimise the deployment of personnel and the planning of deployment. This should take into account fluctuations in the order structure as well as the order workload and avoid disruptions in the process flow. They are therefore looking for a software solution that makes it possible to deploy personnel optimally on the basis of the individual situation and parameters and to visualize and carry out the associated personnel planning transparently.

The software solution should thus enable optimal resource utilization in the individual work areas (pick areas) and increase the transparency of the process and material flow by means of visualization for the control center employees. It should thereby support the planning of personnel deployment below ground. Another function that would be desirable in the software solution at a later point in time is the option to integrate individual skills of the employees and to also let these flow into the planning of personnel deployment.

The company is looking for a start-up from the IT sector for the development of this software solution within a technical cooperation agreement.

**IMPORTANT:** This technology request refers to an innovation challenge published on an internet platform that was issued by a city in North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15, it will be guided towards this open innovation platform. The start-up company takes part in the challenge with their application. If it is selected, it will be invited to spend five working days in workshops with the German company regarding a solution concept as well as workshops with information on the German market and regional market entry strategies. Due to COVID-19, the workshops and meetings will take place virtually. All submissions will get feedback by the company. The challenge closes on August 15, 2021. After that, the firm will select the start-ups with whom they would like to cooperate in the development of a solution.

As this challenge promotes cross-border cooperation applications, it is not open to German companies.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Looking for fully home compostable plastic adequate for cookies packaging

#### Summary

*To improve the circular design of its packaging, a Belgian circular economy food SME is looking for certified fully home compostable, and heat sealable plastic adequate for packaging its cookies. The plastic must offer a barrier protection against oxygen and fats. Commercial partnership with technical assistance is sought to test and if necessary adapt the packaging.*

Creation Date	09 June 2021
Last Update	15 June 2021
Expiration Date	16 June 2022
Reference	TRBE20210608001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a228cae6-8dcf-4c8c-85e6-cba5810b2d6b">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a228cae6-8dcf-4c8c-85e6-cba5810b2d6b</a>

#### Details

##### Description

The Belgian SME produces organic cookies out of dried spent grain resulting from beer production in a “close the loop approach”.

The company is working on the following Sustainable Development Goals (SDGs) : 9. Industry, innovation and infrastructure and 12. Responsible consumption and production.

To fulfil its sustainability approach regarding SDGs 14 life below water and 15 Life on land, the SME is looking for labelled fully home compostable plastic adequate for its cookies packaging.

The cookies are currently sold in a plastic package inside a paper kraft packaging which offers a sufficient barrier protection against oxygen and fats. They are looking for an alternative to this plastic packaging to design their

packaging according to circular economy principles.

To ensure the conservation of the cookies, the packaging must offer a barrier protection against oxygen and fats and must be heat-sealable. The SME already found plastic packaging out of corn which usually cannot fulfil this condition. Moreover, most plastic packaging can be composted industrially but are not certified for home-compost by TUV Austria or equivalent.

Commercial partnership with technical assistance is thought to test and if necessary adapt the packaging with the cookies.



# Partnering Opportunity

Profile status : Published

## Technology Request

**Maltese startup seeks hardware and software, for facial motion capture, and 3D scanning and modelling, for its X Reality (XR) media lab from European partners willing to enter into commercial agreements with technical assistance or joint ventures**

### Summary

*A Maltese technological advertising start-up is seeking suppliers and/or service providers to purchase and/or collaborate on solutions for its X Reality (XR) media lab including facial motion capture, 3D scanning and modelling, and motion capture hardware and software. Main partners targeted are from European countries for entering into a commercial agreement with technical assistance or joint venture.*

Creation Date	28 April 2021
Last Update	09 June 2021
Expiration Date	10 June 2022
Reference	TRMT20210428001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/06c9f104-12c2-422d-b459-631324184312">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/06c9f104-12c2-422d-b459-631324184312</a>

### Details

#### Description

The Maltese company currently provides software and hardware visual light-emitting diode (LED) solutions for commercial marketing to shop owners by transforming existing indoor glass showcases and walls into a

Ref: TRMT20210428001

transparent video display wall. Its research team is working on extending its solutions for outdoor marketing on billboards, large-scale display for events and exhibitions and public advertising.

The company is planning to venture into virtual production for its clients by creating an XR media lab with LED walls, LED ceiling and LED floor as shown in the image to be able to demonstrate their solutions to potential customers and allow them to experience the visuals prior to purchasing. The XR media lab will also serve as a media production centre for commercial, educational, and medical use.

The company is thus seeking hardware and software for:

- facial motion capture
- 3D scanning and modelling and
- motion capture solutions.

Suppliers and/or service providers from Europe are sought for entering into a commercial agreement with technical assistance or a joint venture.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Start-ups sought to develop interactive maintenance solution for German product lifecycle management (PLM) business

#### Summary

*For their database-supported product lifecycle management (PLM) activities, a German company is looking for solutions for interactive maintenance, in particular for 3D laser scanning of rooms, evaluation of image data, detection and evaluation of structural change. This technology request refers to an open innovation challenge for start-ups, thus only start-ups, who are interested in collaboration under technical cooperation agreements, are sought.*

Creation Date	27 May 2021
Last Update	10 June 2021
Expiration Date	11 June 2022
Reference	TRDE20210527001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/356432b6-c4c0-4bbf-b0be-f6deacf8b2ab">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/356432b6-c4c0-4bbf-b0be-f6deacf8b2ab</a>

#### Details

##### Description

The German business supplies database-supported product lifecycle management (PLM) solutions for planners, designers and plant engineers as well as for operators of process engineering and process technology plants. The solutions cover all aspects related to industrial plants from planning, delivery and construction to structured document management and project handling in maintenance and dismantling.

They are looking for start-ups who can create a software solution for interactive maintenance. The software

solution should be capable of interactive information exchange and connection to existing planning systems.

The first step is to capture individual, very different rooms as a 3D laser scan. The most important goals here are the detection of pipe runs, separation of the components installed in them, the detection of structural changes and anomalies between two scanning / evaluation runs.

This is supposed to enable interactive maintenance in the following ways:

- create a maintenance tour with mobile graphical representation of the model (e.g. augmented reality supported recognition of a component, display of the respective TAG number on the individual components and manual recording of condition information on the component)
- enable maintenance work with mobile graphical representation of the model (e.g. simple display and simulation support by the 3D model during assembly or disassembly of components)

The collaboration will be based on a technical cooperation agreement where the partners work jointly on the development.

This partnering opportunity relates to a technology challenge where the established German company wishes to cooperate with an international start-up, that offers innovative technology solutions and that is looking for first projects in Germany.

**IMPORTANT:** This technology request refers to an innovation challenge published on an open internet platform that was issued by a city in North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15, it will be guided towards this open innovation platform. The start-up company takes part in the challenge with their application. If it is selected, it will be invited to spend 5 working days (6-10 September) in workshops with the German company regarding a solution concept as well as workshops with information on the German market and regional market entry strategies. Due to COVID-19, the workshops and meetings will take place virtually.

All submissions will get feedback by the company on this open platform. The challenge closes on August 15, 2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the start-ups with whom they would like to cooperate in the development of a solution.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Sustainable packaging solutions sought for mixed flower bouquets

#### Summary

*A Dutch company is looking for sustainable material to protect valuable flowers during their transport from grower to supermarket and to consumers. The company is interested in products that can be used as a protective packaging with marketing possibilities.*

*Reduce, reuse and recycle are 3 keywords. Looking for cooperation on the basis of a commercial agreement with technical assistance. This request refers to an innovation challenge published on an open innovation platform.*

<b>Creation Date</b>	28 May 2021
<b>Last Update</b>	08 June 2021
<b>Expiration Date</b>	05 June 2022
<b>Reference</b>	TRNL20210527001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/94efcb30-d603-46e2-8f32-f77a4fafb537">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/94efcb30-d603-46e2-8f32-f77a4fafb537</a>

#### Details

##### Description

The Dutch company is market leader in the world of packaging and decoration for the flower and plant industry. The company currently offers Hydropaper certified by the Forest Certification System (FSC) to wrap flowers and this year bamboo paper was added to the collection. Although this comes at a higher cost it is a renewable material and it can be collected for recycling. "The company is very keen to discover what other innovative and alternative packing materials can be developed.

By using bio-based plastics like Polylactic Acid (PLA) they expected to have found a sustainable packaging for

their customers. Unfortunately this material is not biodegradable to Dutch standards, it cannot be recycled at the end and the availability of raw materials is limited.

Now they run out of ideas about what sustainable material they should be looking for to protect the valuable flowers during their transport from the grower to the supermarket and to consumers.

Where do you fit in?

They are looking for SMEs who can help to develop a solution for this world wide problem. What innovative ideas exist in other branches to pack perishable goods?

The company is looking for companies that offer sustainable products they can use as a protective packaging with marketing possibilities. Reduce, reuse and recycle are three keywords.

Cooperation within the frame of a commercial agreement with technical assistance.

**IMPORTANT:** This technology request refers to an innovation challenge published on an open internet platform. If an organization expresses interest before the closing date, it will be guided towards this open innovation platform. After registration participants can browse free through other submissions and engage in discussions. All submissions will get feedback by the company on this open platform. The challenge closes on July 12th 2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the organizations with whom they would like to cooperate in the development of a solution. Once the challenge is closed, expressions of interest for this technology request will be treated in the traditional way.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Industrial partners are sought for the development of a low consumption and ecological air conditioning system for campers, trucks, boats and special vehicles

#### Summary

*An Italian company with experience in production and installation of technological accessories for cars, is developing an innovative air conditioning technology, with low electric consumption and environmental impact, based on a granted patent.*

*The sought partners are industrial companies producing air conditioning systems and components for campers, trucks and boats, interested to be involved in the development and prototyping of the new technology, under technical cooperation agreement.*

Creation Date	18 May 2021
Last Update	09 June 2021
Expiration Date	10 June 2022
Reference	TRIT20210518002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/77910f0f-e571-4352-ae9a-557b8a765b49">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/77910f0f-e571-4352-ae9a-557b8a765b49</a>

#### Details

##### Description

An Italian company, specialized in research and development activities devoted to the automotive sector, has started the development of an innovative air conditioning system, featured by a very low electric consumption and environmental effect.

Starting from a granted patent, the ambitious project aims to eliminate both the electric compressor and the high pressure HFCs (Hydrofluorocarbons). HFCs are man-made organic compounds frequently used in air

conditioning, that give a relevant contribute to global warming,

The Italian company intends to replace the electric compressor with an absorption heat pump, using a water/ammonia binary fluid. Due to their high energy efficiency, absorption heat pumps are increasingly used in industrial refrigeration systems, supermarkets, etc. They change the state of a binary fluid using heat through a reversible process, that allows a single machine to produce hot or cold air.

Important resulting benefits can be obtained:

- a relevant energy saving, since the absorption heat pump consumption can be a very small percentage (even 5% or less) of the traditional compression cycle with the same refrigeration efficiency, thanks to the possibility of using the heat recovered or produced with the fuel present in the vehicle tank;
- the internal volume of trucks, campers and special vehicles can be air-conditioned both while driving and when parking in a silent way;
- noisy and polluting generators can be avoided.

The Italian company aim is not to get a single product, but to develop an applied technology, from which many other useful applications can be derived.

Some advantages for the end users are:

- trucks: heating and cooling autonomy of many days, compared to the current few hours; it means that the driver will be properly rested and more attentive while driving;
- campers: air conditioning without connection to an electric column or a noisy generator, now also banned in free parking areas; it will no longer be mandatory to go in a camping to have a fresh and livable camper;
- boats: currently boats and yachts have huge polluting generators and are very thirsty to have the electricity for air-conditioning; with the new system they can be at least 10 times less powerful with enormous benefits for the environment and management costs;
- hearth-moving vehicles, ambulances, vehicles dedicated to the police will be able to manage the air conditioning without being tied to the ignition of the vehicle's engine.

Further possible applications for silent and low environmental impact air conditioning are:

- temperature-controlled containers, avoiding high consume of electricity;
- refrigerated trucks, without requiring a heat engine always on;
- summer houses in Nordic countries, cabins, shelters, container houses to be used in areas without electricity; the innovative air conditioning system can be feeded with solar thermal panels or solar concentrators, while the burner can also be powered with LPG/methane as a backup system;
- devices for mobile use with a double power supply system: e.g. campers that cool the passengers compartment using the "free" heat of the exhaust gases when is moving and the burner when is stationary.

The Italian company, whose activity is historically connected to motorhomes and caravan manufacturers production, is developing the new technology within a partnership with important research institutes having deep knowledge and competencies in automotive sector. A possible financial source could also be obtained from Horizon Europe calls.

With the aim to carry on the final development and prototyping of the new air conditioning technology, the Italian company is looking for industrial partners, specialized in manufacturing air conditioning systems for campers, trucks and boats.

The proposed collaboration is based on technical cooperation agreement.



# Partnering Opportunity

Profile status : Published

## Technology Request

### Sustainable food packaging solutions sought by Dutch meal kit supplier

#### Summary

*A Dutch division of a multinational company that produces and delivers meal kit boxes to consumers at home wants to reduce the weight of plastics that are used to pack ingredients such as fresh herbs and meat. Therefore the company is looking for innovative sustainable food packaging solutions to set up a pilot including implementation with ingredient suppliers, within the framework of a commercial agreement with technical assistance This request is part of an open innovation challenge.*

Creation Date	31 May 2021
Last Update	06 June 2021
Expiration Date	05 June 2022
Reference	TRNL20210526001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0252f27e-e977-455e-9701-acac0927fdd0">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0252f27e-e977-455e-9701-acac0927fdd0</a>

#### Details

##### Description

A Dutch division of a multinational company that produces and delivers meal kit boxes to consumers at home wants to reduce the weight of plastics that are used to pack meal ingredients.

Packaging plays a key role in the companies supply chain to keep food fresh and safe for their customers and also reduce food waste. Plastic is a valuable material for food packaging because it is light, strong, waterproof and relatively cheap. However, it is also largely difficult to recycle, non-renewable and potentially polluting, and has a negative customer perception.

Therefore the company wants to remove, reduce or replace the plastic packaging of their meal ingredients with sustainable alternatives. It concerns the plastic packaging of fresh herbs, meat, fish, vegetables, baked goods and dairy.

The packaging solutions should not negatively impact food safety and quality. It is also important that the packaging can be recycled. Packaging that is made from recycled material or from renewable resources are favoured. In addition the solution should also be suitable for implementation in cooperation with their ingredient suppliers.

Concluding: the company is looking for innovative sustainable food packaging solutions to set up a pilot including implementation with ingredient suppliers, within the framework of a commercial agreement with technical assistance

This technology request refers to an innovation challenge published on an online open innovation platform till July 12, 2021. Organisations are invited to express their interest before the closing date. Interested parties can get additional information on the platform and browse free through other submissions. However to contribute to online discussions registration is necessary. All submissions will get feedback by the company on this open platform. Mind that posts on this platform are not confidential. Besides open discussions on the platform, sharing of confidential information will be made possible on demand.

After closing of the challenge, the company will select some organisations for an online meeting to explore cooperation possibilities. In case there is still need for additional solutions after closing of the challenge, expressions of interest will be treated in the traditional way.

# Partnering Opportunity

Profile status : Published

## Technology Request

**A Dutch distribution company is looking for sustainable methods and techniques to optimise the packaging of palletised building materials.**

### Summary

*A Dutch company is specialized in the distribution and storage of building materials in the Netherlands. In order to operate the packaging process more sustainably and efficiently, the company is looking for new ideas, methods and techniques to optimise the packaging of palletised building materials. Cooperation with partners is sought in the frame of a commercial agreement with technical assistance, a license agreement or a technical cooperation agreement.*

<b>Creation Date</b>	03 June 2021
<b>Last Update</b>	07 June 2021
<b>Expiration Date</b>	05 June 2022
<b>Reference</b>	TRNL20210523001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5e8b13b2-01ed-4349-aebe-9003e3aa16a7">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5e8b13b2-01ed-4349-aebe-9003e3aa16a7</a>

### Details

#### Description

A Dutch company is specialized in the distribution of building materials in the Netherlands. The company is currently spending a lot of time and materials on the packaging of palletised and long/bulk building materials. Every year the company applies plastic to wrap or shrink roughly 250.000 or 350.000 pallets with building materials. The plastic is used in order to increase the stability and thus the safety during handling & transport and to keep the building materials dry.

Currently, the company is using the following materials:

- i. stretch foil combined with an automated wrapping procedure and
  - ii. shrink cover. Here the cover is heated manually to shrink it.
- Both methods are in combination with a labelling method to recognize the order and taping to finish the packaging.

In order to decrease the amount of packaging material (plastic) used, the company is looking for a more sustainable solution, which:

- i. either (and this is preferred), completely removes any form of packaging for palletised building materials, or
- ii. optimizes the current packaging process in relation to time and or amount of packaging material used.

The envisioned solution should preferably meet all of the following criteria:

- Safety: it is crucial that the building materials will be secured tightly on the pallets.
- Dry delivery of materials at the customer (from order pick, overnight storage outside, loading, partly open transport until unloading at customer).
- One solution fits all and which facilitates transport of a wide variety of palletized products including: bags, boxes, cans and unpacked materials (wood/metal/concrete etc.).
- Stackable: to optimize transport load, smaller pallets are often stacked on top of other pallets or transport units. The solution should be able to support +/- 500kg of weight and friction during transport.
- Handling: the solution should be workable for warehouse/transport/customer (and potentially return to warehouse process). Forklifts are used for internal warehouse transport.

Therefore, the company is looking for new sustainable ideas, methods and techniques to optimise the packaging of palletised building materials. Solutions could be simple low tech or high tech, including full out of the box solutions, taken into account that the above mentioned conditions will be covered.

The company is looking for creative but realistic solutions that can be applied in a pilot. Cooperation with skilled partners is sought and collaboration would be in the frame of a commercial agreement with technical assistance, a license agreement or a technical cooperation agreement.

**IMPORTANT NOTE:** This technology request is part of an innovation challenge and is published on an open innovation platform from the 7th of June and will close on the 12th of July. If an organization does express interest in collaboration with this company before closing date, it will be guided through this open innovation platform and be introduced to the company's experts. Mind that posts on this platform are not confidential.

Next step is that the company will select the SMEs with whom they would like to cooperate in the development of the solution. Once the challenge is closed, EOIs for this technology request will be handled in the traditional way.

# Partnering Opportunity

Profile status : Published

## Technology Request

### **A Dutch internationally operating company in the food and beverage industry is looking for sensor- or hyperspectral imaging technology based sorting and recycling solutions**

#### Summary

*A Dutch internationally operating company active in the food and beverage industry and hospitality sector has circular ambitions and looks for sorting and recycling solutions based on sensor- or hyperspectral imaging technology. Focus is on plastic, metal, paper, beverage carton, glass and textile. The company aims for a commercial agreement with technical assistance with a developer of sensor-based sorting and recycling solutions. This profile refers to an online open innovation platform.*

<b>Creation Date</b>	03 June 2021
<b>Last Update</b>	04 June 2021
<b>Expiration Date</b>	05 June 2022
<b>Reference</b>	TRNL20210602001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d91b10ce-1619-4d27-b0fa-394c85f8cd99">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d91b10ce-1619-4d27-b0fa-394c85f8cd99</a>

#### Details

##### Description

A Dutch internationally operating group of companies is a leading provider of specialized catering services and tailor-made hospitality solutions for the business sector. From concept to realisation, from brand name to menu, and from service to ambience, the company provides their services to companies, hospitals, museums, airports,

events and many more.

At the company they take their responsibility to the environment and the planet extremely seriously. They believe that the food industry in particular can play a significant role in creating a future-proof world, and this conviction is translated into ambitious sustainability objectives.

These objectives are related to minimising waste, limiting CO2 emissions, breaking away from meat and fish, no unnecessary E numbers, minimal salt and sugar and the maximum amount of good fats and fibre.

To be able to reduce the waste the company looks for sorting and recycling solutions based on sensor- or hyperspectral imaging technology. The waste streams are centralized as much as possible and the focus is on the sorting and recycling of materials like plastic, metal, paper, beverage carton, glass and textile. The company already has a solution for the food waste stream.

The Dutch company aims for a commercial agreement with technical assistance with a developer and/or supplier of sensor-based sorting and recycling solutions.

The Dutch company wants to have the role of being an integrator and will deliver the final test specifications. The company feels the need for waste recycling in the whole hospitality sector.

The partner is desired to develop and deliver the sorting and recycling solution based on the sensor- or hyperspectral imaging technology.

#### IMPORTANT NOTE:

This technology request refers to an innovation challenge published on an online open innovation platform till July 12, 2021. Organizations are invited to express their interest before the closing date. Interested parties can get additional information on the platform and browse freely through other submissions. However to contribute to online discussions registration is necessary. All submissions will get feedback by the company on this open platform. Mind that posts on this platform are not confidential. Besides open discussions on the platform, sharing of confidential information will be made possible on demand.

After closing of the challenge, the company will select some organizations for an online meeting to explore cooperation possibilities. In case there is still need for additional solutions after closing of the challenge, expressions of interest will be treated in the traditional way.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Looking for innovative ideas or processes to develop packaging material with antimicrobial properties for industrially produced sliced bread.

#### Summary

*Dutch company active in food-ingredients is looking for innovative ideas or processes to develop packaging material with antimicrobial properties for industrially produced sliced bread within the frame of a license agreement, research cooperation agreement or a technical cooperation agreement.*

*This request refers an open innovation challenge.*

Creation Date	03 June 2021
Last Update	07 June 2021
Expiration Date	08 June 2022
Reference	TRNL20210518001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5ebe009a-5d9e-4682-8702-d75e471b5899">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5ebe009a-5d9e-4682-8702-d75e471b5899</a>

#### Details

##### Description

The Dutch company develops ingredients for the global baking industry, providing functional or nutritional ingredients to the baker that fits their particular product and processing needs.

Industrially produced and packed sliced bread typically starts moulding after 6-8 days unless protected using preservatives. Current preservatives are mostly chemical by nature, can have a strong (off-) flavour and can also

negatively influence the baking yeast.

Consumers are also demanding more natural preservatives which can often be less potent and cause organoleptic issues. When a protecting agent can be added after baking, loss of yeast viability is prevented but this may cause other issues. For example, spraying or dusting an antimicrobial agent onto the bread after baking is technically difficult, can cause health and safety issues in the bakery and would still not solve the taste/flavour and the naturalness problem. However, if an antimicrobial agent would be present in or on the packing material, several of the above-mentioned problems could be solved.

Industrially produced sliced bread is usually packed in loose polyethylene bags and an antimicrobial agent might be delivered through impregnation into the packaging material itself - or form part of a coating. Since the surface of the bread crust or crumb is not always in direct contact with the packaging a solution may be needed that releases a volatile antimycotic into the headspace after the bags are sealed. In such a case, the agent should only be slightly volatile at room temperature, but perhaps more volatile at a temperature of around 30 °C, which is normally the bread temperature when it is packed on an industrial line. In this way the volatile agent can sufficiently 'fill' the bag headspace and protect the bread within the sealed bag.

Where do you fit in?

The company is looking for innovative ideas or innovative processes in development or already existing technologies to impregnate/coat polyethylene (or comparable) packaging material with slightly volatile antimicrobial agents.

What's in it for you?

- 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

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 online open innovation platform till July 12, 2021. Organizations are invited to express their interest before the closing date. Interested parties can get additional information on the platform and browse freely through other submissions. However to contribute to online discussions registration is necessary. All submissions will get feedback by the company on this open platform. Mind that posts on this platform are not confidential. Besides open discussions on the platform, sharing of confidential information will be made possible on demand.

After closing of the challenge, the company will select some organizations for an online meeting to explore cooperation possibilities. In case there is still need for additional solutions after closing of the challenge, expressions of interest will be treated in the traditional way.



# Partnering Opportunity

Profile status : Published

## Technology Request

### Start-ups sought to create a software solution for semantic analysis of digital information to identify customer behavior and interests

#### Summary

*A German utility company would like to find out more about customer behavior, trends and current topics by analysing texts in digital media, social media, blogs and forums that relate to the utility. They are looking for a start-up company to create a suitable software solution that can be easily operated by the utility's staff. A technical cooperation is offered. The request is part of an open innovation challenge. The deadline to apply is 15 August 2021.*

Creation Date	30 May 2021
Last Update	10 June 2021
Expiration Date	25 August 2021
Reference	TRDE20210527002
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b9d23292-c7c8-4410-8458-1f680cda332d">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b9d23292-c7c8-4410-8458-1f680cda332d</a>

#### Details

##### Description

In an increasingly digitalized world, it is becoming ever more crucial to identify trends at an early stage and also to analyze the behavior of customers in the digital sphere and to draw appropriate conclusions from this.

A German utility company also faces this challenge. The company was founded in 1995. They would like to be a modern supply company not only of classic energy products but also of digital solutions in an urban context (SmartCity). In order to tackle this, a solution is to be created to analyze activities in various digital channels and

to create reports and analyses based on this so that appropriate strategies and measures can be derived.

Topics addressed could be, for example, electricity/water/gas, power outages, in connection with the utility as a company as well as its subsidiaries. In a further expansion stage, a semantic analysis with regard to the tonality (positive, neutral, negative) of the contributions is also possible.

The solution should perform the analyses automatically and present them in reports with various visualization options. The utility company's employees should only have to initiate the analysis process and set the intervals at which the analyses are to be carried out and the reports created.

A mandatory requirement for the solution in terms of analysis is that it includes, in particular, online newspaper articles, blog posts, forum entries and social media. Likewise, the first step only requires the analysis of German-language texts. However, an analysis of texts in other languages in the area of social media and locally limited to North Rhine-Westphalia should also be available in the future. The solution should have appropriate filter functions that can be used to specify or narrow down the analyses. An optional feature of the solution is image analysis (e.g. logos) in social media. A thematic focus of the analysis should also be individually selectable.

The automated reports must be customizable by employees, especially in terms of their presentation (e.g. diagrams, colors, etc.) and frequency of generation.

A start-up company from the field of software development is sought for a technical cooperation agreement to develop the solution based on the utility company's requirements.

**IMPORTANT:** This technology request refers to an innovation challenge published on an internet platform that was issued by a city in North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15, it will be guided towards this open innovation platform. The Start-Up company takes part in the challenge with their application. If it is selected, it will be invited to spend five working days in workshops with the German company regarding a solution concept as well as workshops with information on the German market and regional market entry strategies. Due to COVID-19, the workshops and meetings will take place virtually. All submissions will get feedback by the company. The challenge closes on August 15, 2021. After that, the firm will select the start-ups with whom they would like to cooperate in the development of a solution. The workshops will then take place from 6 to 10 September 2021.

As this challenge promotes cross-border cooperation applications, it is not open to German companies.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Start-up companies sought for the development of a software solution for the planning of prediction of potential of projects for commercial buildings

#### Summary

*A German architecture office focuses on design of commercial buildings in the areas of DIY stores, building material trade and bicycle retail trade. They seek to cooperate with start-up companies to develop a software solution for the prediction of potential new building projects in these sectors. This should be done by combining the data collected by the German company with public data on areas and buildings. A technical cooperation is offered. This request is part of an innovation challenge.*

Creation Date	30 May 2021
Last Update	11 June 2021
Expiration Date	21 August 2021
Reference	TRDE20210528001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2e9c4887-7b1d-4592-a5a3-7c508d2050b3">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2e9c4887-7b1d-4592-a5a3-7c508d2050b3</a>

#### Details

##### Description

A German architectural office provides their customers for commercial buildings with very comprehensive advice, e.g. with regard to future space utilization and optimization. Here they can contribute their extensive experience in the Do-It-Yourself (DIY) and building materials and bicycle retailing sectors. In future, they plan to take their consulting approach to a new level, in that a customer can be made aware in advance of a development that has just taken place at a location.

Thus the architects seek a software solution that will match their existing data-driven experience with publicly available data and information in order to learn in advance about the needs of a potential customer. The solution can be developed together.

In concrete terms, the challenge will involve the structured recording of public data such as the size of a plot, existing buildings (floor area), number of floors, gross floor area, small scale and clear height in the existing building stock, paved areas for parking spaces and deliveries, as well as the existing green spaces.

At the same time, it will be a question of recording the current capacity utilization, which will be obtained, for example, through mobility data, standing times on delivery, density and turnover frequency of the stored goods, etc. This information has to be linked to internal information / empirical values in order to indicate possible requirements to potential customers and to enter into discussions based on this.

The overall goal will be to develop an automated tool that alerts to planning and change needs at logistics and retail locations. The first step could be a tool in which a list of addresses and locations is entered to filter for potential candidates. In a second step, these locations, which are entered once, are to be checked regularly in order to identify future needs at an early stage and report them automatically. And in the final stage of expansion, the aim will be to use registered entries to identify existing locations themselves, analyse them and report them accordingly.

The architectural office seeks to collaborate with a start –up company within a technical cooperation agreement to develop the solution together. The start-up should be software expert. The architectural office will contribute their expertise in the commercial building area.

**IMPORTANT:** This technology request refers to an innovation challenge published on an internet platform that was issued by a city in North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15, it will be guided towards this open innovation platform. The start-up company takes part in the challenge with their application. If it is selected, it will be invited to spend five working days in workshops with the German company regarding a solution concept as well as workshops with information on the German market and regional market entry strategies. Due to COVID-19, the workshops and meetings will take place virtually. All submissions will get feedback by the company. The challenge closes on August 15, 2021. After that, the firm will select the Start-Ups with whom they would like to cooperate in the development of a solution. The workshops will then take place from 6 to 10 September 2021.

As this challenge promotes cross-border cooperation applications, it is not open to German companies.

# Partnering Opportunity

Profile status : Published

## Technology Request

### A Turkish R&D company seeks partners for its smart greenhouse under financial agreement.

#### Summary

*A Turkish R&D company established in 2016 has developed a smart greenhouse supported by new technologies related to agriculture and passive energy strategies. The company seeks investors under financial agreement. The ideal partners would be R&D and agricultural companies especially experienced in solar greenhouse constructions.*

Creation Date	01 June 2021
Last Update	10 June 2021
Expiration Date	11 June 2022
Reference	TRTR20210516001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/70429735-c1d4-4bde-a0f2-5af453e2b5a6">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/70429735-c1d4-4bde-a0f2-5af453e2b5a6</a>

#### Details

##### Description

A Turkish R&D company founded in 2016 has developed a project on "smart greenhouse". This project is an original design powered by different technologies such as soilless agriculture technology and passive energy strategies. It is a greenhouse project that can operate completely closed (or semi-closed) and can use renewable energy sources such as underground heat, solar energy and heat storage wall. It has a double facade that reduces heat loss / gain with the integration of underground heat. It aims for near zero energy consumption, minimum water, fertilizer and zero pesticides. Basically, the difference from normal greenhouses is that the greenhouse cover is double-facade. In this way, the heat loss and gain is less and the energy consumption decreases.

Additionally, the greenhouse can easily benefit from the underground heat thanks to this facade features. As known, although the underground heat varies according to the temperature zone at a depth of about 3 meters under the ground, it remains constant between 15-25 C in summer and winter. These temperatures are actually the suitable temperatures for growing many vegetables. By passing the underground heat directly through the double facade, the energy consumption of the greenhouse can be reduced considerably. In addition, the project produces solar energy using PV panels and stores energy by passive wall. Some technologies such as the antimicrobial surface technology will also be used to strengthen the plants and prevent them from getting sick easily. Production in the greenhouse will be on green leafy short vegetables. With vertical agriculture, water consumption will be reduced by 95-98% (with the help of rain water harvesting) and a high crop cultivation can be made in a limited area.

The company seeks R&D and agricultural companies active in solar greenhouse constructions under financial agreement.

# Partnering Opportunity

Profile status : Published

## Technology Request

**International package delivery company is looking for partners to provide a concept for biodegradable packaging that encourages the customer to return these packages.**

### Summary

*A Dutch logistics company wants to contribute to the circular economy by using recoverable packaging and improving its collecting process for proper recycling. The company is looking for experts in the field of design activities to develop a concept of sustainable packaging that stimulates the customers to return the package. Cooperation could be in the frame of a research cooperation or a commercial agreement with technical assistance. This profile refers to an online open innovation platform.*

**Creation Date** 07 June 2021

**Last Update** 15 June 2021

**Expiration Date** 15 June 2022

**Reference** TRNL20210528001

**Public Link** <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5b255e33-cdcc-4a00-82ee-af2c91216a03>

### Details

#### Description

Recyclable or biodegradable packaging is rapidly becoming a must-have for companies throughout Europe and the world. Yet, a lack of public understanding around how to correctly recycle or biodegrade different materials, means that environmentally friendly packaging is often processed in a way that is harmful to the environment,

undermining the point of going green.

The company is a global leader in logistics, based in the Netherlands. They are offering a broad range of solutions including transporting packages and freight, facilitating international trade. In the Netherlands the logistics company delivers thousands of packages a day.

The company wants to contribute to a truly circular economy. To achieve this goal, the company wants to have their customers return the packaging, resulting in more control over this waste package process.

For their larger partners the company already provides a 'returns program', whereby customers can return items to companies by dropping them off in the company's bags at their branded 'Access Points'. To take these sustainability and circular economy goals to a next level, the company is looking for design experts, who can cover a broad concept from biodegradable and industrially compostable packages to innovative customer incentives, that makes these clients co-aware of their contribution to help preserve our world for future generations by returning the used packages to the Access Points.

Cooperation might take place in the frame of a research cooperation agreement or in case of a more advanced stage of development, a commercial agreement with technical assistance could be suitable. Or any other form that fits the purpose of this challenge.

**IMPORTANT:** This technology request refers to an innovation challenge published on an online open innovation platform till July 12, 2021. Organizations are invited to express their interest before the closing date. Interested parties can get additional information on the platform and browse freely through other submissions. However to contribute to online discussions registration is necessary. All submissions will get feedback by the company on this open platform. Mind that posts on this platform are not confidential. Besides open discussions on the platform, sharing of confidential information will be made possible on demand.

After closing of the challenge, the company will select some organizations for an online meeting to explore cooperation possibilities. In case there is still need for additional solutions after closing of the challenge, expressions of interest will be treated in the traditional way.



# Partnering Opportunity

Profile status : Published

## Technology Request

### A Chinese company is looking for high-value-added apple processing or extraction technologies and production lines through commercial agreement with technical assistance

#### Summary

*This Chinese company, founded in 2014, is a leading company of agricultural industrialization in a Northern Chinese province. With a growing domestic and global demand for processed agricultural products, it is now seeking from overseas partners for deep processing technologies and production lines for fruits and vegetables, and for apples in particular. Such cooperation could be worked out via commercial agreement with technical assistance.*

Creation Date	02 June 2021
Last Update	09 June 2021
Expiration Date	10 June 2022
Reference	TRCN20210601001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/663e506f-88f1-4a94-9b27-6255493a5d5c">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/663e506f-88f1-4a94-9b27-6255493a5d5c</a>

#### Details

##### Description

The Chinese company, located in one of the world's most suitable areas for apple planting, was established in 2014. After seven years of development, it is now engaged in comprehensive operation of apple planting, processing, production and sales, with over 1,000 acres of apple planting area.

The company has a perfect modern standardized management system for field production, and adopts the digital intelligent construction system of modern fruit industry in the whole process. The degree of mechanized production of agricultural machinery and equipment reaches more than 80%, and the source quality traceability system of production and planting, field management, picking classification, sorting optimization and other links achieves 100%.

With the increasing demand from domestic and global consumers for diversified, personalized, high-quality, green, natural and nutritious deep processed fruits and vegetables, this Chinese company is looking for mature and high-value-added processing or extraction technologies and production lines for fruits (e.g. apples) and vegetables from potential partners overseas.

Such cooperation could be realised via commercial agreement with technical assistance.